

5-10-11
R-14



May 9, 2011

Mayor Bob Foster
Members of the Long Beach City Council
City of Long Beach
333 W. Ocean Boulevard, 14th Floor
Long Beach, CA 90802

RE: SUPPORT: May 10, 2011 City Council Agenda Item 14: Recommendation to authorize City Manager to execute all related documents to implement a Sales Tax Incentive Agreement with Cabe Brothers for the expansion of the Toyota dealership located at 2895 Long Beach Boulevard. (District 6)

Dear Mayor Foster and Members of the Long Beach City Council:

The Long Beach Area Chamber of Commerce urges your SUPPORT of the proposed agenda item relating to a Sales Tax Incentive Agreement with Cabe Brothers for the expansion of the Toyota dealership located at 2895 Long Beach Boulevard.

The proposed incentive agreement is the right solution at the right time and we are requesting your support for two main reasons. According to city staff, retaining Cabe is expected to generate \$5 million in sales tax revenue to the City during the period of this Agreement, while the City will pay the dealership a maximum of \$1 million. Furthermore, more than 80 jobs will be retained as a result. The city's return on the investment in Cabe justifies your support.

The Chamber has worked closely with Councilman Dee Andrews and city staff to assist Cabe in their efforts to retain their operations in Long Beach. We are committed to working with the city and local businesses to seek solutions to improving our local economy and saving as many jobs as possible.

To that end, I want to thank city staff and the Councilmember for their commitment in this effort to assist Cabe and we look forward to your support.

Sincerely,

A handwritten signature in cursive script that reads "Randy Gordon".

Randy Gordon
President and CEO

CC:

City Manager Pat West