



February 27, 2012

Friends and Neighbors,

I hope every one of you is doing well. I have been walking blocks in Covina and my own neighborhood. I have also been going to many civic events throughout the district. Those events have led me to many individual meetings with those interested in my campaign.

During my walks, I met many nice people and some have asked me to spend time and talk to them about what I stand for. Some voiced concern about our economy want to know how we can improve it. Foreclosures and lower property values were recurring topics. I told them how important it was to bring jobs back to our state. More specifically, I expressed how **we need to bring back private-sector, manufacturing jobs**. You see, for each factory job, there is the potential of creating supporting industry jobs. One consumer product requires an army of employees and vendors. Add up the suppliers of the raw materials, the trucks, trains and ships that bring it to the factory for assembly. Think about the packaging materials for each product, from cardboard to Styrofoam inserts, plastic bags and adhesive tape, each made by employees at other companies. Think about the warehouse people that load up the trucks and the drivers that bring the product to distribution centers. Think about those who bring the product to retailers for sale. It takes hundreds to thousands of employees from various companies to accomplish this monumental task. **It's called the compounding effect of manufacturing job creation.**

Why is it so important? Each one of those **employees become tax payers**. Why would our governments (both federal and state) not recognize the opportunity to generate revenue?

Experts say if we are to regain prosperity, we must move from a consumer-based economy to making goods.

Our state budget is in a fiscal crisis. Those in government claim they need more revenue, but at the same time, **hinder job creation by imposing countless regulations that overwhelm businesses**. *Don't get me started on taxes*. Many job creators and entrepreneurs have thrown up their hands and quit or have moved out of the state to find better opportunities.

You and I understand this, but our government leaders can't make the leap. They are so short-sighted. It would seem **their only focus is to raise taxes and pursue policies that damage our economy and divide us**. We should be pursuing the wealth-producers and entrepreneurs who create jobs and opportunity. We should be cultivating an economic environment that makes our state competitive with other states. That means lower taxes, less regulation and fairness in education to develop a skilled workforce to meet the needs of private-sector, manufacturing job creation.

Congressman Paul Ryan of Wisconsin and others have said the window of opportunity to positively change our economy and become fiscally responsible is closing. I don't want us to resemble Greece and other bankrupt European nations. If you believe as I do, help me by supporting my campaign. **Go to www.vote4joegardner.com and contribute.**