



California Fire & Rescue Training Authority, Sacramento

4427 Dudley Blvd. McClellan, CA 95652 • Phone (916) 640-1420 • Fax (916) 640-1422
www.fireandrescuetraining.ca.gov

Governing Council

Fire Chief Kim Zagaris, Chairperson
Deputy Chief Leo Baustian
Director Matt Kelly

California Emergency Management Agency
Sacramento Fire Department
Sacramento Metropolitan Fire District

Joe Gear
Executive Director

July 14, 2009

Wayne Schell, President
California Association for Local Economic Development
550 Bercut Drive, Suite G
Sacramento, CA 95811

Re: Letter of Appreciation – Solution Mountain, Inc

Dear Wayne:

The purpose of this letter is to express to you our appreciation for the assistance provided by Solution Mountain, Inc. Specifically, developing an economic impact analysis for a project we are developing in five (5) locations throughout the state. The information developed and presented to us by Solution was meaningful, useful and timely.

The California Fire & Rescue Training Authority (CFRTA) is pursuing federal funding for a project that would establish a series of public safety command training centers in California. The sponsoring agencies for the training centers will be the California Department of Forestry and Fire Protection (CALFIRE), Sacramento Metropolitan Fire District (Metro Fire), Los Angeles County Fire Department (LACOFD), Alameda County Sheriff's Department and the Ben Clark Public Safety Training Center in Riverside, Ca.

In November of 2008 I approached the California Association for Local Economic Development (CALED) for assistance in determining the economic impact of the development and operation of the training centers on the economies of the local governments in which the training center would be located. This information was utilized to market the project statewide and to pursue federal funding opportunities. In particular the information was used to develop a policy paper and obtain the support for the project by the Sacramento Metropolitan Chamber of Commerce (Metro Chamber) for the portion of the project located in Rancho Cordova, Ca. The policy paper was incorporated into the Metro Chamber's annual "Cap to Cap" lobbying effort and was a featured project for the Economic Development and Regulatory Affairs team. In addition the information has been used as supporting documentation in federal appropriation requests made through the offices of Congressman Daniel Lundgren and Congresswoman Doris Matsui.

Solution Mountain, Inc. did an outstanding job working with the multiple agencies, locations and facilities involved and delivered the information in a useful format that was meaningful to our target audience. I cannot speak highly enough of the services provided.

Sincerely,

Larry Davis
Deputy Executive Director
Planning and Facilities
California Fire and Rescue
Training Authority