



December 7, 2021

Honorable Mayor Mark Addiego
City of South San Francisco
400 Grand Avenue
South San Francisco, CA 94080

Re. Proposed 480 unit residential project at 124 S. Airport Blvd / 100 Produce Avenue

Dear Mayor Addiego, Vice Mayor Nagalas, and Members of the City Council:

Lovazzano Mechanical is a San Mateo County-based business with a mission statement which states, "To deliver the best value HVAC systems installation and service, while caring for our customers, employees, and the environment." And our values are Quality, Integrity, Respect for People, and to be a Trusted Advisor.

We pay competitive wages, provide health care and other benefits to our employees; and we invest in their training, safety and advancement. We accomplish all of this and more as an open subcontractor and not a union subcontractor. We value union subcontractors, but companies who are not union are not bad. We simply have a different operating model which is often needed on 100% residential projects.

I applaud the City staff, City Council and Hanover/PS Business Parks for the inclusion of the Local Hire preference in the project's bidding process. This provision will give my local business an important edge in being able to compete for local work in the same County where some of my employees live – reducing commute times and improving quality of life.

I have worked with Hanover for many years and they are fair, conduct bidding processes that are truly open to all types of subcontractors, and they will build a project that meets or exceeds what you see in the renderings.

But I can only compete for this project under this Local Hire process if you approve this project and the housing it will bring to South City. Please approve this project and let good companies regardless of open or union get to work on solving our housing crisis.

Sincerely,

A handwritten signature in blue ink, appearing to be 'B. Lovazzano', written over a horizontal line.

Bruce F. Lovazzano. CEO.