

The LAEDC logo consists of the letters "LAEDC" in a bold, white, sans-serif font, set against a blue square background that is tilted slightly to the right.

# SoCal AEROSPACE Council

## IGNITING THE GROWTH AND SUCCESS OF LA's Aerospace & Defense Industry

Support LAEDC and you will assist efforts to:

### Mobilize & Activate Industry Leaders

- ▶ Successfully launched the SoCal Aerospace Council comprised of aerospace OEMS and suppliers, labor, educational institutions, elected officials and other industry leaders.
- ▶ Convened aerospace industry business forum on "Aerospace Procurement." Both private and public sectors participated in the forum.

### Engage in Industry Advocacy & Public Policy

- ▶ **ENSURED** continued operation of the LA Air Force Base in LA County by pursuing creation of a Military Advisory Council for the region's military installations.
- ▶ **ESTABLISHED** the Southern California Aerospace Advocacy Days (2017) and helped create "Aerospace Days" in Sacramento to remind legislators of the industry's importance and impact on the state's economy.
- ▶ **ENHANCED** competitiveness of bids to the US Air Force (such as the LRS-B) by advocating for tax credits, creating more jobs in LA County.
- ▶ **CHAPTERED** Assembly Bill 777 (Muratsuchi) to provide property tax exemptions for space equipment.
- ▶ **ENACTED** and chaptered Assembly Bill 2389 (Fox) to provide access to property tax abatements for qualified manufacturing facilities and also a hiring tax credit for large aerospace projects.
- ▶ **CHAPTERED** and enacted Senate Bill 718 (Roth) to expand the economic incentives under AB 2389 to sub- and prime contractors.
- ▶ **ENACTED** and chaptered Assembly Bill 306 (Hadley) that provided military families with alternatives on where to send their children to school.
- ▶ **ENACTED** revisions to CA Board of Equalization Rule 133 to reclassify equipment used in space travel as "business inventory," which is not taxed, as opposed to property, which is taxed.
- ▶ **ISSUED** Administrative Law Recommendations rules to implement the California Competes Tax Credit.
- ▶ **CHAPTERED** and enacted Assembly Bill 927 (Maratsuchi) to create a hiring tax credit for aerospace parts, components and equipment designers, assemblers and renovators.
- ▶ **RESISTED** and continue to oppose all efforts in sequestration, base realignment and closure for LA area military installations.

## Produce Industry-Specific Research & Analysis

- ▶ LAEDC's 2016 Report, *The Changing Face of Aerospace in Southern California*, provides the first-of-its-kind comprehensive look at the industry and its ecosystem of assets, reminding leaders of the strategic importance of the aerospace industry to the region.
- ▶ Earlier aerospace reports from the LAEDC, such as *The Aerospace Industry in Southern California*, *Los Angeles International Airport: Economic Impact Analysis*, *Manufacturing: Still a Force in Southern California*, and *The Economic Activity Dependent on Overseas Flights at LAX*, served a valuable role with legislators and bolstered the regional importance of the industry.

## Provide Industry-Tailored Business Assistance Services

- ▶ Formed and mobilized "Red Carpet" strike team, with 40 elected leaders (local, state and federal levels), to meet with aerospace firms, helping them resolve challenges and take advantage of existing and potential opportunities.
- ▶ Helped hundreds of aerospace and defense companies overcome an array of businesses challenges via our confidential, no cost Business Assistance Program.
- ▶ Build coalitions that coalesce the right people and resources to effect change that benefits the industry, including city and county officials, utilities, workforce training programs, site selection experts, and more.
- ▶ Attracted Virgin Galactic the Starburst Accelerator, and SpaceX—whose footprint we helped double—to our region.
- ▶ Led the C-17 "Red Team" to garner local, state and federal support for Boeing's C-17 program.
- ▶ Workforce development facilitation and access to customized programs that provide free or reduced-cost training and education.
- ▶ LAEDC Business Advantages Guide is the only LA-specific list of incentives, financing, and programs available to aerospace firms.
- ▶ Successfully established Southern California as a Federal Manufacturing Designation, leading to the creation of AMP SoCal, which provides preferential consideration on \$1.3 billion in Federal Funding to assist regional aerospace and defense companies.
- ▶ Spearheaded effort to make LA County part of the Innovation Hub for Defense, Energy, and Aerospace (iDEA Hub).

## Market the Region's Aerospace & Defense Industries

- ▶ Created Cluster Connection e-newsletter that highlights new incentives and programs affecting our aerospace industry cluster, with opportunities to engage and take action on timely issues, and information that helps the bottom line of aerospace firms in our region.
- ▶ Promote our region at tradeshows, including the AeroDef and SpaceTech expos, highlighting the SoCal region's assets.
- ▶ Develop and distribute materials to promote the myriad of benefits inherent to LA's aerospace and defense industry.
- ▶ Honored SpaceX, Boeing, & Northrup Grumman with LAEDC Eddy Award for economic development.

Please join the SCAC and support efforts to ensure the continued growth and prosperity of our region's Aerospace & Defense Industry.

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