

COUNTY OF EL DORADO

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April 5, 2010

General Motors Corporation Arbitrator
Attn: Mr. Michael J. Flanagan
2277 Fair Oaks Blvd., Suite 450
Sacramento, CA 95825

Re: Family Chevrolet Cadillac, Business Retention in Shingle Springs, California

Dear Mr. Flanagan:

The El Dorado County Board of Supervisors strongly supports the retention of Family Chevrolet Cadillac in the town of Shingle Springs, El Dorado County, California.

Family Chevrolet Cadillac, and President and CEO Tony Mantalbano, have been fixtures of our community for over 30 years. Their commitment to quality, service, and community have created a long-term reliable customer base serving a 35-mile market stretching from Auburn in the North, to Valley Springs in the South, Pollock Pines in the East to Folsom in the West.

With their current facility (27,445 sq. ft.) occupying a most desirable site along U.S. Interstate 50 and close to historic Highway 49, Mr. Montalbano is able to capitalize on serving the needs of a growing regional population along with attracting a - non-local shopper - vacationing and commuting population. Family Chevrolet Cadillac currently employs 27 full-time staff, which in turns supports 6 more jobs in the community and generates an estimated \$2.7 million in direct, indirect, and induced economic effects in our local economy - using the **IMPLAN** 2008 coefficients. Upon review of a customized retail leakage and surplus analysis report (**Buxton**) for Family Chevrolet Cadillac, economic development staff concluded that the dealership helped to create a total surplus in sales (net importer of retail dollars) for the Motor Vehicle Parts and Dealers category. Thus, as a leading attractor of retail sales to our county, Family Chevrolet Cadillac continues to play a vital role in satisfying local demand and contributing to the health and vitality of the El Dorado County economy.

The El Dorado County Board of Supervisors strongly encourages the General Motors Corporation to retain Family Chevrolet Cadillac in its current location as they successfully reinvest and cultivate their business through the national recession. As a regional hub to over 186,000 residents, and an innumerable number of travelers along U.S. Highways 50 and Historic Highway 49 through the Sierra Nevada and Gold Country of Western California, losing Family Chevrolet Cadillac would be a detriment to our County.

Sincerely,

Norma Santiago, Chair
El Dorado County Board of Supervisors