



March 19, 2020

Abby Browning
Governor's Office of Emergency Services
Sacramento, CA 95814

Dear Chief Browning,

On behalf of California's 30,000 manufacturers, many of which provide essential products and components to the state's critical infrastructure, I want to acknowledge Governor Newsom's and your swift and sure leadership during the COVID-19 crisis. The transparency and candor provided to the citizens and businesses of this state is greatly appreciated and welcomed.

With "stay-at-home" orders in effect across various counties in California, we want to assure you that, by adapting to strict health guidelines and social distancing, California's economy, essential manufacturing, and supply chain are operational, and will continue to be for as long as feasible. The COVID-19 pandemic has created a crisis unlike anything America has ever faced, but California's economic force and ability to adapt can drive not only our recovery but has also set a national standard for operating under this crisis.

There will be severe ripple effects in our economy and deep impacts to the safety of our communities if our supply chain and manufacturing sector is slowed or effectively shut down. Our success depends on the adaptive and operational aspect of our manufacturing community. We will continue to keep our employees as safe as possible, and help you lead this state through this crisis by keeping up production, maintaining supply chains and helping workers stay employed.

Because California is a world-leader in innovation, we also are keenly positioned to modify and pivot at breakneck speed. This is California's moment to show the world how cutting-edge innovation combined with the human spirit can lead us out of this crisis and to a prosperous future.

We assure you we are up to the challenge, and will focus all of our efforts to protecting our communities and our economy. We offer the following from our manufacturing stakeholders:

- An urgent CMTA survey yesterday showed more than 90% of manufacturers are operating at more than 50% capacity in California, and confirming their strict adherence to health guidelines and social distancing protocols. The sector employs more than 1.3 million workers, and is powered by supply chains that achieve the greatest possible availability of goods - goods that will be badly needed in the coming weeks and months. The manufacturing community is mobilizing to protect our communities and we are committed to being part of the solution every step of the way.
- In just the past two weeks, manufacturing companies have conducted stringent analysis of their processes and policies to ensure the health and safety of their employees while at the same time sustaining production within critical sectors to

the state and nation's economy. In many cases, manufacturers are working closely with county law enforcement and health officials seeking to find that delicate balance of maintaining operations and protecting public and employee health. Those engagements have been productive, and at times very candid, to find solutions that work for all.

This letter confirms the commitment of the California Manufacturers & Technology Association, our stakeholders and the supply chain that supports the 5th largest economy in the world to continue innovation and adaptive operation through the COVID-19 crisis.

Our ability to remain engaged in manufacturing and commerce is a critical enabler to seeing us through this crisis and positioning California to thrive in our immediate future.

We stand by as capable and supportive stakeholders to support your Administration in any way that we can.

Sincerely yours,

A handwritten signature in blue ink that reads "Lance Hastings". The signature is fluid and cursive, with the first name "Lance" being larger and more prominent than the last name "Hastings".

Lance Hastings
President
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