



California Manufacturers & Technology Association

# EMPOWERING MANUFACTURERS TO LEAD THE WAY IN CALIFORNIA



A Synthesis of CMTA's Manufacturing Summits and Policy Recommendations



CMTA President Jack Stewart, center, at the 2004 CMTA Statewide Manufacturing Summit with California's four living former governors, from left, Pete Wilson, George Deukmejian, Jerry Brown and Gray Davis.

**I**n June of 2004 the California Manufacturers & Technology Association (CMTA) convened a summit in Sacramento to define the state's manufacturing issues and conclude nine regional summits conducted in the state.

At these events manufacturers described California's almost-insurmountable costs and the difficulty they have competing with companies in neighboring and industrialized states.

Past California governors were in attendance to listen and urge lawmakers to consider the effects of legislation on manufacturers and the economy of the state.

CMTA has synthesized this information here to help policy makers and the media understand the value of manufacturing, the challenges manufacturers face in California and the policy reforms needed to help manufacturers succeed.

Please take a moment to peruse this booklet and join our campaign to empower manufacturers to lead the way in California.

Jack M. Stewart, CMTA President

## CMTA's recommendations

» Implement a **sales tax exemption** on the purchase of manufacturing and telecommunications equipment

» **Reduce energy costs** and level the playing field with other western states

» **Allow flex time** to reduce workforce costs and improve employee quality of life

# CALIFORNIA'S RECOVERY

## EMPOWERING MANUFACTURERS TO LEAD THE WAY

**M**anufacturers, employees, economists and former California governors agree – California is losing its grip on a vital part of the state's economy.

There is a very real threat that the state will lose existing manufacturing jobs and will fail to attract major new manufacturing investment.

CMTA will work with Governor Schwarzenegger and statewide officials to turn California around and make it a good place for manufacturers to do business into the future.

### Here's why ...

*"We have high paying jobs that are important to the state's economy, but we can't keep them in California because we can't remain competitive ... we're losing muscle and gaining mass."*



**Larry Kosmont,**  
Kosmont Partners

*"I have only a high school diploma, I make \$72,000 a year and I design and make things that go to the moon."*

**Ace Clearwater**  
employee, answering why he works in manufacturing

*"The economy is recovering and jobs are coming back to California, but manufacturing executives, economists – and two former governors – who gathered Wednesday in Sacramento issued dire warnings that the state's business climate is wrecking its industrial base."*

**The Sacramento Bee**  
June 24, 2004

*"Costs have made it very difficult to expand in California. We can face being uncompetitive in California or move facilities to Virginia, Kentucky or Indiana. The Legislature has made it virtually impossible to grow here."*



**Irv Miller, Toyota**

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# WHAT THE MANUFACTURING SUMMITS TOLD US

**T**he grim forecast for manufacturing in California is based on testimony last year at nine regional and statewide “Manufacturing Summits.”

Manufacturers told state, city and county officials that they are struggling with high operating costs and enormous regulatory burdens in California. Competition from companies in other states and countries threatens their ability to survive and grow in the state.

Economists and industry watchers confirmed that the outlook for manufacturing growth in California is uncertain under current state policies.

Reflecting on more than 25 years of experience, California governors Brown, Deukmejian, Wilson and Davis insisted that policymakers maintain the industrial base that made California golden and would provide strength into the future.

“*One of our Huntington Beach facilities now resides in Alabama. Fundamentally, Alabama took the tax burden off the shoulders of our manufacturing activity and provided direct employee training aid. Other states are doing the right things that California is not.*”

**Howard Chambers**, The Boeing Company

“*Because of regulatory fee increases, we have to reduce by 50 percent the number of products in the next year to stay in business.*”

**Harold Igdaloff**, Sungro Chemicals

“*With all of our vendor invoices increasing in California as well, our productivity gains can no longer cover our costs.*”

**Kellie Johnson**, Ace Clearwater

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# WHAT THE MANUFACTURING SUMMITS TOLD US

“*People ask whether Intel will invest in capital or research but that’s the wrong question. It’s not whether but where. It’s not a coincidence that Intel invested \$2.7 billion in California after the implementation of the 6% Manufacturers Investment Credit.*”

**Ray Rossi, Intel Corporation**

“*We need greater energy reliability and a reduction in electricity rates to level the playing field.*”

**Patricia Salas-Pineda, NUMMI**

“*When we were determining where to put our flu plant, I heard literally from every economic development board around the world. Do you know how many calls we got from California? Zero.*”

**Carlyn Solomon, Baxter Healthcare**

“*A manufacturing job provides an arena for advancement for everyone.*”

**Lisa Wilson, HASA Chemical**

“*There is no longer an incentive for the investor with the elimination of California’s investment tax credit. We know in other states those incentives exist and we’re absolutely of the belief that there is a payback to the state if we can bring back the investment tax credit.*”

**Patricia Salas-Pineda, NUMMI**

“*Inland’s employees would all work 80 days less per year, collect \$1,500 more in salary and the company could promote 30 more employees and hire 35 new workers.*”

**Paul Calvert, Temple-Inland**

“*The meaningful jobs that we’re losing to Texas, Alabama and Florida can be kept through meaningful legislation and reform.*”

**Bill Callopy, The Boeing Company**

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# CALIFORNIA'S ENGINE

## HIGH-PAYING JOBS FOR A DIVERSE WORKFORCE

**M**anufacturing has evolved from the low-tech, repetitive, labor-intensive industries of earlier decades to the high-skilled, high-tech advanced manufacturing seen in biotechnology, electronic equipment, aerospace, chemical, automobile and even textile and other industries.

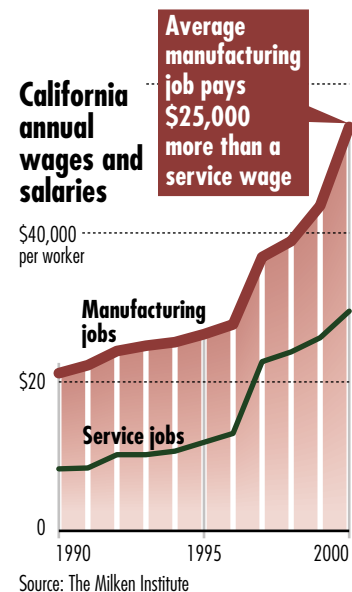
The largest manufacturers have supply contracts with thousands of smaller manufacturers and service providers in the community. The loss of one manufacturing job takes 2.5 additional jobs with it.

California has a choice: to improve the business climate for manufacturing or risk losing the innovative, high-wage, wealth creating industries that directly employ 1.5 million Californians and support 3.5 million more jobs in the service economy.



*“One of our plant employees manages 60 to 80 people and does not have a high school education. He started working for our company capping bottles and worked his way up. Now he owns his own home, multiple cars and has two highly-educated adult children.”*

**Lisa Wilson, HASA Chemical**



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# LEGISLATIVE AGENDA

## STEPS TO IMPROVE THE INVESTMENT CLIMATE

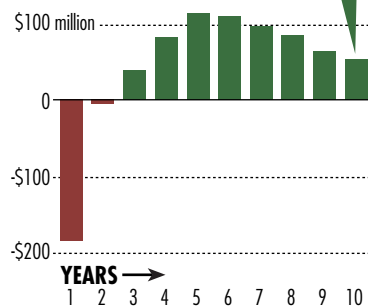
### Exempt from sales tax the purchase of machinery and equipment used in manufacturing and telecommunications

California is one of only four states that impose a sales tax on these purchases.

California's investment tax credit – in place since 1994 – expired in 2004. Now, investing in California costs more.

Many states provide both a sales tax exemption and investment tax credits to encourage manufacturing investment. Exemption from sales tax would make California a more favorable location to expand operations and add or retain employees.

#### 5-cent sales tax reduction creates new net revenue



Source: The Milken Institute (Study does not include telecommunications purchases)

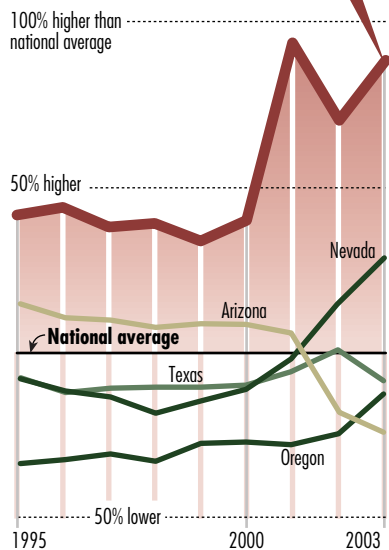
### Reduce electricity costs

The energy crisis is not over for California manufacturers. Electricity is the major cost component for manufacturing processes.

Despite recent rate reductions, electricity costs for large manufacturers served by the three major investor-owned utilities remain nearly double the rates in neighboring states.

Manufacturers purchasing electricity through non-utility suppliers must pay huge crisis-related surcharges.

#### Electricity cost index



Source: The Milken Institute

### Allow flex time to improve quality of life and reduce workforce costs for manufacturers

Current law requires payment of overtime after 8 hours a day, even if the total hours worked per week does not exceed 40 hours. More flexible schedules, such as 10 hours a day for 4 days a week, are not economically feasible.

California law should allow manufacturers and their workers to adopt work schedules that meet their mutual needs for cost reduction, productivity and quality of life.

#### Work schedule flexibility

	10-HOUR WORKDAY	12-HOUR WORKDAY*
DAY 1	10 hours	12 hours
DAY 2	10 hours	12 hours
DAY 3	10 hours	12 hours
DAY 4	10 hours	DAY OFF†
DAY 5	DAY OFF	DAY OFF
DAY 6	DAY OFF	DAY OFF
DAY 7	DAY OFF	DAY OFF

\*For 24-hour operations

†Every other week the employee works four days

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Ron Ritter, McKinsey and Company  
Joseph Rodriguez, Garment Contractors Association of Southern California  
Roy Rodriguez, City of Orange Grove  
Mauro Romo, International Systems, Inc  
Alexander Rosas, LAEDC  
Darren Rose, Office of Rep. Radanovich  
Ed Ross, The Boeing Company  
Ray Rossi, Intel  
Stacy Rue, Lockheed Martin  
Pat Salas-Pineda, NUMMI  
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Debroah Sanchez, City of Santa Ana  
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Jeffery Salsbury, CMTC  
Chris Savage, E.J. Gallo  
Steve Schaeper, TCI Precision Metals  
Hans Schau, RSM products  
Malcolm Schneer, Swiss Wire EDM  
Lance Schroeder, Argo-Tech  
Bud Sexton, Assemblymember Dave Cogdill  
Carrie Shay, Fashion Business, Inc.  
John Sheehan, Plumas Corporation  
Laura Sherman, Frankie B.  
Allen Shiroma, Jazz Semiconductor  
Dennis Shoji, Edwards LifeSciences  
Wendy Shute, Smurfit-Stone  
Jane Signaigo-Cox, San Diego Regional EDC  
Scott Silcock, Jazz Semiconductor

Every attempt has been made to include all summit attendees. However, some names may have inadvertently been omitted.

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