

California Dreaming Governor Newsom and Marc Benioff

Auto-transcribed by <https://aliceapp.ai> on Wednesday, 18 Sep 2024.

Synced media and text playback available on this page:

<https://aliceapp.ai/recordings/eJcXA9x3RaPjs10mQDnZH2I4ibKCWuFL>.

Words	6,201
Duration	00:36:47
Recorded on	Unknown date
Uploaded on	2024-09-18 01:53:15 UTC
At	Unknown location
Using	Uploaded to aliceapp.ai

Speakers:

Speaker A - 19.09%

Speaker B - 80.91%

Notes:

- All right, good. How's everybody doing? Are you all right? Did you like the keynote? I thought it went really well. Please welcome our governor, Gavin Newsom.
- California still dominates in so many categories. It's a point of pride and necessity that we maintain that dominance. I want to dominate in the clean, uh, carbon green growth space, and California is doing that. And look at technology in regards to wildfires today.
- Trump has threatened all federal support for wildfire suppression, not just recovery, unless we, quote, unquote, do his bidding. Harris would be my choice in this election. Read up on all the candidates. Do what you think is right.
- The original sin is housing policy in the state of California. Biggest area of neglect has historically been in the behavioral health space. \$15.3 billion investment this year, this current fiscal year, from 500 million to 15.3. We've got to prove the real results.

- Gavin Newsom: I think AI is going to play a profound role in also advancing transparency, which ultimately leads to more accountability in a space that has historically been opaque. He says California is opening up to the world to try to get innovative and new ideas to deal with homelessness. Newsome: This is an issue that's going to be around for a long time.

- Gavin: California is a, we're in the future tense. We're America's coming attraction. Affordability, dominant issue in every state in this nation. And so it's a point of pride. We need to do a little bit more about that.

Speaker A

00:00:02

All right, good. How's everybody doing? Are you all right? Dude, everybody okay? Did you like the keynote? I thought it went really well. Did you get it? Did you get what I was trying to say? Okay, uh. Okay. Don't diy your AI. Uh, please welcome our governor, Gavin Newsom. Welcome, governor.

Speaker B

00:00:33

Thank you. Thank you. All right. All right.

Speaker A

00:00:38

Fantastic.

Speaker B

00:00:39

What's going on?

Speaker A

00:00:40

Great to have you back here at Dreamforce. Thank you. Be back.

Speaker B

00:00:44

Year went by very fast. It did, yeah. We were sitting right here a year ago. World was a little different.

Speaker A

00:00:50

Was it a lot different. What in the last year stands out the most to you?

Speaker B

00:00:58

I mean, I think it's, uh, the issue that brings so many of us here to the sales force, Dreamforce. I mean, it's AI and how it's just exploded in our consciousness. It's not lost on me. The 32 of the top 50 AI companies, at least market cap, are all here in California. Uh, truth and trust, stress, anxiety, promise, perilous, uh, all of it just sort of dominating our

consciousness. And right now, for me, I've got 991 bills on my desk, and about 38 of them are in this space. And some of those decisions will be profoundly impactful, uh, on the future of this industry.

Speaker A

00:01:37

What's been the most difficult, uh, thing that you had to decide on?

Speaker B

00:01:43

I mean, look, I think there's one bill that is sort of outsized in terms of the public discourse and consciousness, is this SV 1047. Um, there are dozens and dozens of other bills that are more surgical bills as it relates to AI, deep fakes more than traditional issues. Um, but the 1047 is sort of. It's created its own weather system, uh, and it's attached. A lot of people's sort of values have been attached to it. I don't know. A lot of people have read it, uh, but a lot of people have feelings about it, and a lot of people express those feelings on a minute by minute basis, hour by hour basis. Based on my incoming, you have any thoughts on it?

Speaker A

00:02:27

How do you think it will affect our customers?

Speaker B

00:02:30

That's an open ended question. Uh, all of these bills are evaluated on that basis, sort of the merits. Look, I think, as it relates to the whole regulation in this space, but it's stepping back even more broadly. The federal government, humbly, I submit, for many different reasons, has failed to regulate, uh, we've seen that in social media for decades and decades. In the absence of that regulatory framework, California asserts itself. Uh, and that's frustrating. I understand that deeply, because no one wants a patchwork of regulations, 50 different flavors and different approaches. But in the absence of federal leadership, we feel a responsibility, particularly as the birthplace of so many of these technologies and so much of this innovation. Um, we've done that in privacy, children's privacy. We've done that across a spectrum of issues. A lot of that is litigated. A lot of that is eliminating this process of, uh, the litigation. Uh, but a lot of it has, uh, been a model for the rest of the nation. In the AI space, people are looking, unsurprisingly, for California's leadership in the absence of federal leadership. Two years ago, we worked with the Biden administration. We came up with the first executive order in the country, and we put that framework together, and it was fairly well received. The Biden administration followed up with their own eO, and we've been working over the course of the last couple years to come up with some rational regulation that supports, uh, risk taking, but not recklessness, uh, that supports the ecosystem that's so unique and vibrant here in California and does put us at a competitive disadvantage, but at the same time, puts the rules of the road, uh, ahead of it. That's challenging now in this space, particularly with SB 1047, um, because of

the sort of outsized impact that legislation could have and the chilling effect, particularly in the open source community, that legislation could have. So I'm processing that into consideration more broadly, of, uh, what are demonstrable risks in AI and what are the hypothetical risks. I can't solve for everything. What can we solve for? And so that's the approach we're taking across the spectrum on this. But, look, I'm not naive, and Mark and I talk about this all the time. California's competitiveness, vis a vis other states, the world that we invent constantly is competing against us, and we've got to step up our game, and no one's naive about that. There's a Trump derangement syndrome, which I'll accept reasonably. And then there's California derangement syndrome, uh, as it relates to our competitive footprint, uh, particularly in the business space. Uh, and this is a space where we dominate, and I want to maintain our dominance. I want to maintain our innovation. I want to maintain our ecosystem. I want to continue to lead. At the same time, you feel a deep sense of responsibility to address some of those more extreme concerns that I think many of us have. Even the biggest and strongest promoters of this technology have. And that's a difficult place to land, uh, when you have a finality of a bill, uh, where that bill is locked. There's not a lot of flexibility that's established in a lot of these regulatory.

Speaker A

00:05:35

Frameworks in the huge amount of investment that's going on in the world, uh, right now, in AI especially, and specifically, uh, California has benefited the most. This, um, has become the heart of the innovation. The university has continued, uh, to be a huge part of. Part of the story, as well as all these new startups are all growing here, even just a few blocks away from here. San Francisco is a huge part of it. How do you see that playing out?

Speaker B

00:06:02

No, I mean, that's what we're trying to balance. Um, look, this is what separates our game from the game played anywhere else. We dominate in all of these areas. We have the finest system of higher education in the world. It's a conveyor belt for remarkable talent. We push the boundaries of discovery and research science. We have more scientists, more engineers, researchers, more developers, more patents, more venture capital than any other state in the nation. No one even comes close. It's a remarkable place, but you can't take it for granted. You got to invest in your lead. And I think if you look back 2030 years, California basically put its feet up. We stopped investing in our lead, and so, look, we dominate this space, and I don't want to lose that competitiveness. I don't want to lose that advantage. Um, now, uh, you know, one could overstate. Signing one bill would do that overnight, but the impact of signing the wrong bills over the course of a few years could have a profound impact on our competitive strength. And so that's, that's the difficulty. That's the balance. So, look, for me, California, you know, still, you just saw, and this is just, for what it's worth, little bragging rights, because this is stuff you don't see on one american news and Newsmax and Fox, and you probably don't have an algorithm

that's locked into the good news. Uh, probably a more lousy news about California. But you just saw, once again, populations growing once again reestablish the fifth largest economy in the world. Record breaking tourism in California. California continues to dominate in all of these remarkable categories, including a number of unicorns. But also now, for the first time in a decade, you may have missed this. Fortune 500 companies. We now are back on top for the first time since 2014. And you don't believe that because you heard Elon complaining about moving X, which he just moved down to the South Bay, and apparently he's moving SpaceX, which I'm looking forward to. How the hell he does that particularly considering when he announced he was moving it, uh, he also announced he moved there whole dragon operation from Florida, uh, and doubled the size of his footprint down in Long beach, uh, for their reentry rockets. Um, California still dominates in so many categories. And so it's a point of pride and necessity that we maintain that dominance. That's why I'm here. That's why I'm so grateful to you and the investments you've made in this city, in our state and our nation. And that's the spirit that I want to bring into any of the regulatory framework, regulation, again, that can support investment, that can stabilize, uh, a market so people know what those signals are. Uh, we have enough flexibility to deal with unintended consequences, uh, but that we're not overcompensating, uh, for anxieties that may never materialize.

Speaker A

00:08:50

You probably know more about wildfires than not just any governor in, uh, the country, but about maybe anyone in the world. You've gone through more wildfires. You've lived them, you've walked through them, you've seen how they've started and how to put them out. What's your prophecy and vision? And look at technology in regards to wildfires today.

Speaker B

00:09:13

And I love that space around technology and wildfires. Look, we have three major wildfires in the state of California. Many of you down in southern California know this intimately. Uh, all of them at us forests. They're all us forest, uh, fires. 95% of, uh, the responsibility areas in us forests. 120,000 acres currently burning in California, uh, we're about four x where we were this time last year in acres burned, uh, about 6100 fires, uh, so far this year. Um, this is not just unique to California.

Speaker A

00:09:45

Uh, my mother's just coming in a little bit late. Don't let her bother you.

Speaker B

00:09:48

No, I appreciate it. Hey there, mom. Uh, hello. Hello.

She's a fourth generation californian.

Speaker B

00:09:59

It's good to see you. Uh, Oregon's got 1.8 million acres burning, which is unprecedented, uh, right now. If you're out there in Idaho, I mean, the hots are getting hotter, the dries are getting drier, the wets are getting wetter. You know, we say it all the time. Mother nature, she bats, lash bats a thousand. She's chemistry, biology and physics. And we're as dumb as we want to be. We, uh, know that. You know, I'm trying to deal with the issue of the why. And it's not complicated. It's the burning of fossil fuels, natural gas, ah, coal, uh, and oil. It's not complicated. And our dependency on the big three. And I want to change the way we produce, consume energy. I want to dominate in the clean, uh, carbon green growth space, and California is doing that. We have six times more clean energy jobs and fossil fuel jobs. And it's a point of deep pride. And I may have made an oblique reference to Elon Musk, but our regulatory environment helped create that company, Tesla, because of those signals. Our regulatory environment, as it relates to regulating tailpipe emissions, which are 52 plus percent of California's footprint as it relates to greenhouse gases, help create that company and 59 other headquartered EV companies in California. We had the first executive order on alternative fuel vehicles, not EV's, only hybrids, hydrogen and electric. And 25.7% of all new cars last quarter were in that space. We continue to dominate in this space. We want to maintain that dominance. And that goes to the underlying issue of the cause and effect on the wildfires. I'm sick and tired of pain for these fires. Lost lives, places, lifestyles, traditions. Grizzly flats, wiped off the map. Greenville, California, wiped off the map. Paradise, California, a few years ago, wiped off the map. Um, we had the hottest July in recorded history, the month of July in Death Valley. 108.5 degree average temperature, hottest ever recorded over a month period anywhere on planet Earth. We continue to break every conceivable record, and yet we double down on stupid \$7 trillion in subsidies to fossil fuel companies on the thing. We want to eliminate 7 trillion globally in that space. \$148 billion a year just in the associated cost of cleanups. Billions and billions of dollars out of your pocket, because we are not accelerating this transition. So, again, it's about dominating the future. I see it in AI, I see it in green technology. I see it in a, uh, regulatory environment, uh, that, again, encourages innovation and risk taking. And so these two issues to me, uh, are twin. And finally, as it relates to technology, AI has been a huge benefit to our efforts on wildfire detection, prevention, and suppression. We have a partnership, and you introduced us, partnership with Lockheed, the Pentagon Sales force, and the work we're doing to connect existing technology and, uh, capturing existing spend in a much more strategic way. Our efforts with satellite technology, the efforts with night technology, particularly now with suppression technology, with our nighthawks, uh, these unbelievable new Blackhawks, uh, that are outfitting 24/7 now we're, ah, doing suppression efforts with our new c satellite opportunities, connecting with the Pentagon, um, our Fyrus system. We have state of the art data collection. Technosilva, great company that's doing analytics as it relates to

predictive analytics after a fire occurs. So we can anticipate, based on weather patterns, uh, where those fires will be most present and dominated. Uh, it's an exciting space, and it's another promotion of promise in AI, not just peril. And again, I would like to focus on demonstrable risks and promise in AI. And we want to promote that promise.

Speaker A **00:14:02**

Very good. Well, you can't spell, uh, Harris without AI. How are you feeling about Harris?

Speaker B **00:14:09**

That's pretty good. That's pretty good.

Speaker A **00:14:17**

I'm here all day, by the way. I'm here all day.

Speaker B **00:14:21**

Uh, is that Kamala Harris or Kamala Harris? And I can't help myself look. Um, in 7th grade, I can't remember his name, but in 7th grade, there was a guy, I think it was Neil Cummins. Middle school used to call me new scum until this guy named Donald Trump came along and started to pick up, uh, on that 7th grade bully. And he was out here. Ah, Donald Trump down, uh, doing a press conference in California a couple days ago, saying he wasn't going to support anyone.

Speaker A **00:14:58**

You had a very good relationship with him, right, when he was president?

Speaker B **00:15:02**

Yeah.

Speaker A **00:15:02**

Ah, you were hanging a lot with him.

Speaker B **00:15:04**

We did. I vaguely recall this look, uh, including.

Speaker A **00:15:15**

During the fires and stuff, right. He would come to swing down and see you.

00:15:19

Things, uh, have changed, mark. Things have changed. Um, so, I mean, so here's. Ah, and again, I don't want to get too partisan and good people on all sides of this stuff. Um, but one of the areas where we were never sparring partners, to Mark's point, we were working partners, was on wildfires, on public safety, public health, um, and apparently that's no longer going to be the case if somebody gets back in. Uh, he's threatened all federal support for wildfire suppression, not just recovery, unless we, quote, unquote, do his bidding. Um, that was a press conference he just had a couple days ago. And m my new nickname, new, uh, scum, which is a hell of a thing coming from a 78 year old. Um, and, uh, so, you know, you can assess that for what it means, but it's serious. This stuff's serious. We had 122 lawsuits against the Trump administration. The vast majority were in the climate space in 1967. It was Ronald Reagan, a republican governor at the time, that established our regulatory framework as it relates to tailpipe emissions, back to Tesla and EV's. There wouldn't be that technology, in many respects, at the scale it is today without Ronald Reagan, in many respects, because in 1967, we created the California Air Resource Board in 1970, it was Richard Nixon, Republican, with the Clean Air act, that codified our leadership as it relates to the federal waiver. That's exactly the waiver the Trump administration wants to eliminate, which is a curious thing that Elon Musk, and it's only about 45 million a month. You need, I, um, guess, to get in good favor nowadays. Uh, but Elon would be out there promoting a guy that wants to eliminate these authorities, that established a regulatory market, that created the incentives and the investment structure to see the advancement of these technologies and the wealth creation, uh, that have been a byproduct of those technologies and entrepreneurial spirit. Um, but as a consequence of all that, Mark. Yes. Harris would be my choice in this election. Personal opinion. Read up on all the candidates. Do what you think is right.

Speaker A

00:17:36

It's been an amazing three months, hasn't it been?

Speaker B

00:17:39

It's been an amazing three months. And by the way, speaking of three, I didn't want to put you on the spot, but it is relevant. Um, you know, there was, a couple months ago, there was something this platform called x, and there was, um, a bunch of ads that were being promoted, uh, AI generated ads and deep fakes with Kamala Harris voice, um, that you can conclude others suggested were misogynist, racist. That's separate from the point I wanted to make. But they were just fake and deeply damaging, and they were done in the spirit of parody. But there was no disclosure as it relates to parity. Uh, they were intended to have an impact on the election and the outcome of the election. Um, there are a lot of deepfakes out there. There's not a lot of disclosure, there's not a lot of labeling. So among the many AI bills that are on the desk, ah, are three specific election related bills, uh, ah, related to that, including one of the posts that went viral against Kamala Harris. Uh, and I could care less if it was Harris or Trump. It was just wrong on every level. Malicious intent

behind these deep fakes impacting elections. And I don't care what, you know, I hope there's, you know, there shouldn't be a democracy party and a non democracy. I mean, we're all, we all should be concerned about this. Uh, and I happen to have. But I don't want to put you on the spot, because I know it's kind of like a stunt. But I do have those three bills that I can sign today, uh, with you, uh, or nothing. It's just up to you. I just. I happen to bring them and they're.

Speaker A

00:19:13

The, if you want to sign some laws.

Speaker B

00:19:17

And I don't know, I just thought, you know, why waste your time with a politician unless they're going to do something for you? Um, and I figured, you know, but by the way, this is no b's, this is actually, and one of them goes into effect in about 15 seconds if I sign it. And that's that bill, uh, related to Kamala Harris and uh, some of those deep fakes. Um, does this uh, comport with.

Speaker A

00:19:45

It's your interview. You can really do whatever you want, really. Well, there's one is signs, there's two. Two are signed, uh, and three are signs.

Speaker B

00:19:55

Very good. Now official, that is now, ah, injunctive relief. If you do any of those deepfakes, election misrepresentations. So that's how easy it is to govern, uh, in California. That's uh, there's a lot of, a lot of lobbyist money, sweat and tears spent on that. But um, so, uh, 991, now we're what? 998, 988 to go, uh, bills. But um, these election integrity, I mean this is just damn foundational and this is the serious stuff that uh, does matter. And California wants to maintain its leadership. So, um, I think we just advanced that leadership a little bit here and want to continue to do the same as we continue forward.

Speaker A

00:20:38

Well, we've been talking about some significant challenges, wildfires, AI the political situation. You know, one of the things that we've worked on together that's been remarkably challenging and kind of intractable has been homelessness. And it's kind of an amazing thing, especially here in San Francisco. And for those of us, we both grew up in San Francisco, so we both understand and this has gone back to, you know, decades. And we, you know, delivered this proposition, uh, c in 2018. And since that time, about 27,000 households received benefit here in San Francisco and uh, 22,000 people prevented from being homeless. We also saw 3900 people directly sheltered through various stipends. And also, and we know we have a huge homeless kids problem in San Francisco. One out of

every 20 kids in SF USD, as you know, is homeless. And we ended up housing, uh, about 1700. And then I think there's about total of 5000 people are directly housed through ProPC. And it's an amazing moment, but not everybody liked it and everybody, and it's not, homelessness is not over. So how do we look at homelessness today? What do we do? Do these programs, are they useful? Are we looking for recovery? Are we looking for the uh, ability to provide does every homeless people person need a house? Um, do we need more housing in California? You've thought this through, you know, at a level you've been forced to. What's your thought process today on homelessness and housing?

Speaker B

00:22:25

Well, the original sin is housing policy in the state of California. The issue that impacts more things in more ways on more days in the state of California is the cost of living. And that's foundationally as a consequence of this thing called econ 101, supply, demand and our incapacity to get out of our own way and build more housing in the state of California. And that affordability crisis, the biggest byproduct of that, has been the ultimate manifestation of our failure. People on the streets and sidewalks. Um, look, the answer to the question is not complicated. Um, shelter solves sleep. Housing and supportive services solve homelessness. Now, that's fine to say that, it's another to figure out strategies to address it. Just briefly, um, six years ago, there was no statewide homeless strategy. The state of California was not involved in homeless policy. It was assigned completely to the cities and counties. When I was mayor of San Francisco, I never once thought about calling at the time Arnold Schwarzenegger or even criticizing arts Schwarzenegger for not doing more on housing, on homelessness. It wasn't the job of the governor. When I got here, we tried to turn that around. The state had about a \$500 million investment, not insignificant, uh, that they sent to the counties today. And money this. No one's, everybody's sick and tired about the inputs. They want results. But we have about a \$15.3 billion investment this year, this current fiscal year, from 500 million to 15.3. We have new accountability strategies, new plans across the spectrum on prevention, rapid rehousing, long term strategies, uh, across the spectrum. The biggest area of neglect, however, has historically been in the behavioral health space. Interesting fact, I brought up Ronald Reagan a moment ago. This is interesting. I think you'll be interested in this. In 1950s, late 1950s, California had a population of roughly 18 19 million people, half of what it is today. In the late fifties, we had 33,000 mental health beds in California, 33,000 in the late 1950s. Today, a population twice the size of the late, uh, fifties, we have about 5500 beds, 33,000. In the late fifties, 5500 today. We talk a lot about Ronald Reagan. 1967, the Lanterman Petra Short act. We talk about some of their forms then, and the fast track of deinstitutionalization that happened from a progressive liberal perspective, not just a conservative new psychotropic. Drugs, thiorazine, lithium, people wanting to move out of, uh, institutions into community based care. But the community based care never materialized. So I have spent the last two years with Rand and others assessing what it would look like to actually scale a solution to address the issue of behavioral health, not

just those with schizophrenia spectrum or bipolar disorder and the like, but those self medicating drug and alcohol addiction. So substance abuse is also eligible. And we put an initiative on the ballot that you passed in March, which is the most significant reforms in us history at scale, to address the issue of mental health. We just passed that. And now, as a sale of time, we've got to prove the investments wise, and we've got to create the paradigm for real results and accountability. Three \$8 billion bond and a billion plus dollars a year, ongoing. No new tax associated with it. Redirecting existing money with more accountability. Uh, existing framework to focus on prevention and rapid rehousing, and we are flooding the zone in the next two years. In this space, we've also reformed the conservatorship laws, and we've created a new pathway called Care Court, which we think is a national model. It's in a pilot phase. It goes full scale in December of this year. And we are also focusing, mark, on my number one, two to ten priority, and that's clean up the dam encampments. You've got to clean up these encampments. It is not compassionate to have people die on the streets and sidewalks and these tents. And we can do it in a compassionate way. We have the ability, we have the tools, and we have the resources. Now we need accountability, and local government needs to do their job. I am not the mayor of California. Much as I'd love to be mayor of 476 cities, I was mayor of one, and, uh, that was hard enough. It's the job of local government. State vision is realized locally, and so we're going to drive accountability. And I just did an executive order, which was tough love. None of the mayors liked it. And you will see reflected in the January budget. I say with love in my heart. I'm pulling. I'm not interested in funding failure anymore. We want results. And the budget will reflect in January the biggest shift of investments, at least in my lifetime, where we will only fund success. I am done with people pointing fingers, scapegoating, and looking astray at what's going on. People are dying on our watch. It is a national disgrace, and it's the reason I'm so proud of you for giving a damn, for investing those resources. In prop c, not just complaining about it, not turning your back on it, but trying to do something about it. And now we have to have your back because you keep coming back to San Francisco. Others have left this city. They're not doing large scale conferences because of the quality of life and because of the concern of what's happening in the streets. There's real progress in the last few years, I think, in San Francisco. I hardly think it's the dystopian hell hole that my friend Sean Hannity claims it is every single night. Uh, but we still have work to do, and we're here to support that work. But we are driving accountability at scale. Uh, and that is not just a mantra. Uh, we're going to deliver that in different ways than we have in the next few years.

Speaker A

00:28:31

Yeah, we talk. We have this conversation every year, and we kind of go through these things. And, uh, you're making incremental progress on these various pieces like we talked about. Wildfires, that's a narrative that has significantly developed right in the last few years. We didn't have the technology, the ideas, the clear vision, absolute directed funding. We know exactly how to handle things in a way that we didn't know before. You can't

compare where we are right now in wildfires to where we were five years ago. There's no comparison. Homeless is more of an intractable thing where it's like, oh, continue to wrestle with it. Look at the arc from care not cached all the way. Where we are homeless connect all the way to where we are now. It's a multi decade journey that we've all been on together. It's a journey that we're on together that we're. It's, uh, a Rubik's cube. It's a jigsaw puzzle. It's complicated. And we're looking for all the pieces to put it all together. What do you think the two or three things that we have to do next to really get through this? You have the opportunity to think through this way more than any other person because you have been the mayor, you have been the. You have. You have been, you know, um, every key leadership position in the state and now governor. So where. Where do we go?

Speaker B

00:29:46

So Mark's being literal, not figurative, when he talks about this thing called care, not cash and project homeless connect. That's how I got to know this guy. Uh, and he starts talking about this cloud thing, and I was like, clouds in the sky, buddy. I don't know what the hell you're talking about. And he's talking about databases and all this nonsense. I'm like, Jesus Christ, just come down and you can deal with this. I still trying to figure out what the hell you do. Um, and we're in the solutions business or something. Jesus, what the hell does that mean? Uh, but you were a solution. Um, and in terms of our capacity to even understand what the hell we were doing, I mean, in terms of trying to serve the homeless. And by the way, we saw 33, this has been politifact, 33% decline in the street population over those few years. We know we can solve this problem. It is not an intractable problem. We know we can solve this problem. It's a question of resolve, it's a question of intensity, it's a question of accountability. But the tools of technology advantage that. And let me build on that. What you were doing this pedestrian compared to what we can be doing today with some of your new platforms and your new integration on AI. And one of the exciting things, and I want to just share this for all you developers and folks out there with all these fancy companies and startups, please. We just changed our entire procurement strategy in California. Um, I'm sick and tired of this incumbent protection racket and how we do these RFQs is P's, uh, all this nonsense. And we have blown the whole thing up. We call it RFI two and it's just a sandbox in iter of sandbox. And we've been doing it in the AI space, came from my executive order and we've been testing these technologies and we just pay for performance and we've been running them, um, on language access, on AI, on traffic management, on nursing homes, and we just did our latest sprint on technology and data for housing and shelters and homelessness. Sort of opening up to the world to try to get innovative and new ideas to deal with all the jurisdictional issues that the county, state and federal level, as well as connecting all the nonprofits in this space. So I think AI is going to play a profound role in also advancing transparency, which ultimately leads to more accountability in a space that has historically been opaque.

Well, thank you, Gavin, for that. And you know, I think you're right. I think, you know, you have the opportunity to have a more individualized approach. I think we've seen there is no one, there's no one solution for everybody. This is a complex issue. This is an issue that is going to be around for a long time, and we have to have an approach that's going to address each individual person and I think that maybe AI can be part of the solution. There's no question that that's a very real possibility. And, uh, it's a solution and a platform and an application that's yet to be developed, but it's for sure, I think, something that could make a huge difference. Uh, let's wrap it up at the end. By just thinking about the future. We've talked about what some of our issues are. Um, there's also a tremendous future that's really ahead of us as well, and this huge opportunity, and we're lucky to be in this state and also to be in the city and here, all of it's happening right here. When we look across the whole country, and you and I had many conversations during the pandemic where a lot of false prophets said, uh, that they were moving to this state or that state, or venture capitalists tweeting they're going to Florida because that's the future. Miami was going to take over the tech market and, uh, none of that happened. They all came back here because something magical in the spirit of San Francisco.

Speaker B

00:33:27

I love it. Your heart out. Texas and Florida, by the way, more Florinians moving to California in the last two years than the other way around. I'm just saying, it's just a damn fact. The hell is that? I know that you know this. There is. I mean, look, every state's got its challenges. Every major city has its challenges. But my God, look at the balance sheet. These places, the human capital, the ingenuity, that entrepreneurial energy that defines the best of not just our state, but our nation. And so, look, we love you. Talk about the future. California is a, we're in the future tense. We're America's coming attraction. Uh, we're America. Fast forward. The good and the bad. So many of the challenges we've had in affordable housing, so many of the strategies and solutions. You want to talk about homelessness, look at the increase in places like Florida. 39% increase last year in Florida, they don't have the baseline. We do. I'm not naive and I'm humbled by it. But you're seeing these issues now across the country. Affordability, dominant issue in every state in this nation. It's not just unique to California. And so it's a point of pride. And that's why, again, when I think about AI, I think about the space. We do feel responsibility to lead. We feel if no one else is doing it, it's because, you know, we have a responsibility to fill that void. Uh, and so for me, the key is just to maintain that ecosystem, to invest in it, to nourish it, um, uh, to celebrate it. And I think we need to do a little bit more about that. Um, every time there's a new headquartered opening here, like Visa just did, their new headquarters. You didn't see that in, uh, the Wall Street Journal ed board. They just focus on what's wrong and we're nothing more than our. What's that old adage? You're nothing more than a mirror of your consistent thoughts. Whatever you focus on, it's a new.

Speaker A

00:35:17

Headquarters right here in San Francisco. Mission rock next to the ballpark.

Speaker B

00:35:20

Example.

Speaker A

00:35:21

Visa's headquarters.

Speaker B

00:35:22

And it's a beautiful space. It's dynamic. There's remarkable things happening. Um, and so it's our job. I just think it's a big part. It's not just a branding and marketing thing. Though in many respects it might be. I was joking. I see Paul Pelosi here. Nancy PElosi, San Francisco compared to Speaker Johnson's Shreveport, Louisiana, Speaker Johnson's Shreveport, Louisiana is eight times the m murder rate as Nancy Pelosi, San Francisco. Why the hell is Fox not talking about that every single night? What are the policies?

Speaker A

00:35:54

I can help educate you in the backstage if you want to know why.

Speaker B

00:35:57

I'm just saying. Okay, I'm just saying. But you know, it's just sort of this weaponization of grievances surrounds sound and negativity. And so we got to counter that. Dreamforce is a big part of that dream. And I'll end on this. Mister Benioff is also part of our brand. There's the american dream. And there's only one other state that has a dream that shares a dream, the California dream. And so that dream is alive and well at Dreamforce and in the great state of, um, California, California dreaming.

Speaker A

00:36:32

It's one of my favorite songs, California Dream. Well done. Thanks for coming back to Dreamforce. Please thank Gavin Newsom.

Speaker B

00:36:37

Thank you all for being here. Thanks for being in San Francisco.