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Los Angeles Area Chamber of Commerce

JIM WUNDERMAN  
Bay Area Council

February 10, 2014

Governor Jerry Brown  
State Capitol, Suite 1173  
Sacramento, CA 95814

**Re: California's Boeing 777X Proposal**

Dear Governor Brown:

On behalf of the Regional Economic Association Leaders of California (R.E.A.L.)—an association of 21 of California's most influential business and economic development organizations, representing more than 11,000 employers providing more than three million jobs across the state—we want to commend your leadership on the “California bid” to secure production work on The Boeing Company's (Boeing) 777X jetliner. We especially want to laud your office for moving so decisively and in such a collaborative and coordinated manner with the state's regional, county and local partners to structure and submit what has been described as a “strong” and “competitive” proposal to secure the 777X production work in California.

The R.E.A.L. Coalition also wishes to express its gratitude to Mike Rossi, your senior adviser for jobs and business development, Kish Rajan, the Director of the GO-Biz, and the entire GO-Biz team for their steadfast leadership, swift action and firm support during this multifaceted and very involved effort. As well, we want to praise the efforts of a great many from the business, economic development, and labor communities for their tireless work in what has been – and continues to be – an ongoing coordinated effort to secure new manufacturing work and jobs to backfill the expiring C-17 Globemaster III military cargo jet program, which will cease production in 2015 and close its Long Beach production facility that supports about 3,000 high-value, skilled jobs and has been a stalwart of the Southern California economy and its leading aerospace industry.

There's an old maxim that “sometimes by losing a battle you find a new way to win the war.” And although we failed to lure the 777X work to California, we – in the R.E.A.L. Coalition – feel that we fashioned a “new way” to work together, mobilizing state, county and local officials, along with our regional economic development organizations, business associations, “locals” and chambers of commerce, on behalf of California to attract, retain and grow businesses from the leading industries of regional significance to our state's distinct regional economies.

The undersigned members of the R.E.A.L. Coalition stand ready to work with you, Mr. Rossi, GO-Biz and a bipartisan group of California legislators, as well

as with our partners in the business, economic development and labor communities, to engage in many more of these coordinated *state-regional-county-local* efforts. As well, we hope to continue our ongoing work with your office to operationalize some more common-sense, rational economic development tools, such as a implementing the California Competes Tax Credit in a way not only to generate jobs in highly-sought after export-oriented industries, but also to amplify the significant (induced and indirect) “multiplier effects” that come from growing jobs in these important sectors (*see, e.g.,* the R.E.A.L. Coalition letter, dated: January 24, 2014), as well as to ensure that other reasonable economic development measures are considered, adopted and implemented in a way that reinvigorates our economy, creates more and better jobs, and promotes innovative solutions that capitalize on California’s regional economic strengths and leading industry sectors.

Thank you again for your leadership. Please let us know how we can assist your economic and job growth efforts going forward.

Sincerely,



Bill Allen

President & CEO

Los Angeles County  
Economic Development  
Corporation



Gary Toebben

President & CEO

Los Angeles Area Chamber of Commerce



Carl Guardino

President and CEO

Silicon Valley Leadership Group



Paul Granillo

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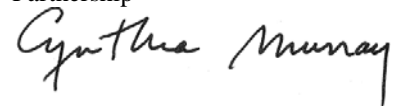
San Francisco Chamber of  
Commerce



Matthew R. Mahood

President & CEO

San Jose Silicon Valley Chamber of  
Commerce



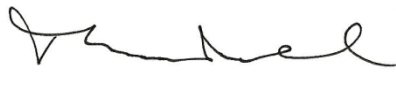
Cynthia Murray

President & CEO

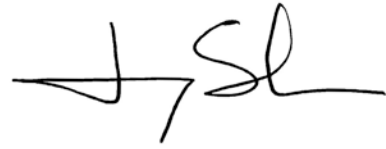
North Bay Leadership Council



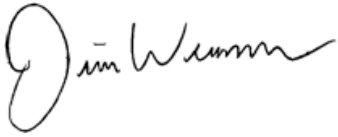
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Russell Hancock  
President & CEO  
Joint Venture

cc: Mike Rossi, Senior Adviser for Jobs and Business Development, Governor Jerry Brown  
Kish Rajan, Director, GO-Biz