



**California Manufacturing Expansion Proposal**  
**Letters of Support**

**MARCH 2023**

# Appendix B: Letters of Support

## ***State & Local Government***

1. [California Governor's Office of Business & Economic Development \(Go-Biz\)](#) - E. Kaina Pereira, Senior Advisor for Business Development
2. [California State Assembly](#) - Dawn Addis, Assemblymember, District 30 & Robert Rivas, Assemblymember, District 29
3. [California State Senate, District 17](#) - John Laird, State Senator
4. [Central Coast Community Energy \(3CE\)](#) - Robert M. Shaw, Chief Operating Officer
5. [Monterey County Administrative Office](#) - Sonia M. De La Rosa, CAO
6. [Monterey County, Board of Supervisors, 3rd District](#) - Chris Lopez, Supervisor
7. [Monterey County Board of Supervisors, 4th District](#) - Wendy Root Askew, Supervisor
8. [Monterey County Workforce Development Board](#) - Christopher Donnelly, ED
9. [Monterey-Salinas Transit](#) - Carl Sedoryk, General Manager/CEO
10. [Santa Cruz County Administrative Office](#) - Elissa Benson, Assistant CAO

## ***Educational Institutions***

11. [California State University, Monterey Bay](#) - Vanya Quiñones, President
12. [CITRIS Aviation Initiative](#) - Ricardo Sanfelice, Director
13. [Community College Coalition](#) - Cabrillo, Hartnell, Gavilan, & Monterey Peninsula
14. [University of California, Santa Barbara](#) - Henry T. Yang, Chancellor
15. [University of California, Santa Cruz](#) - Cynthia K. Larive, Chancellor
16. [University of California, Merced](#) - Juan Sanchez Munoz, Chancellor

## ***Statewide Partner Organizations***

17. [California Forward \(CA FWD\)](#) - Micah Weinberg, CEO
18. [California Manufacturing Technology Association](#) - Lance Hastings, President
19. [Economic Development Collaborative](#) - Bruce Stenslie, President & CEO
20. [Monterey Bay Economic Partnership](#) - Tahra Goraya, President & CEO
21. [North Bay Leadership Council](#) - Cynthia Murray, President & CEO
22. [Orange County Business Council](#) - Jennifer Ward Senior Vice President of Advocacy and Government Affairs
23. [Rancho Cielo](#) - Chris Devers, CEO
24. [REACH](#) - Melissa James, President/CEO
25. [Redwood Coast Rural Action](#) - Kathleen E. Moxon, Director
26. [Salinas Inclusive Economic Development Initiative \(SIEDI\)](#) - Ken Smith, Project Manager
27. [Sierra Business Council](#) - Steven Frisch, President
28. [Silicon Valley Leadership Group](#) - Jason Baker, Senior Vice President, Infrastructure
29. [3CORE, Inc.](#) - Patty Hess, Executive Director

## ***Private Sector***

30. [Marina Community Partners \(MCP\)](#) - Doug Yount, Marina Community Partners
31. [Monterey Hospitality Group](#) - Harvey Dadwal, CEO
32. [Pacific Gas and Electric Company](#) - Teresa Alvarado, PG&E Regional Vice President



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January 20, 2023

Bill Goodwin  
Deputy General Counsel  
Joby Aero, Inc.  
2155 Delaware Ave, Ste 225  
Santa Cruz, CA 95060

Dan Coughlin  
Special Projects  
Joby Aero Inc.  
2155 Delaware Ave, Ste 225  
Santa Cruz, CA 95060

Re: Project Stamper

Dear Mr. Goodwin and Mr. Coughlin,

On behalf of the California Governor's Office of Business and Economic Development (GO-Biz), thank you for the opportunity to provide our support for Project Stamper's future expansion plans in our state.

Attached you will find a description of programs in the state that Project Stamper may benefit from along with possible award amounts given the project's expressed expansion efforts. Our team is ready to provide additional information, answer questions, and facilitate introductions with program representatives to help your project move forward in pursuit of these opportunities.

We understand that there is a potential for increased employment up to 1,200 jobs and a sizeable increase in capital investment potentially of \$180M - \$280M.

GO-Biz is also working with the Infrastructure Economic Development Bank (IBANK) and the City of Marina and County of Monterey to identify potential funding that could be directed to finance infrastructure and production related needs of the site and project respectively. We welcome the chance to learn more about efforts and future development plans. In addition to incentive navigation, our team provides site selection services, international trade support, and permit assistance.

Thank you for sharing this opportunity with us. We look forward to expanding Project Stamper's business to California.

Sincerely,

A handwritten signature in black ink, appearing to read "E. Kaina Pereira". The signature is stylized with loops and a long horizontal stroke at the end.

E. Kaina Pereira  
Senior Advisor for Business Development



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## Confidentiality

As public employees with the State of California, we are unable to sign Non-Disclosure Agreements. The Governor's Office of Business and Economic Development (referred to herein as "agency") is subject to the Public Records Act; it is however exempt from disclosure of corporate proprietary information. The Public Records Act's provisions can be found within Government Code section 6250 et. seq. The exemption for corporate proprietary information is contained in [Government Code section 6254.15](#).

**6254.15.** *Nothing in this chapter shall be construed to require the disclosure of records that are any of the following: corporate financial records, corporate proprietary information including trade secrets, and information relating to siting within the state furnished to a government agency by a private company for the purpose of permitting the agency to work with the company in retaining, locating, or expanding a facility within California. Except as provided below, incentives offered by state or local government agencies, if any, shall be disclosed upon communication to the agency or the public of a decision to stay, locate, relocate, or expand, by a company, or upon application by that company to a governmental agency for a general plan amendment, rezone, use permit, building permit, or any other permit, whichever occurs first.*

*The agency shall delete, prior to disclosure to the public, information that is exempt pursuant to this section from any record describing state or local incentives offered by an agency to a private business to retain, locate, relocate, or expand the business within California.*

Confidentiality is and always has been central to our client services. Pursuant to the above exemption, we will not disclose any information described therein which is provided to us in connection with Project Stamper unless required to do so under court order or applicable law. We will use such information and other information which is provided solely to evaluate a potential economic development relationship between the parties and for no other purpose.



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## CORPORATE INCOME TAX INCENTIVES

### CALIFORNIA COMPETES TAX CREDIT

**Max award: 20% of the programs total annual funding (appx \$60.9M for the 2022 – 2023 fiscal year)**

The California Competes Tax Credit is an income tax credit available to businesses that want to locate in or relocate to California or existing California businesses that want to stay and grow in the state. Credit is awarded to businesses through a competitive application process which includes a holistic analysis of individual applications through a two-phase application and evaluation process over an approximately 90-day period.

- Benefit: Credit against California income tax dispensed over a 5-year term with a six-year carry forward
- [Application Periods:](#)
  - January 3, 2023 - January 23, 2023 (\$120M available)
  - March 6, 2023 - March 20, 2023 (\$99.7M available plus any remaining unallocated amounts from the previous application periods)
- Process: Competitive application process, final determination by committee
- Further information: <https://business.ca.gov/california-competes-tax-credit/>

### RESEARCH & DEVELOPMENT TAX CREDIT

**Credit dependent on R&D incurred expenses in California.**

**The credit is equal to the sum of 15% of qualified expenses that exceed a base amount plus 24% of basic research payments**

Businesses with qualifying research and development activity can reduce their California income tax liability to their annual minimum tax. Any unused portion of the credit can be carried forward and applied to future tax years.

- Benefit: Credit against California income tax
- Process: Claimed when filing income tax return
- Further information: <https://www.ftb.ca.gov/file/business/credits/california-research.html>



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## SALES & USE TAX EXEMPTIONS

### **PARTIAL SALES & USE TAX EXEMPTION – MANUFACTURING EQUIPMENT**

**Exemption dependent on total equipment purchase value.**

**Annual cap on this program of \$200M in purchases.**

This program, administered by the California Department of Tax and Fee Administration, provides a sales tax exemption of 3.9375% for basic manufacturing equipment. Tenant improvements for manufacturing or research and development may also be eligible. The partial exemption applies only to the state sales and use tax rate portion.

- Benefit: Partial sales & use tax exemption on qualifying manufacturing equipment.
- Process: Claimed when purchasing equipment.
- Further information: <https://www.cdfta.ca.gov/industry/manufacturing-exemptions.htm>

### **FULL SALES & USE TAX EXCLUSION**

**Exclusion dependent on total equipment purchase value. Based on discussion with Project Stamper, multiple applications over multiple years would be available and necessary to obtain the desired \$35M in sales and use tax exclusions.**

**Max Annual Exclusion: While the guidelines stipulate limitation of \$10 million of sales & use tax exclusions (STE) in a calendar year, the CAEATFA board has discretionary authority to approve awards above the cap, not to exceed \$20 million in STE.**

The California Alternative Energy and Advanced Transportation Financing Authority (CAEATFA) provides a full-sales and use tax exclusion for advanced manufacturers and manufacturers of alternative source, recycled feedstock, and advanced transportation products, components or systems.

- Benefit: Full Sales & Use Tax Exclusion on eligible manufacturing equipment.
- Process: Competitive application process, final determination by board approval.
- Notice of Application Periods for 2023:  
<https://www.treasurer.ca.gov/caeatfa/ste/amended.pdf>
- Next Application Period: January 1<sup>st</sup>, 2023 – January 20<sup>th</sup>, 2023.
- Further information: <https://www.treasurer.ca.gov/caeatfa/ste/faq.asp>
  - Fee & Savings Calculator: <https://www.treasurer.ca.gov/caeatfa/ste/fees.asp>



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## WORKFORCE SUPPORT

### EMPLOYMENT TRAINING PANEL

**Project would qualify to receive designation as Critical Proposal is accepted by GO-Biz  
Max award: \$600,000 for first 2 years of training deployment. Additional projects available in future years.**

The Employment Training Panel provides funding to employers to assist in upgrading the skills of their workers, ultimately leading to competitive wages and long-term jobs.

- Benefit: Reimbursements provided based on contract performance
- Max award: \$500,000.
  - \$600,000, if designated as a Critical Proposal (determined case-by-case).  
Critical Proposals can be requested from GO-Biz
- Process: application process with final determination by committee
- Timing: Can start application at any time, deadlines for 2020 available here: <https://etp.ca.gov/getting-started/application-deadlines/>
- Further information: <https://etp.ca.gov/getting-started/>

## UTILITY DISCOUNT PROGRAMS

### UTILITY RATE REDUCTION:

**Based on electrical consumption over 5 years and jurisdictional rate.**

Pacific Gas & Electric Company (PG&E), Southern California Edison (SCE) and San Diego Gas & Electric (SDG&E) provide a rate discount for commercial and industrial businesses that might expand or relocate out-of-state.

- Benefit: Discounted utility rate over a 5-year period
- Max award: Rate discounts depending on project location. Locations in SCE and SDGE served jurisdictions are eligible for a 12% discount on electric power for 5 years. PG&E rates are eligible for a 12% discount up to a 25% discount depending on project location.
- The discount is on the power rate only, not additional surcharges and taxes.
- Process: Applications are reviewed by the utility provider and by GO-Biz
- Timing: Applications accepted and reviewed on a rolling basis
- Further information:
  - PG&E: [https://www.pge.com/en\\_US/large-business/services/economic-development/rate-discounts/rate-discounts.page](https://www.pge.com/en_US/large-business/services/economic-development/rate-discounts/rate-discounts.page)
  - SCE: [https://www.sce.com/sites/default/files/inline-files/SCEI15\\_G1820\\_Marketing\\_Kit\\_ED\\_Rate\\_Flyer\\_AA\\_0.pdf](https://www.sce.com/sites/default/files/inline-files/SCEI15_G1820_Marketing_Kit_ED_Rate_Flyer_AA_0.pdf)
  - SDG&E: <https://www.sdge.com/edr>

Please note that there are additional utility discount programs offered by local utility providers in jurisdictions within California.

STATE CAPITOL  
P.O. BOX 942849  
SACRAMENTO, CA 94249-0030  
(916) 319-2030  
FAX (916) 319-2130



February 28, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

We are writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

We understand the vital importance of job creation and economic prosperity in our communities and we're excited for the prospective impact of Joby in the Monterey Bay region.

Joining a diverse coalition of state and regional leaders and institutions, we are strongly supportive of the successful future of Joby. Our coalition has identified funding that could be directed to finance infrastructure and production-related needs of the Joby site and project respectively, as well as workforce and future expansion plans in California. As a result of this funding, manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state.

As California continues to recover and rebuild from the COVID-19 pandemic, it is critical that we invest in economic opportunities that can improve housing, transportation and the quality of life of Californians. We commend your team on its high level of legislative engagement to ensure that the needs of the community remain the top priority.

We firmly believe that Joby can be a key engine of innovation and economic development in California. And we are pleased that you've made the Monterey Bay region your home.

Sincerely,

A handwritten signature in black ink, appearing to read "Dawn Addis". The signature is fluid and cursive, with a large initial "D".

DAWN ADDIS  
Assemblymember, District 30

A handwritten signature in black ink, appearing to read "Robert Rivas". The signature is bold and stylized, with a large initial "R".

ROBERT RIVAS  
Assemblymember, District 29



CAPITOL OFFICE  
1021 O STREET, SUITE 8720  
SACRAMENTO, CA 95814  
TEL (916) 651-4017  
FAX (916) 651-4917

MONTEREY DISTRICT OFFICE  
99 PACIFIC STREET, SUITE 575-F  
MONTEREY, CA 93940  
TEL (831) 657-6315  
FAX (831) 657-6320

SAN LUIS OBISPO DISTRICT OFFICE  
1026 PALM STREET, SUITE 201  
SAN LUIS OBISPO, CA 93401  
TEL (805) 549-3784  
FAX (805) 549-3779

SANTA CRUZ DISTRICT OFFICE  
701 OCEAN STREET, SUITE 318A  
SANTA CRUZ, CA 95060  
TEL (831) 425-0401  
FAX (831) 425-5124

SANTA CLARA COUNTY SATELLITE OFFICE  
TEL (408) 847-6101

# California State Senate

SENATOR  
JOHN LAIRD

SEVENTEENTH SENATE DISTRICT



## COMMITTEES

BUDGET SUBCOMMITTEE #1  
(EDUCATION)  
CHAIR  
JOINT LEGISLATIVE AUDIT  
VICE CHAIR  
APPROPRIATIONS  
BUDGET & FISCAL REVIEW  
JOINT LEGISLATIVE COMMITTEE  
ON BUDGET  
JUDICIARY  
LABOR, PUBLIC EMPLOYMENT  
& RETIREMENT  
NATURAL RESOURCES & WATER  
RULES  
JOINT LEGISLATIVE  
COMMITTEE ON RULES

February 22, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

This letter is to express my support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California. As the State Senator for the 17<sup>th</sup> District, I represent nearly 1 million constituents across the Central Coast, and I know that Joby has worked hard to make its home here in the Monterey Bay region. A facility of this magnitude would provide good high wage jobs in a growing sector focused on cutting edge technology to a community so often dismissed when compared to its neighbors to the north, Silicon Valley.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

With the looming threats of climate change upon us, we must employ every tool we have to expand clean and green transportation. Having a facility here in the 17<sup>th</sup> District that is doing just that would be a win for our community and region. We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

A handwritten signature in black ink that reads "John Laird".

John Laird  
State Senator, 17<sup>th</sup> District



Gabe Ruiz  
Sr. Commercial Accounts Manager  
gruiz@3Ce.org  
70 Garden Court, Suite 300  
Monterey, CA 93940  
831.901.3068  
3Cenergy.org

February 7, 2023

Dan Coughlin  
Special Projects  
Joby Aero, Inc.  
2155 Delaware Ave, Ste 225  
Santa Cruz, CA 95060

RE: Aircraft Production Site Selection

Dear Mr. Coughlin: Central Coast Community Energy (3CE) is a Joint Powers Authority made up of 34 city and county jurisdictions providing over a million people, or 430,000 customer meters, with clean and renewable energy. 3CE offers affordable rates, competitive with the incumbent Investor-Owned Utility, and contributes millions in funding each year to community programs that help local residents and businesses electrify transportation and buildings.

In evaluating the City of Marina as a potential site for Joby Aero's expansion plans, please consider that 3CE's energy rates have consistently provided significant savings to our residential and commercial customers. As a public agency, 3CE is beholden to the public – not shareholders, and at the direction of local public officials, has made considerable progress on the adoption of carbon-free energy, outpacing targets set by the State of California and the nation. We are on track to provide 60% clean and renewable energy by 2025 and 100% clean and renewable energy by 2030, fifteen years ahead of the state goal.

3CE's rates are approved by our Policy Board at a public meeting and are designed to recover only the costs of serving customers. This rate-setting approach means Joby Aero, like all customers, directly benefits from our locally controlled low-cost procurement. Our current generation rates compared to the local investor-owned utility save customers 20%-30% on average. In addition, for large-load customers such as Joby Aero, 3CE routinely works directly with the customer to explain their usage, rate options, and based on that information will develop rate options that benefit the large-load customer and 3CE. One type of option may be a fixed term contract designed to provide Joby Aero with rate stability and savings. As part of our Energy Programs, 3CE offers DC (Direct Current) Fast Charging rebates that cover installation costs up to \$100,000. Currently, customers may apply for this incentive once per year, but 3CE would be willing to adjust for the Joby Aero facility build-out schedule to help bring clean technologies to your operations and employees. In addition, we have recently introduced concierge-level service programs to help local agencies plan electrification projects and intend to extend such offerings to commercial customers in the near future.

With the proposed site being leased from the City of Marina, 3CE and the city could also investigate the options for front-of-the-meter (FoM) battery storage with islanding capabilities at Joby's manufacturing facility. 3CE is currently working with enrolled cities and counties to install one to five-megawatt FoM battery storage to total 100 megawatts of energy storage.

Perhaps most importantly, Joby Aero's employees would benefit from the opportunity to choose community power through 3CE for their individual utility service. Our rates reduce cost-of-living expenses, and our programs help make the decision to adopt clean technologies cost advantageous or neutral. Receiving local assistance and support for sustainable life choices adds to the experience of community and quality of life in the cities and counties we serve.

As a locally owned utility interested in sustainable economic development in the communities we serve, 3CE is excited to contribute to Joby Aero's successful expansion in the City of Marina recognizing the positive impacts a decision to site your facility on the Central Coast would bring to your employees, operations, and the region.

Sincerely,

DocuSigned by:  
*Robert M. Shaw*  
398728BE39B342A...

Robert M. Shaw  
Chief Operating Officer

# County of Monterey



## COUNTY ADMINISTRATIVE OFFICE

SONIA M. DE LA ROSA  
COUNTY ADMINISTRATIVE OFFICER

February 2, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby Aviation Project Stamper Phase I Request for Proposal (RFP)

Dear Mr. Bevirt,

The County of Monterey is pleased to offer this letter of support as part of a regional response to Joby Aviation's RFP.

The County fully supports the retention of Joby Aviation and expansion of a 600,000 square foot facility at the airport in Marina, California. As a committed partner the County is looking forward to continued engagement through the Economic Development Division, Workforce Development Board, and other relevant departments.

As a member of a diverse public-private partnership that includes the Governor's Office of Business and Economic Development (GO-Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, the City of Marina, the Monterey Bay Economic Partnership (MBEP), the Monterey Bay Drone Automation and Robotics Technology (MBDART), and more. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively.

Thank you for considering Monterey County as a potential location for your expansion project. We are confident that our supportive business environment, talented workforce, and prime location will help you achieve success and growth.

Sincerely,

Sonia M. De La Rosa  
County Administrative Officer

# MONTEREY COUNTY

## THE BOARD OF SUPERVISORS Chris Lopez, Supervisor-Third District

599 EL CAMINO REAL  
GREENFIELD, CA 93927  
DISTRICT3@CO.MONTEREY.CA.US  
TELEPHONES: (831) 755-5033  
385-8333  
FAX: (831) 796-3022



January 31, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

I am writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California. Currently, Joby Aviation has contributed greatly to the local economy, providing three hundred jobs to primarily local residents, and has become a part of the community.

As a member of a diverse public private partnership across the State and the Monterey Bay including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby in our region. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative, not only for the tri-county region but also, for the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chris Lopez".

Chris Lopez  
Monterey County Supervisor  
Third District

# MONTEREY COUNTY

## BOARD OF SUPERVISORS

WENDY ROOT ASKEW, SUPERVISOR – FOURTH DISTRICT  
2616 FIRST AVENUE, MARINA, CA 93933  
EMAIL: askewwr@co.monterey.ca.us PHONE: (831) 883-7570



February 17, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

It is my pleasure, as Monterey County's Fourth District Supervisor, to write in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California. The Fourth District includes the cities of Marina, Sand City, Seaside, and Del Rey Oaks, as well as the portions of Salinas and the unincorporated community of East Garrison. The Fourth District is where Joby has made a home, and we hope will continue to do so.

As Supervisor, I am committed to supporting my residents to have their basic needs met in safe, connected communities where there is opportunity for personal fulfillment and access to protected natural resources. Increasing access to high quality, skilled-based employment is critical to achieving these outcomes. And so, I am also committed to being a partner to Joby, helping to facilitate your success as a local business.

We have assembled a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

Your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

A handwritten signature in blue ink that reads "Wendy Root Askew".

Wendy Root Askew, Supervisor  
Fourth District, County of Monterey



344 Salinas Street, Suite 101  
Salinas, CA 93901

(831) 796-6434  
(831) 796-3321 Facsimile

[www.montereycountywdb.org](http://www.montereycountywdb.org)

February 2, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

**RE: Joby's Project Stamper Phase I Request for Proposal**

Dear Mr. Bevirt,

The Monterey County Workforce Development Board (MCWDB) is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

The MCWDB's mission is to create a broad vision for the Monterey County Workforce System to promote a vision that supports sector strategies and career pathways that advance opportunities for all workers while fostering innovation, addressing socioeconomic issues, and preparing for the future of work.

Over the past two years, MCWDB has provided support to Joby Aviation for their employee recruitments through job fairs and specialized recruitments. Since January 2023, the MCWDB has been working with Joby Aviation staff to develop contracts for on-the-job training (OJT) for new employees and grants to train incumbent (current) workers. The MCWDB has set aside up to \$250,000 in training funds over the next three years to support the hiring and retention of Joby's employees at the Marina facility.

As a member of a diverse public-private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, County of Monterey, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby Aviation. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL, and we want to ensure your global success and time to market.

We believe firmly that your success is our success, and there is no other place like California, and especially the Monterey Bay region, that offers the quality of life.

Sincerely,

A handwritten signature in blue ink, appearing to read "Christopher Donnelly". The signature is fluid and cursive, with a long, sweeping tail on the final letter.

Christopher Donnelly  
Executive Director



February 7, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt:

Monterey-Salinas Transit is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

Monterey-Salinas Transit (MST) provides public transportation service for the residents of Monterey County by connecting communities, creating opportunity and being kind to our planet. Currently, MST serves the Marina Airport with 30-minute service on the line 20 at bus stops on Reservation Road at Imjin Parkway, connecting the Monterey Peninsula with Salinas.

With the construction and implementation of the new SURF! Busway and Bus Rapid Transit project within the next 5 years, service on line 20 will increase to every 15-minutes on weekdays. This level of increased transit service will support expansion plans for businesses and workers at the Marina Airport.

Bringing the SURF! project to the region involves significant funding commitments from federal, state, and local partners including the Transportation Agency for Monterey County (TAMC). Through approval by the voters in 2016 with Measure X, TAMC is investing \$15 M in the SURF! project with \$27.5 M from the State including an earmark from Senator John Laird and the remaining from a federal grant application.

As a member of the Monterey Bay Economic Partnership (MBEP) and with City of Marina representation on the MST Board, we are committed to supporting the success of public transit serving our business partners and residents. We look forward to your success as is our success is integrally tied to the communities we serve. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

DocuSigned by:

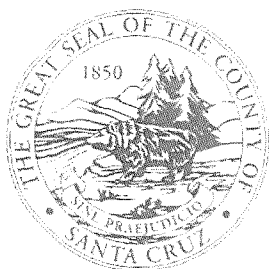
A handwritten signature in black ink that reads "Carl Sedoryk". The signature is written in a cursive style.

58066BD24671488

Carl Sedoryk

General Manager/CEO





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# County of Santa Cruz

## COUNTY ADMINISTRATIVE OFFICE

701 OCEAN STREET, SUITE 520, SANTA CRUZ, CA 95060-4073

(831) 454-2100 • FAX: (831) 454-3420 • TDD/TTY: call 711

CARLOS J. PALACIOS, COUNTY ADMINISTRATIVE OFFICER

January 28, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

The County of Santa Cruz (County) is writing in support of Joby Aviation's Request for Proposals regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

The County provides a broad spectrum of government services, principally State and federal services provided countywide. In unincorporated areas outside of the four city jurisdictions of Capitola, Santa Cruz, Scotts Valley and Watsonville, extensive municipal services are provided to approximately half of the County's total population of 266,564 residents.

Joby Aviation is a transformational leader in the electric vertical take-off and landing (eVTOL) sector, and the County wants to support your continued success in the Monterey Bay region. Building on the recent purchase of the Poly site in the City of Santa Cruz, the County is committed to working collaboratively with a wide range of regional stakeholders from a diverse set of interests as identified below to create an inclusive, equitable, and competitive regional economy that includes keeping Joby Aviation local. The Santa Cruz County Workforce Development Board (WDB) recognizes and advocates for the need to expand the pool of qualified applicants for dynamic, living wage careers and employment in the aviation industry. The WDB commits to assist with Joby's recruiting efforts and to help develop connections with job training partners to ensure you have the talent pipelines needed to expand both now and into the future.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are all committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire State.

The County firmly believes that your success is our success. As a Santa Cruz County native, you know better than most that there is no other place offering the quality of life for your employees like the one we enjoy here in the Monterey Bay region. We urge you to continue investment in the place you call home.

Sincerely,

A handwritten signature in black ink, appearing to read "Elissa Benson", with a long horizontal flourish extending to the right.

Elissa Benson  
Assistant County Administrative Officer



January 24, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

Dear Mr. Bevirt,

I understand that JOBY Aero sent a request for proposals related to expanding facilities. I am writing in support of locating the facility in the City of Marina at the Marina Airport. As the president of California State University Monterey Bay (CSUMB), I can say this region has the quality workforce, the technical expertise and the managerial experience needed. Since its inception 28 years ago, CSUMB has provided a quality, comprehensive education with a commitment to service learning and community engagement. We have graduated nearly 25,000 alumni since our campus opened in 1994, with an average graduating class of 2,000 students.

Just this academic year, I have launched a workforce development task force to further investigate areas of enrollment growth and curriculum development. We strive to connect with local business partners as you saw when we hosted the Monterey Bay 2022 Drone Automation and Robotics Technologies (DART) Symposium in the fall.

We are creating a mechatronics engineering degree program that will combine the specialties of electrical engineering, mechanical engineering and computer science. We received a Department of Education Title V grant to support development of the program and lab renovations. We project this to be a fast-growing degree program.

Within our College of Business we have a history of incubating and growing business ideas through our Institute for Innovation and Economic Development. Through its Annual Cycle of Innovation, more than 2,357 aspiring entrepreneurs have developed startup ideas, with more than 65 of those startups surviving to generate \$35 million in capital and 250 regional jobs. This offers a clear sign of the talent we have in our students and graduates, and within this region.

In addition, we continue to grow our College of Education and College of Health Sciences and Human Services so that we have a strong pipeline of K-12 educational and health practitioners, both important amenities to recruiting and retaining quality employees.

I am happy to discuss ways in which CSUMB can support the RFP and collaborate with JOBY in the future.

A handwritten signature in blue ink, appearing to read 'Vanya'.

Vanya Quiñones  
President, CSUMB

CITRIS and the Banatao Institute  
UC Santa Cruz  
1156 High Street  
Santa Cruz, CA 95064

February 13, 2023

JoeBen Bevirt  
Joby Aviation, Inc.  
2115 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

Dear Mr. Bevert:

On behalf of the Aviation Initiative at the Center for Information Technology Research in the Interest of Society and the Banatao Institute (CITRIS) at UC Santa Cruz, UC Berkeley, UC Merced and UC Davis I write to commit our support to Joby Aviation in locating the manufacturing plant in Marina, California, the site of Joby's current prototyping facility, directly adjacent to UCSC's MBEST facility.

In particular, we commit to assisting around the development of infrastructure and training of skilled workforce for the design and manufacture of your S4 air taxi 2.0 and subsequent aircraft. In addition to already collaborating with Joby in the context of our large NSF CPS Frontier project, we can leverage our expertise in aviation, aerospace engineering, materials science and mechanical engineering across the four CITRIS campuses to assist in the development of solutions to engineering challenges and availability to highly skilled students to enter the Joby workforce.

CITRIS at UC Santa Cruz has existing workforce training relationships with other area educational institutions, including Hartnell and Cabrillo Community Colleges and Digital Nest that can be expanded to meet Joby's workforce needs. Additionally, we have a strong working relationship with the Monterey Bay Drone Automation Robotics Technology Initiative (DART) and will continue to work closely with them to build workforce training infrastructure in and around the Marina area.

We are confident that the expertise and resources available through the CITRIS network can serve a significant role in aiding the development of your first-generation manufacturing facility in the Marina location.

Sincerely,



Professor Ricardo Sanfelice  
Director, CITRIS Aviation Initiative



January 29, 2023

**Re: The Regional Significance of a Joby Aviation Manufacturing Facility in Marina, California**

We write to offer our collective support to Joby Aviation’s efforts to locate a 600,000 square foot manufacturing facility in Marina, CA.

We serve as the Presidents of Cabrillo, Gavilan, Hartnell, and Monterey Peninsula Colleges, the four California Community Colleges in the Monterey Bay region. Our colleges collectively educate nearly 47,000 students on an annual basis. As the primary providers of workforce education in the region, we stand ready to assist Joby Aviation to train the emerging workforce needed to manufacture and service its sophisticated machines. We specifically want to highlight the services and support programs we can offer to future and potential Joby employees.

- Each of our colleges has deep connections to K-12 career pipelines that can help connect young students with future job prospects, much like the exciting Joby partnership with the Aviation High School in New York.
- Gavilan College has an existing, thriving Aviation Maintenance Technology Program that meets FAA requirements and can serve as a platform for new Joby-specific curriculum.
- Cabrillo has existing, strong programs in Welding, Engineering Technology, Engineering, and Computer Science that can help develop entry level manufacturing workers for Joby.
- Hartnell College has similar programs in Welding, Mechatronics, Manufacturing Technology, and Advance Transportation that can serve as a launching pad for training employees for the anticipated workforce needed at any Joby production facility.
- Monterey Peninsula College has existing programs in Business and Computer Networking and Security that are easy to align with Joby careers.
- Each college has the opportunity to provide federal financial aid and easy access to accredited degrees that can be built around Joby specific-curriculum.
- Cabrillo College hosts the Bay Area Community College Consortium, providing access to curriculum specialization and industry specific leads that can connect Joby to programs of study in 18 community colleges across the greater San Francisco Bay Area.
- The BACC partners with several tech industry leaders to deliver short-term, compressed degree or certificate programs, including Cisco, Amazon Web Services, and IBM.
- Each college offers a suite of student support services designed to foster degree completion in a timely basis.

Community Colleges have served as the engines of social and economic development in California for more than 100 years. Our four institutions are ready to assist in any manner possible to provide job training and workforce development programs that will benefit Joby Aviation employees.

Sincerely,

Matthew Wetstein  
President of Cabrillo

Pedro Avila  
President of Gavilan

Michael Gutierrez  
President of Hartnell

Mark Zacovic  
President of MPC



Office of the Chancellor  
Santa Barbara, CA 93106-2030  
Phone: (805) 893-2231  
www.chancellor.ucsb.edu

January 26, 2023

JoeBen Bevirt  
Joby Aviation, Inc.  
2155 Delaware Avenue, Suite 225  
Santa Cruz, CA 95060

Dear Mr. Bevirt:

The University of California, Santa Barbara was pleased to hear of the Request for Proposal (RFP) by Joby Aviation for a next-generation manufacturing facility to support Joby's revolutionary Electric Vertical Takeoff and Landing (EVTOL) aircraft. This letter is intended to support locating the manufacturing plant in Marina, California, the current location of Joby's prototyping facility.

Joby has expressed concerns about the availability of a qualified workforce in their RFP documents and presentations, with specific concerns about workers qualified in the domains of working with the advanced tools and materials needed to design and assemble their aircraft. In conjunction with the University of California, Santa Cruz, UC Santa Barbara is committed to working collaboratively with Joby to better understand their specific labor and research needs, and to promote an active dialogue with our faculty and students to help fill those needs.

In the domain of materials science, a critical aspect of Joby's pioneering technology, UC Santa Barbara has a wealth of world-class resources. With a graduate Materials program ranked #1 among public research universities, UCSB's [BS/MS](#) program in materials science and [PhD program](#) in structural materials have the possibility of providing Joby with a pipeline of qualified labor and advanced research. For example, UC Santa Barbara could potentially work with Joby to set up undergraduate co-op experiences and graduate internships with Joby. A significant number of our undergraduate and graduate students have been hired by rocket startups including Blue Origin, Relativity, and Space X, and we would expect graduates to also enthusiastically gravitate to a new EVTOL startup. This type of relationship could help both Joby and UC Santa Barbara, by creating research and employment opportunities and by promoting next-generation economic development on California's Central Coast.

In joining UC Santa Cruz and UC Merced to support locating the proposed Joby manufacturing plant in Marina, California, UC Santa Barbara is also pledging to support Joby's workforce recruitment and research efforts. In conjunction with the California Community College (CCC) coalition being proposed to provide specialized assembly level skills, this University of California coalition shows the unique higher education resources that would be available to Joby via a Marina location for the company's first-generation manufacturing facility. Given this support, and the time to market advantage that such a choice would facilitate, I urge Joby management and board of directors to choose Marina, California, as the location of Joby's first manufacturing plant.

Sincerely,

A handwritten signature in black ink that reads "Henry T. Yang".

Henry T. Yang  
Chancellor

February 3, 2023

JoeBen Bevirt  
Joby Aviation, Inc.  
2155 Delaware Ave  
Suite 225  
Santa Cruz, CA 95060

Dear JoeBen,

As your neighbor, both here in Santa Cruz and at the City of Marina airport, UC Santa Cruz pledges its support for JOBY's choice of Marina Airport as the site for your first manufacturing site. We are aware of the RFP being circulated nationally and understand some of the reasons and pressures to do an appropriate level of diligence around such a search. At the same time, we believe that there are assets that California's Central Coast offers that are compelling in terms of quality of life, research university support, and workforce education collaboration with the Monterey Bay region's community colleges. And for JOBY, these are known assets, not speculative pledges from regions unfamiliar to your company.

I am proud of UCSC's role in the region and the burgeoning technology ecosystem that is being created here. You have a deep understanding of the talent pool of engineers, long resident in the Santa Cruz region, but UCSC's engineering program is creating a next generation of talent in domains such as autonomous flight with programs such as CITRIS, a multi-campus UC initiative focused on research and emerging technologies, UCSC's Cyber-Physical Systems Research Center and our CIDER initiative for drone education and research.

I am quite pleased that our sister campuses of UC Merced and UC Santa Barbara have joined with UCSC to pledge our research assets and workforce development energies towards supporting a JOBY decision to "stay in the Bay" and locate your first manufacturing facility here. Between the aggregate autonomous flight initiatives of all of our campuses and unique qualities such as UCSB's advanced materials programs, we believe that there is an opportunity for JOBY to build a unique workforce and research pipeline. And working to bring other UC campuses into the JOBY coalition is a commitment I am happy to make.

UCSC's commitment to advancing the Marina location goes beyond the workforce and research partnerships, because we understand the needs of early-stage technology companies. As your neighbor at Marina airport, UCSC is willing to make substantial concessions in ground lease rates for the next decade if JOBY will build out R&D facilities or manufacturing support facilities on the MBEST site adjacent to the Marina Airport. We

strongly believe that such concessions are in the best interest of the Monterey Bay region and that a working relationship with JOBY aligns with the regional stewardship model that UCSC seeks to maintain. From Santa Cruz County to Monterey County, a JOBY/UCSC partnership has the potential to redefine public/private partnerships on the Central Coast. As we build out our academic and research facilities at MBEST, there exists an opportunity to cooperatively build an increased focus on autonomous flight and other domains of overlapping interest.

As the hometown campus for JOBY, I hope that the consortium of higher education institutions that are standing up to pledge support for the Marina site holds greater value than like pledges from competing regions. UC Santa Cruz will work to support resource pledges from regional political and institutional entities such as Go-Biz and PGE, and do our part, such as bringing fiber-based broadband to the MBEST site. These commitments will allow JOBY to focus on building your manufacturing facility without having to re-learn lessons at a new site, allowing the “time to market” lead that JOBY currently holds to be maintained.

JOBY is unique JoeBen, and while we understand that the company’s future as a global leader in transportation will eventually require manufacturing sites around the world, we hope that JOBY will make the right choice in selecting Marina as the location for your first facility. As you see in the efforts and energy we are exerting in responding to your RFP, UC Santa Cruz is unique as well, and ready to be your partner.

Best regards,



Cynthia K. Larive

Chancellor

University of California, Santa Cruz





OFFICE OF THE CHANCELLOR

UNIVERSITY OF CALIFORNIA MERCED  
OFFICE OF THE CHANCELLOR  
5200 NORTH LAKE ROAD | MERCED, CA 95343  
TEL: 209-228-4417

January 23, 2023

JoeBen Bevirt  
Joby Aviation, Inc.  
2155 Delaware Ave  
Suite 225  
Santa Cruz, CA 95060

**Re: Letter of Support for locating the JOBY Aviation, Inc. manufacturing plant in Marina CA.**

Dear Mr. Bevirt,

University of California, Merced has been made aware of the Request for Proposal (RFP) by JOBY Aviation for a next generation manufacturing facility to support JOBY's revolutionary Electric Vertical Takeoff and Landing (EVTOL) aircraft. This letter is intended to express strong support for locating the manufacturing plant in Marina, California, the current location of Joby's prototyping facility, and to pledge UC Merced's cooperation in facilitating JOBY's successful leadership in the domain of Electric Vertical Takeoff and Landing (EVTOL) passenger aircraft.

In your RFP, Joby has expressed concerns about the availability of a qualified workforce, with specific concerns about workers qualified in the domains of working with the advanced tools and materials needed to design and assemble their aircraft. In conjunction with University of California, Santa Cruz (UCSC) and University of California Santa Barbara (UCSB), UC Merced is committed to working collaboratively with JOBY to better understand your specific labor and research needs, and to promote an active dialogue with our faculty and students to help fill those needs.

UC Merced has specific curricular domains that match those sought by JOBY, particularly those within the Mechatronics Embedded Systems and Automation (MESA) and the Center for Information Technology Research in the Interest of Society (CITRIS) programs. MESA is a Laboratory focused in part on robotics and unmanned aerial systems and CITRIS is a multicampus UC effort within which autonomous flight is a focal program. In 2022, a team from UC Merced won the inaugural CITRIS Aviation prize for completion of an FAA compliant autonomous flight challenge. Within both of these programs are faculty and students eager to work with JOBY to help meet the company's research and workforce demands. This type of relationship could help both JOBY and UC Merced, by creating research and employment opportunities and by promoting next generation economic development in California.

In joining UC Santa Cruz and UC Santa Barbara to support locating the proposed JOBY manufacturing plant in Marina California, UC Merced is also pledging to support JOBY's workforce recruitment and research efforts. In conjunction with the California Community College (CCC) coalition being proposed to provide specialized assembly level skills, such a UC coalition shows the unique higher education resources that would be available to JOBY via a Marina location for the company's first-generation manufacturing facility. Given this support, and the time to market

advantage that such a choice would facilitate, I urge JOBY Aviation's management and board of directors to choose Marina CA as the location of JOBY's first manufacturing plant.

Sincerely,

A handwritten signature in blue ink, consisting of several overlapping loops and a long horizontal stroke extending to the right.

Juan Sanchez Muñoz, Ph.D.  
Chancellor



CALIFORNIA FORWARD

January 28, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

California Forward (CA FWD) is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

CA FWD leads a statewide movement, bringing people together across communities, regions and interests to improve government and create inclusive, sustainable growth for everyone.

A 501(c)(3) organization, CA FWD drives collective action to identify solutions that can be taken to scale to meet the challenges the state is facing. CA FWD serves as the backbone for the California Stewardship Network, an alliance of regional economic development leaders, and is home to the California Economic Summit, an event and network designed to develop a shared prosperity agenda for the year ahead, and the California Dream Index, a data platform tracking economic mobility across multiple indicators and all regions of California.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

A handwritten signature in black ink that reads "Micah Weinberg".

Micah Weinberg  
CEO



February 14, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

On behalf of the California Manufacturers & Technology Association, I am writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

The California Manufacturers & Technology Association works to improve and enhance a strong business climate for California's 30,000 manufacturing, processing and technology-based companies. Since 1918, CMTA has worked with the state government to develop balanced laws, effective regulations, and sound public policies to stimulate economic growth and create new jobs while safeguarding the state's environmental resources. CMTA represents 400 businesses from the entire manufacturing community -- an economic sector that generates more than \$300 billion every year and employs more than 1.3 million Californians.

We stand ready to provide organizational support across our advocacy, communications, and engagement platforms to assist Joby in any way possible.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

JoeBen Bevirt  
February 14, 2023  
Joby RFP  
Page 2

We believe firmly that your success is our success. And there is no other place like California that offers the quality of life and especially the Monterey Bay region.

Sincerely,

  
Lance Hastings  
President



## ECONOMIC DEVELOPMENT COLLABORATIVE

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### Legal Counsel

Law Offices of Nancy  
Kierstyn Schreiner

4001 Mission Oaks Blvd.  
Suite A-1  
Camarillo, CA 93012

[www.edcollaborative.com](http://www.edcollaborative.com)

January 27, 2023

JoeBen Bevirt, Founder & CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

### RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

I am writing on behalf of our Economic Development Collaborative leadership in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

By way of background, we are a non-profit public/private partnership corporation, dedicated to investing in and stewarding a strong and healthy Ventura and Santa Barbara regional central coast economy with a high quality of life and broadly shared opportunity.

Along with our peer organization REACH in San Luis Obispo County, we are a partner through a Memorandum of Agreement with the Monterey Bay Economic Partnership, committed to building a competitive and resilient Central Coast economy.

Also as a partner and collaborator with Naval Base Ventura County—and its Point Mugu Naval Air Station and several related commands—we are wholly aware of the strategic value of the central coast's aerospace economic cluster. For our part, we are eager to continue and expand our support of the broader ecosystem resources important to Joby's growth and competitiveness. That includes but is not limited to program service and outcomes in workforce training, supply chain networking, entrepreneurship development, broadband infrastructure deployment, R&D and other tax credits, and access to capital.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region. Should you have any questions please do not hesitate to contact me at 805-794-0455, [bruce@edcollaborative.com](mailto:bruce@edcollaborative.com).

Sincerely,

BRUCE STENSLIE  
President/CEO

February 8, 2023

### **Board of Directors Officers**

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Chancellor, UC Santa Cruz

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San Benito Health Foundation

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Santa Cruz County

**Matt Wetstein**  
Superintendent/President, Cabrillo College

**Staff: Tahra Goraya, President & CEO**

JoeBen Bevirt, CEO  
Joby Aviation, Inc.  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

Dear Mr. Bevirt,

Monterey Bay Economic Partnership (MBEP) pledges support for Joby's choice of Marina Airport as the site for the first manufacturing site. MBEP is proud to call Joby a member; and we have been diligently working with our partners on a response to the RFP as soon as we became aware in December 2022.

As a tri-county economic partnership, MBEP works to improve the economic health and quality of life in the region. We believe firmly that there are assets that California's Central Coast offers that no State or region can offer, especially in terms of time to market for true global competitiveness and the human capital available in the region. There are many compelling reasons to remain in a region that Joby already calls home including: quality of life, university support, workforce education collaboration, regional transportation systems, support of area municipal and county governments and support from California State Governor's Office of Business. As your neighbor at Marina airport, MBEP is committed to advancing the policy and workforce development in partnership with you.

Joby's success is our success as a region and state. We hope that Joby will make the right choice in selecting Marina as the location for the first manufacturing facility.

Sincerely,



Tahra Goraya, MA, MPA  
President & CEO

3180 Imjin Road, Suite 102  
Marina, CA 93933 831.915.2806

Santa Cruz, San Benito, Monterey

**BOARD OF DIRECTORS**

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Pacific Gas & Electric

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**FRED STEMMLER**  
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Recology

**FRED VELA**  
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Wells Fargo Bank

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**CYNTHIA MURRAY**  
President & CEO

**KATE MURRAY**  
CAO



January 27, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

North Bay Leadership Council is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

North Bay Leadership Council is an employer-led public policy advocacy organization committed to providing leadership in ways to make the North Bay sustainable, prosperous and innovative. As business and civic leaders, our goal is to ensure economic health by building more housing, promoting better education, and creating jobs to make our region a better place to live and work. Collectively, our members have over 25,000 employees.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.

Sincerely,

Cynthia Murray  
President & CEO





February 3, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

**RE: Orange County Business Council Support for Joby's Project Stamper Phase I Request for Proposal**

Dear Mr. Bevirt,

The Orange County Business Council (OCBC), the leading voice of business in Orange County, **is pleased to support Joby Aviation's Request for Proposal (RFP) regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.**

OCBC works to enhance Orange County's economic development and prosperity to preserve a high quality of life. OCBC also recognizes the value in supporting our partner economic development organizations throughout the state who have similar missions for their regions, as more businesses investing and manufacturing in California benefits the entire state. OCBC joins with Monterey Bay Economic Partnership's (MBEP) in support of this RFP.

In supporting Joby's RFP, OCBC is excited to see the transformative impact this development will have for economic development and the workforce in the Monterey Bay region, as well as the direct and indirect benefits Joby's investment could bring to other regions of the state.

Sincerely,

A handwritten signature in black ink that reads "Jennifer Ward".

Jennifer Ward  
Senior Vice President of Advocacy and Government Affairs



January 28, 2023

To Whom It May Concern:

Rancho Cielo non-profit, an education and workforce development organization strongly supports Joby Aviation basing its manufacturing and training operations in Marina, CA. Previous to my role as CEO of Rancho Cielo I served as Senior Director of Alternative Education with the Monterey County Office of Education overseeing court, community, and adult education programs county-wide. One of the schools I help build and oversee was an aviation high school where students learned to fly and work on airplanes in collaboration with Sean Tucker and the Bob Hoover Academy. It was here I first met Joby and collaboration began.

Currently, I oversee an education partnership with John Muir Charter where students earn their high school diploma and equivalency. Additionally, I oversee five vocational programs that include: culinary, construction, welding/fabrication, auto/diesel repair, and agricultural technology. All of these programs focus on experiential, hands-on, project-based learning of which all but culinary directly apply to preparing students interested in manufacturing, technician, and electrical engineering jobs for Joby Aviation. Our instructor in agricultural technology is an electrical engineer trained locally at UCSC. Currently we have one student in agricultural technology participating in the Joby technician apprenticeship program. The student is fully engaged and will potentially be a great technician for Joby Aviation.

Our student ages range from 16-24 and come from all parts of Monterey County. The majority of our students are from Salinas and especially, East Salinas. There are currently 180 students enrolled in all of our programs. We anticipate graduating 95 percent of the eligible senior class each year. The end goal for Rancho Cielo is to support local, inclusive economies where all students earn a living wage and we help end the cycle of poverty.

It is with great support and no hesitation that I strongly write this letter of support for Joby Aviation to base itself at the Marina Airport and Rancho Cielo be a collaborating partner for workforce development related to Joby jobs and career development.

Please don't hesitate to contact me if you have any questions:  
[cdevers@ranchocieloyc.org](mailto:cdevers@ranchocieloyc.org)

831-277-2360

Respectfully Submitted,

*Christopher Devers*

Chris Devers  
CEO Rancho Cielo

**Board of Directors**

Janine Chicourrat, *Chair*  
Jesse Lopez, *Vice Chair*  
Lorri Koster, *Secretary*  
Mike Zimmerman, *Treasurer*  
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Dale Ellis  
Sal Gutierrez  
Bill Hayward  
Dr. Shyam Kamath  
Jamie Kitz  
Clement Miller  
Jorge Quezada

Chris Devers, *CEO*

*Emeritus*

Judge John M. Phillips  
Ted Balestreri  
Bert Cutino, *CEC, AAC, HOF, WCMC*  
Joanne Taylor

**Mailing Address:**

P O Box 6948  
Salinas, CA 93912

**Physical Address:**

710 Old Stage Road  
Salinas, CA 93908

Federal ID #77-0555859

[ranchocieloyc.org](http://ranchocieloyc.org)

T (831) 444-3533

F (831) 444-3550



Ideas + Action for a Thriving Central Coast

February 3, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

**Subject: Joby's Project Stamper Phase I Request for Proposal**

Dear Mr. Bevirt:

I am writing to offer REACH's strong support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

REACH is a nonprofit, economic impact organization with a mission to increase economic prosperity on the Central Coast of California through big thinking, bold action and regional collaboration. The north star of our work is collaboration with business, education, government and nonprofit partners to create good paying jobs and provide current and future generations the opportunity to thrive.

We have appreciated partnering with Joby to advance the aerospace sector across the Central Coast region and are eager to ensure this investment is a success. Last year we collaborated to apply for a National Science Foundation Regional Innovation Engines grant with a goal to grow the burgeoning space and aeronautics corridor from Santa Cruz through Ventura. These and other ongoing regional efforts led by REACH, the Monterey Bay Economic Partnership and many other partner organizations - in close collaboration with local, state and federal leaders - aim to attract the talent, infrastructure and capital to bolster the Central Coast's role as a global aerospace leader, leveraging our world-class assets including numerous airports, military bases, universities and the Western Range at Vandenberg Space Force Base.

We are committed to working with a diverse public private partnership stretching across the state of California to support Joby's future expansion plans and collaborating to ensure the Central Coast region is a competitive platform for your global business.

Sincerely,

A handwritten signature in black ink that reads "Melissa James".

Melissa James  
President/CEO  
REACH  
melissa@reachcentralcoast.org



January 27, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

Redwood Coast Rural Action is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

Redwood Coast Rural Action (RCRA) is a network of community leaders working together and along with other partners across California to improve current and future conditions of people and the land.

We, along with the Monterey Bay Economic Partnership, are members of a diverse public private partnership focused on creating thriving regions and a thriving state called the California Stewardship network. Dynamic and innovative businesses are key to the State's future and we are interested in the successful future of Joby in the Monterey Bay area. Manufacturing in the Monterey Bay region will be transformative for not only the tri-county region, but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. There is no other place like California, and the Monterey Bay region in offering the quality of life.

Sincerely,

A handwritten signature in black ink, appearing to read 'Kathleen E. Moxon', written in a cursive style.

Kathleen E. Moxon, director  
Redwood Coast Rural Action



# SIEDI

February 3, 2023

Mr. JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

On behalf of the Salinas Inclusive Economic Development Initiative (SIEDI) I am writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

SIEDI (Salinas Inclusive Economic Development Initiative) is composed of 9 community based organizations with deep roots and connections in the Salinas Valley community. The 9 SIEDI cohort organizations represent hard-working families who are working to build an economy that can support their hopes and dreams.

Our initial experience with Joby Aviation came through one of our cohort, Mujeres en Acción, who partnered with Joby in the recruitment and placement of several of our community members in the Earn While you Learn Manufacturing Apprenticeship Program. We believe that this kind of partnership is the path forward toward building our economy together and we look forward to working on future projects with Joby.

*SIEDI is an initiative of the CFMC supported by The James Irvine Foundation.*

Community Foundation for Monterey County  
2354 Garden Road | Monterey, CA 93940  
[cfmco.org/SIEDI](http://cfmco.org/SIEDI) | 831.375.9712

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. We would welcome the opportunity to deepen our relationship with you and learn how we can work together to achieve our mutual goals.

Sincerely,

A handwritten signature in black ink, appearing to read "Ken Smith", with a long horizontal flourish extending to the right.

Ken Smith  
Project Manager  
Salinas Inclusive Economic Development Initiative (SIEDI)



January 31st, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

Sierra Business Council is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

Sierra Business Council is a triple bottom line non profit that works to serve the environmental, economic and social needs of our region, catalyzing innovative solutions and increasing resilience throughout the Sierra Nevada.

Sierra Business Council can partner to provide support in: energy, workforce support programs, broadband expansion, state tax services, transportation, housing, lease terms, etc.

As a member of a diverse public private partnership across the State and the Monterey Bay region including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. We have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project respectively, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state. Joby is a leader in the EVTOL and we want to ensure your global success and time to market.

We believe firmly that your success is our success. And there is no other place like California in offering the quality of life and especially the Monterey Bay region.



Sincerely,

A handwritten signature in black ink that reads "Steven R. Frisch". The signature is written in a cursive, slightly slanted style.

Steven Frisch  
President, Sierra Business Council





**SILICON VALLEY**  
LEADERSHIP GROUP

2001 Gateway Place, Suite  
101E San Jose, California

Est. in 1978  
by David

(408) 501-7864

**Ahmad Thomas, CEO**  
Silicon Valley Leadership Group

**Jed York, Chair**  
San Francisco 49ers

**Eric S. Yuan, Vice Chair**  
Zoom Video Communications

**James Gutierrez, Vice Chair**  
Luva

**Victoria Huff Eckert, Treasurer**  
PwC US

**Greg Becker**  
Silicon Valley Bank

**Anil Chakravarthy**  
Adobe Systems

**Aart de Geus**  
Synopsis

**Raquel Gonzalez**  
Bank of America

**Vintage Foster**  
AMF Media Group

**Paul A. King**  
Stanford Children's Health

**Ibi Krukrubo**  
EY

**Alan Lowe**  
Lumentum

**Judy C. Miner**  
Foothill-De Anza  
Community College District

**Rao Mulpuri**  
View

**Kim Polese**  
CrowdSmart

**Ryan Popple**  
Proterra

**Sharon Ryan**  
Bay Area News Group

**Tom Werner**  
SunPower

1/30/2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

On behalf of the Silicon Valley Leadership Group, I am pleased to write in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

The Silicon Valley Leadership Group was founded in 1978 by David Packard, Co-Founder of Hewlett Packard. Today, the Leadership Group is driven by more than 350 member companies to proactively tackle issues to improve our communities and strengthen our economy, with a focus on education, energy, the environment, health care, housing, tax policy, tech & innovation policy and transportation.

Manufacturing and innovation the Monterey Bay region is important not just for the tri-county area, for the entire greater bay area and the state. Transforming the way we move away from fossil fuel and towards an electric future is essential to meeting our state and regional greenhouse gas reduction rules. As a leader in the EVTOL space, it's important that the region support Joby in this emerging space.

Sincerely,

Jason Baker  
Senior Vice President, Infrastructure  
Silicon Valley Leadership Group



January 31, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

On behalf of 3CORE, Inc., I am writing in support of Joby Aviation's RFP regarding the establishment of a 600,000-square-foot facility at the airport in Marina, California.

As a member of a diverse public-private partnership across the State, the California Stewardship Network, whose membership includes representation from the Monterey Bay region, and whose efforts are supported by the California Governor's Office of Business and Economic Development (GO Biz), and whose partnerships include the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. As a collaborative network, we have joined forces to identify funding that could be directed to finance infrastructure and production-related needs of the site and project, as well as workforce and future expansion plans in California. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also for the entire state. Joby is a leader in the EVTOL, and we want to ensure your global success and time to market.

3CORE is a federally-recognized Economic Development District, a state and federally-certified Community Development Financial Institution (CDFI), and a licensed business lender serving Butte, Glenn, and Tehama counties. 3CORE's purpose is to serve as an intermediary for public and private investments that foster a stable and diversified local economy. Our mission is to cultivate healthy businesses because people matter. We are proud to collaborate in supporting regional economic growth opportunities. While our regional footprint includes three northern counties, we believe a project such as is proposed in Marina, California benefits the entire state and provides an opportunity for California to showcase why the entire state should be considered for prime manufacturing opportunities. To that end, we are prepared, through our partnership

Cultivating Healthy Businesses Because People Matter

2515 Ceanothus Avenue, Suite 105, Chico, CA 95973 voice 530.893.8732 fax 530.893-0820 [www.3coreedc.org](http://www.3coreedc.org)

This institution is an Equal Opportunity Provider

with the California Stewardship Network, to support this project. We believe firmly that your success is our success.

Sincerely,

Sincerely,

*Patty Hess*

Patty Hess  
Executive Director, 3CORE, Inc.  
[phess@3coreedc.org](mailto:phess@3coreedc.org)  
530-893-8732 x203



February 8, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060



**RE: Support for Joby's Project Phase I Request for Proposal**

Dear Mr. Bevirt,

Marina Community Partners/Shea Homes (MCP), the developer of the Dunes master plan mixed use community in Marina, and the Enclave executive style golf course homes in Seaside, is writing in support of Joby Aero's RFP regarding the establishment of a 600,000 square foot facility at the airport in Marina, California.

The Dunes master plan is literally creating a new community within the City of Marina, with anticipated development of 1,237 residential units, 1.5 million square feet of commercial and office space, 500 hotel rooms, two large community parks – one with an aquatic and recreational center – and access to many miles of pedestrian, bicycle and transit connections to the region. The project is nearly 50% built out with significant retail, restaurants, hotels, parks, medical office space and 640 homes. We anticipate full completion of the project in the next 7 years.

Residential development has a variety of housing opportunities across the housing spectrum: single family detached, single family attached, townhomes, condos, with six new product lines; rental multi-family options in two separate sites; overall 25% of all units are affordable housing. Retail includes large and small formats and complementing restaurants. There are two medical complexes – the local Montage medical group of urgent care, laboratory and physician offices, and a joint 150,000 sf VA/DOD clinic serving the central coast of California.

Future development currently under construction includes additional SFD housing in three areas, 142 affordable rental housing units in two complexes, a 30,000 square foot/84 unit mixed use retail/residential Promenade development anchored by an existing movie theater, soon a specialty grocer, 5 multi-restaurant buildings including the Brass Tap brewery, an 8 acre community hilltop park, a 20 acre multi-use regional park, and a multi-hotel resort complex. New homes are available now with the additional housing in early stages of construction with purchase and rental opportunities beginning as soon as late this year.

In addition to these neighborhoods and community amenities, there are two key opportunities for office uses at two levels. First, there is a 26-acre Class A office park that is currently undergoing site clearance from its former use as an Army base (Fort Ord). We are currently negotiating a purchase and sale agreement with a large medical user for 10 acres of this business park, which will tee this area up for other future office uses. Second, there is a flex office concept west of

the theater, adjacent to the Promenade with individual startup/incubator office condos, known as the Monterey Bay Business Center. This project is currently in the entitlement process with construction anticipated in 2024.

**The best part of the Dunes project is that it is only 2 miles from Joby's current location in Marina.** A link to a slide-deck update of the Dunes project can be found here: [Dunes on Monterey Bay](#)

Additionally, Shea Homes is developing an executive style housing project surrounding the Bayonet/Blackhorse golf courses in Seaside, just a short distance from the Dunes project, known as the Enclave. This housing complements the Dunes urban style walkable community, with larger lot and living formats. All of these neighborhoods are a short distance from the Marina airport.

We strongly support Joby's success in Marina, and the nearby Dunes and Enclave projects can provide a high quality of life to Joby's employees, their families, and the future needs of Joby Aero corporation as it expands in the central coast of California.

Sincerely,

Doug Yount  
Marina Community Partners/Shea Homes

Cc: Don Hofer, Shea Homes

January 29, 2023

Monterey Peninsula Hotels Group, Ip  
1534 Fremont Blvd Suite-D  
Seaside, ca 93955

Dear Mr. Bevirt,

I am responding to the City of Marina's response to Joby Aviation's RFP of late last year regarding the establishment of a 600,000 square foot facility. I am writing in support of locating the facility in the city at the Marina Airport.

As the founder of the Monterey Peninsula Hotels Group (MPHG), I am the developer and owner of the Marriott Springhill Suites and the soon to be opened Home2 Suites by Hilton in Marina, just down the road from the Marina Airport. I'm Monterey Bay resident for the last 28 years, I have extensive experience developing, operating and part-owning over 15 hotels in California, Texas and New York. I also have extensive restaurant experience as a restaurant owner and operator including the ownership of over 30 Subway franchises in Northern California. I employ over 200 people in the Northern California Region alone and will be adding another 40 employees when the Home 2 Suites opens in Fall 2023.

In addition, I have been awarded the contract by the City of Marina to build three more eco-hotels at the corner of Imjin Parkway and Highway 1 in Marina. Phase I will involve the development and opening of two Marriott brand hotels, An AC and Element with over 225 rooms by Fall 2025. These high-end hotels will incorporate state-of-the-art eco-friendly features throughout the hotel to reduce its carbon footprint including water conservation, green-energy based (solar and wind-power) efficient heating, cooling and lighting, large-capacity low energy dishwashers and kitchen equipment, offering of locally grown foods in an iconic farm-to-table restaurant, no plastics use etc. They will include a rooftop 8,000 sq. ft. conference center/banquet hall for corporate mini-conference business and social functions with a magnificent view of beautiful Monterey Bay. The ecological "Green Oasis" theme will include increased standard room footprints for larger style suites with balconies and fire places for family and executive use. Attachment 1 summarizes the low ecological impact features of this dual-brand Marriott hotel pair. Phase II will develop and launch a Hyatt House Suites by Hyatt

Hotel to be opened in 2027. Altogether, these two phases will add another 300 rooms to the existing 200 rooms in the current Marina portfolio of MPHG.

These plans should give you ample reason to feel that Joby Aviation, its suppliers and service customers will be more than adequately served by world-class, affordable hotels in Marina with excellent conference and recreation facilities. Our joint ecological goal to reduce carbon-footprints and minimize ecological impacts on our stressed planet will also ensure the region becomes an exemplar for sustainable development in the region.

The feasibility and market studies I have conducted with experienced partners like the CBRE Group and others also shows that the commute trips (TAM) from the San Francisco Bay Area and the regional hinterland will exceed 4.0 million (60%-70% (the San Francisco Bay Area) share of the 6.2. million pre-pandemic visitors to the region a year) without adding the additional visitors from the rest of the US and the world, providing Joby a robust business from its vertiports in the Bay Area and the Monterey Bay Region. Attachment II shows the data regarding the geographical locus of these commute trips and should make Joby favor Marina as a highest potential region for its operations.

I would be happy to meet with you and discuss the how my hotel group can support Joby for its hotel and conference needs. Needless to say, the combined hotel capacity of the region currently, the new hotels being developed elsewhere and my group's existing and upcoming hotels should provide your company with the hotel accommodations and air-taxi business that will make Marina Airport an ideal site to locate your new production facility.

Sincerely yours.

Harvey Dadwal  
Chairman and CEO  
Monterey Peninsula Hotels Group  
Marina, CA

## Attachment I

### A Unique Eco-Hotel with Low Carbon Footprints, Environmental Impacts & Large Local Benefits

- Organic greenhouse Farm-to-Table restaurant with Roof-top Dining and biodynamic wine tasting venue with local sourcing
- Eco-themed and eco-enhanced Bar & Lounge style seating with views of magnificent Monterey Bay
- Integrated renewable energy sources such as solar panels, car charging stations and/or Eco-Vert wind turbines (to use Marina's high winds for energy generation)
- Roof-top gardens with inside building live plant walls to increase oxygenation and carbon capture with eco-recreation & wellness focus
- Contemporary LEED-qualified design using energy-efficient floor to ceiling glass throughout hotel & guest rooms
- Gold or Platinum LEED certification with radiant floor central heating and cooling, energy saving appliances etc.
- Rooftop and back patio would include gas fire pits to increase outdoor ambiance and energy saving
- Provide a sustainable hospitality training facility for interns and entry-level work-force from the one-of-a-kind Sustainable Hospitality Management Program at California State University, Monterey Bay (CSUMB) for local talent sourcing



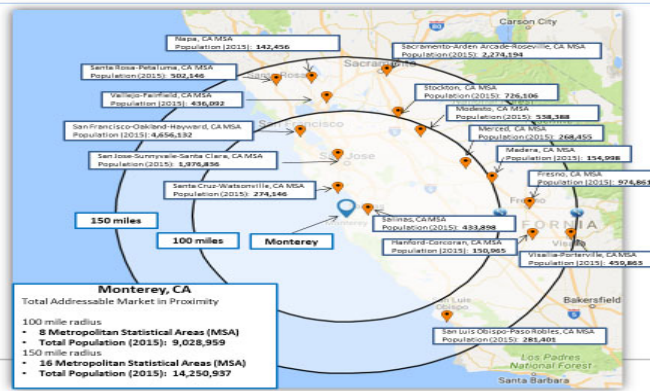




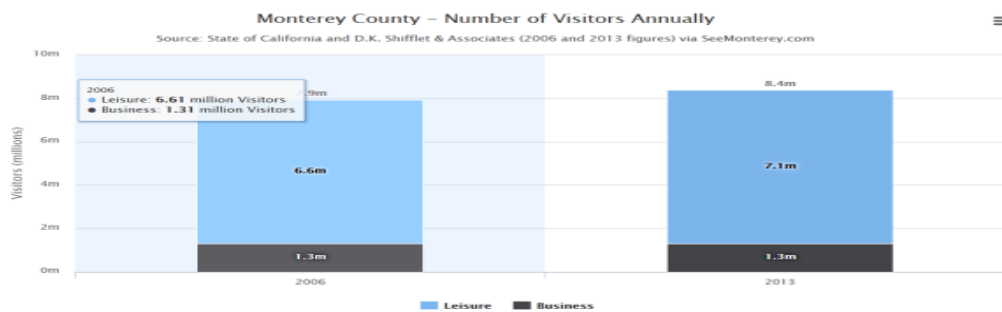
**Attachment II**

**Pre-Pandemic Total Addressable Market (TAM) and Visitor Potential**

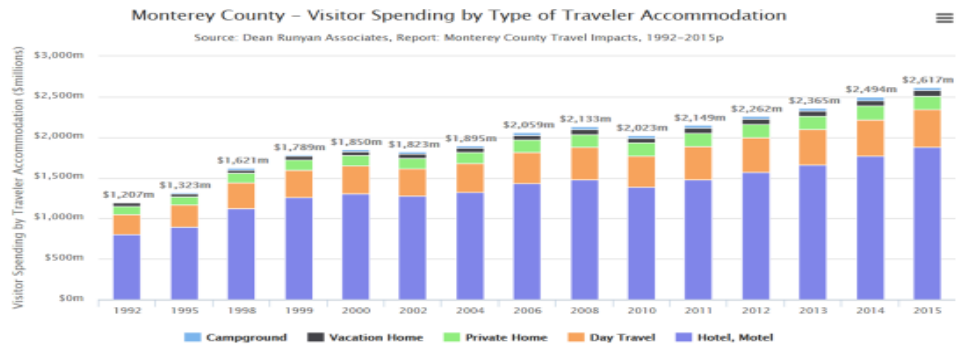
**Monterey Total Addressable Market by Proximity**

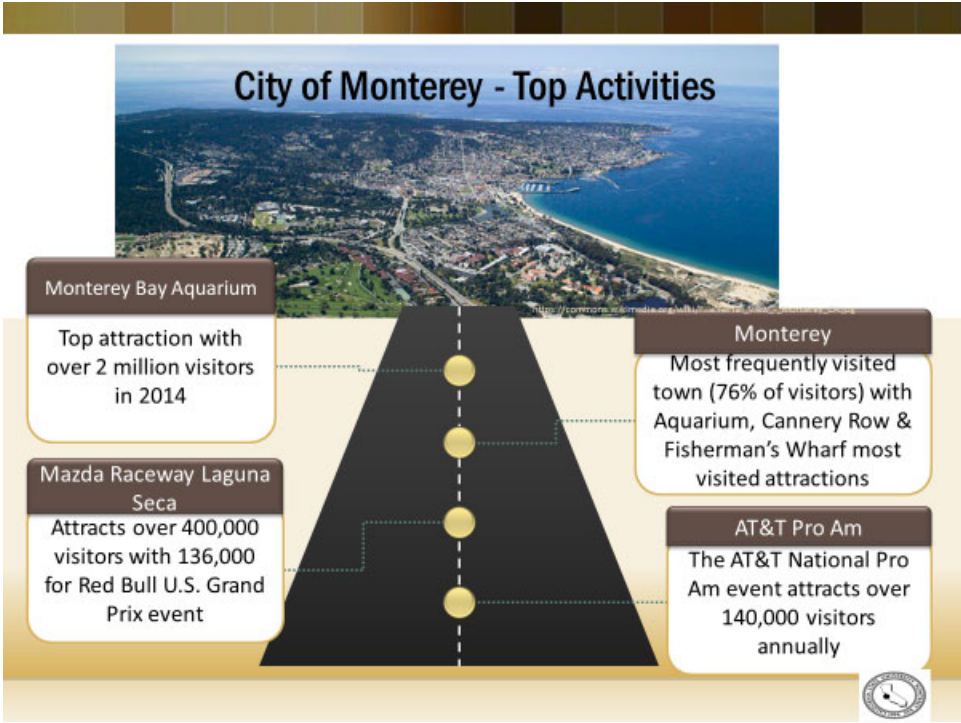


**Tourism Industry in Monterey County**



# Tourism Spending in Monterey County





## Cannery Row



Source[s]: Cannery Row (MotinLoft), Hotel Properties in Cannery Row



**Pacific Gas and  
Electric Company**

Pacific Gas and Electric Company  
Regional Vice President – South Bay & Central Coast  
900 Lightpost Way  
Morgan Hill, CA 95037

January 28, 2023

JoeBen Bevirt, Founder and CEO  
Joby Aviation  
2155 Delaware Ave, Suite 225  
Santa Cruz, CA 95060

RE: Joby's Project Stamper Phase I Request for Proposal

Dear Mr. Bevirt,

Pacific Gas and Electric Company is writing in support of Joby Aviation's RFP regarding the establishment of a 600,000 square foot manufacturing facility at the airport in Marina, California.

PG&E recognizes the trifecta that Joby Aviation brings to the Central Coast region of California as it aligns with our stands of People, Planet, and California's Prosperity. Our goal is to make it enjoyable to work with PG&E, develop a carbon neutral energy system for all Californians, and help create prosperity for our customers. We would love the opportunity to help propel Joby into the future as the leading manufacturer of electric VTOL aircraft by providing safe, clean, and reliable energy and supporting the prosperity of your mission.

As a regulated industry in California, we can and will stand side by side with you to help you reach your company's goals through the following:

- An assigned PG&E Account Representative dedicated to customer service and supporting the day-to-day utility needs of the Joby team.
- Economic Development Rate discount in partnership with GO Biz
- On-going support from PG&E's Regional Team to ensure future development and infrastructure needs are delivered in a manner that aligns with Joby's needs.
- Providing Joby with opportunities for energy efficiency incentives and collaborating on other programs related to battery storage, renewable energy, etc.

As a member of a diverse regional and statewide public-private partnership including California Governor's Office of Business and Economic Development (GO Biz), the Infrastructure Economic Development Bank (IBANK), UC Santa Cruz, City of Marina, Monterey Bay Economic Partnership (MBEP), DART, and many, many more, we are committed to the successful future of Joby. Manufacturing in the Monterey Bay region will be transformative not only for the tri-county region but also the entire state.

We believe firmly that your success is our success, and we look forward to helping you make the Monterey Bay region your permanent and highly successful home.

Sincerely,

Teresa Alvarado  
PG&E Regional Vice President