

September 27, 2011

Mr. Stuart Rabinowitz  
Mr. Kevin Law  
Co-Chairs, Long Island Regional Economic Development Council  
150 Motor Parkway  
Hauppauge, New York 11788

Dear Mr. Rabinowitz & Mr. Law:

Congratulations on being appointed to co-chair the Long Island Regional Economic Development Council. In the coming weeks, you will begin the process of identifying ways to create jobs, reduce spending and cut deficits for the Capital Region. Members of **America's Edge**, a national business leaders organization, including more than 100 here in New York, ask you to **invest in our state and local economies by protecting and expanding quality early learning programs.**

Investments in early care and education generate billions of dollars in sales of good and services for New York businesses and create tens of thousands of jobs in the state. **For every \$1 invested in early care and education in New York, \$1.86 is generated in additional spending within the state.** In fact, investments in quality early learning programs generate as much or more new spending for local businesses as investments in eight other major economic sectors, including construction, retail trade, manufacturing, transportation and utilities.

Access to quality early care and education will increase the ability of New York businesses to attract skilled employees. Quality programs for our youngest children are needed for the same reasons communities strive to have a strong K-12 education system to attract skilled workers and new businesses. Continued investments in early learning will also establish a foundation for sustained economic growth as extensive research shows these programs build the foundations for the 21st century skills New York businesses need.

For your consideration, we are including a copy of our 2010 report, which enumerates many of the statistics mentioned previously in this letter. We hope you will consider our findings in your decision-making process.

Thank you in advance for your support.

Sincerely,

**Michael DeLuise**  
President  
Melville Chamber of Commerce

**Deanna Lantieri**  
Director, Human Resources  
P.W. Grosser Consulting, Inc.

**Ken McCutchen**  
Director of Sales  
Stafford Associates

**Ken Morris**  
President  
Iron Key Group

**Lina Saglimbeni**  
President  
Environmental Angels

**Ron Terwilliger**  
Chariman, Emeritus  
Trammell Crow

**Robert Kratzke**  
President  
GlobeNet Training

**David Hunt**  
President  
Hunt Corporate Services, Inc.

**Lisa Mars**  
Vice President  
CA Technologies

**Jamie Moore**  
Workforce Program Manager  
Long Island Forum for Technology

**Pat Nicolino**  
Vice President  
C.C.S.I.

**Anthony Sce, III**  
President  
Executive Insurance & Financial Services

**Jeff Freund**  
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