

RE: Gaylord's Abandoned Project

Dear Mayor Cox:

Thank you for agreeing to take a more proactive role in potential new labor negotiations with Gaylord Entertainment Company. As you know, the Building & Construction Trades Council never left the negotiating table. Beyond that, even though Gaylord walked away from our January agreement, walked away from our June negotiations, walked away from negotiations with the Environmental Health Coalition, walked away from Chula Vista and scapegoated us; we reached out to them again. The President of the national AFL-CIO and the national Building Trades Department met with Gaylord last week in Washington, D.C. because we felt it was important to try one last time to see if we could strike a deal. Unfortunately, Gaylord again refused to make any changes to its position and refused to finalize the January agreement.

All of our attempts to strike a compromise that would protect the local men and women who live, work and pay taxes in Chula Vista and the surrounding areas have so far fallen on deaf ears. Instead of staying at the negotiating table, Gaylord has chosen to abandon the project and disparage local unions. Even though we have already gone the extra mile, we hope that your involvement will turn things around. For yet another attempt to negotiate with Gaylord to have any chance of success, we respectfully request the following:

1.) As an official elected by the people of Chula Vista, you publicly support our stand that Gaylord sign a legally binding agreement to hire local workers. We assume that you want the people of Chula Vista and surrounding areas to be employed to construct the Gaylord project. Neither you nor we should settle for anything less when Chula Vista has a prized piece of land any company would be lucky to develop and Gaylord has been offered \$308 million in public subsidies.

We hope your involvement can break the stalemate on this issue. However, your public comments about us in the wake of Gaylord abandoning the project—before you had the real facts—leaves us concerned that Gaylord will not understand the need to make a legal commitment to local workers. You need to make your position clear.

2.) Associated Builders and Contractors (ABC) and Associated General Contractors (AGC) will have no role in any negotiations. Last January, we negotiated an agreement with Gaylord that would have ensured that local workers build the Gaylord project. Fearing that Gaylord would sign an agreement, the ABC threatened to sue Gaylord if it signed. The ABC seems to care more about protecting their anti-union contractors than in the success of this project. Their actions have shown time and again that they view the Gaylord negotiations as an opportunity to pursue their narrow self interest, rather than helping the local workers get jobs with decent wages, health care and secure retirement.

Similarly, after Gaylord walked out of negotiations and abandoned the project, the AGC

carried out a publicity campaign smearing the unions and misrepresenting our position, falsely claiming that we demanded that only union contractors be allowed to bid for work on the project. Like the ABC, the AGC has its own interests, rather than the workers of Chula Vista at heart. Participation in negotiations by the ABC or AGC can only inhibit the possibility of reaching agreement.

3.) If Gaylord does not agree to meet and agree to a deal by the Port's August 14 meeting, you will publicly and privately encourage the Port District to reopen the bidding process immediately. The entire community wants the right project and the right partner. The Port District shouldn't waste any more time before looking again for that right partner. If there is no agreement by the Port's August meeting, the Port's next meeting, in September, should be devoted to reopening the bidding for the site.

Finally, we think it may be beneficial if Congressman Filner and you to attend future negotiations so you can judge for yourself the positions of the parties.

Sincerely,

(Original was hand delivered to your Chief of Staff)

Tom Lemmon
Business Manager
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