

Congress of the United States
Washington, DC 20515

April 30, 2018

Chris White, CEO
Philips Lighting North America
200 Franklin Square Drive
Somerset, NJ 08873

Dear Mr. White,

We write today to express our concern about the announcement that Philips Lighting North America will be relocating the manufacturing facility and research and development currently located in Fall River, Massachusetts to Mexico. The resulting loss of 160 jobs will have a devastating impact on workers and their families and harm the economies of Fall River and the surrounding region. We ask you to reconsider this decision and keep those jobs here in the Commonwealth.

The city of Fall River and the greater Fall River community have been proud hosts to Philips Lighting and committed partners in its success for decades. The city approved Tax Incremental Financing of \$2 million to the company in 1994 to ensure a multi-million dollar expansion at the Fall River facility. This TIF was the first ever granted by Fall River and the first of its kind in the South Coast region of Massachusetts. In 2012, the Commonwealth stepped forward with \$540,000 in grants from the Massachusetts Clean Energy Center to assist the company's construction of a wind turbine that would provide 70% of the facility's power supply.

The tax cut signed into law by President Trump last year was intended to incentivize further investment by companies into their products and workforces but Philips Lighting has chosen instead to use that largesse to reward stockholders and further outsource American jobs. In announcing the relocation of the Fall River facility, you stated that "this decision, while difficult, is part of our plan to drive operational excellence enabling the company to optimize production and supply in order to remain competitive and provide our customers with the service and quality that they expect from us." We struggle to understand how this can be true with the recent announcement that the company will buy back \$187 million in stock. Choosing not to reinvest in efforts to remain competitive strikes us as inconsistent with the reason given for the closing of Fall River, particularly when the company is stepping away from a skilled workforce and a community that has demonstrated a willingness to be a partner.

Your decision to close the facility in Fall River and relocate to Mexico fails to take into account the benefits of operating in a community that has shown a willingness to work with the company to make it successful. It ignores the access to a skilled workforce in Fall River provides and instead hopes that the costs of building a new facility, training a new workforce and quality of the products will not offset those costs. And most importantly, it turns a blind eye and cold

shoulder on the families and community that were integral to the success of Phillips Lighting over 20 years and helped enable its shareholders to enjoy that \$187 million windfall. We respectfully urge you to reconsider this decision.

Please feel free to contact us if you would like to have a further discussion on this important matter.

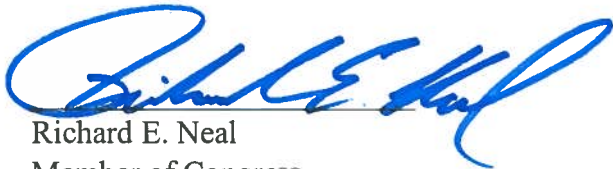
Sincerely,



Joseph P. Kennedy, III
Member of Congress



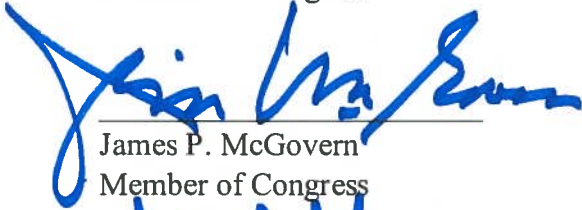
Elizabeth Warren
United States Senator



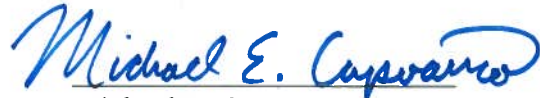
Richard E. Neal
Member of Congress



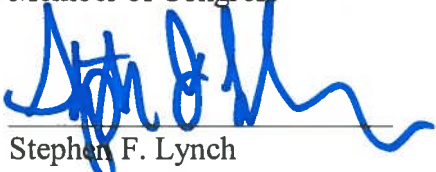
Edward J. Markey
United States Senator



James P. McGovern
Member of Congress



Michael E. Capuano
Member of Congress



Stephen F. Lynch
Member of Congress



Niki Tsongas
Member of Congress



William R. Keating
Member of Congress



Katherine M. Clark
Member of Congress



Seth Moulton
Member of Congress