



UCAN |

United Chamber Advocacy Network

Where YOU Can Make a Difference for Business in California!

2018 STATE POLICY AGENDA

Developed with direct input from our members
Approved and authorized by our board of directors

El Dorado County Joint Chamber Commission

Elk Grove Chamber of Commerce

Folsom Chamber of Commerce

Rancho Cordova Chamber of Commerce

Roseville Area Chamber of Commerce

Small Business Drives California's Economy

Policymakers agree...the success of small business is key to the overall success of California and the state has a responsibility to facilitate business success.

"California has over 3.8 million small businesses operating in the state - most of any state in the union...we reaffirm our commitment to helping California small businesses launch and prosper."

Governor Edmund G. Brown, Jr.
May 2017 Small Business Week

"Small businesses are the backbone of our economy and when small business thrives, California thrives."

Assemblymember Jim Cooper
Elk Grove

It's understandable why our elected officials support small businesses. Small business owners and operators provide over half of all jobs in the state and are responsible for 64% of all new jobs in the U.S.

State Regulations, Taxes Hinder Business Success

Much has been done in California in recent years to connect small business owners with the resources they need to grow. However, the small business owners and operators who comprise the lion's share of members in local chambers of commerce consistently cite taxes, fees, legal liability and the burdens of regulatory compliance as the primary factors that hinder their success and discourage growth.

United Chamber Advocacy Network - UCAN

Five Sacramento area chambers of commerce have joined forces to form the United Chamber Advocacy Network (UCAN) to amplify the collective voice of our members, and leverage lawmakers' ***interest in small business*** to advance policies that ***enable the success of California's businesses***.

In December 2017, UCAN member chambers - the El Dorado County Joint Chambers Commission and the Elk Grove, Folsom, Rancho Cordova and Roseville Area Chambers of Commerce - surveyed their respective memberships to help inform a shared state policy agenda which chamber leaders and members will advance before our state legislative delegation and their colleagues at the State Capitol.

The results are clear and consistent.

When asked to identify the top three issues impacting their business' bottom line, respondents cited:

Taxes	73%
Regulatory/environmental compliance	50%
HR/Labor compliance	33%
Wage mandates/Minimum wage	33%
Overall business climate	30%

These responses were closely followed by legal costs/lawsuits, housing costs, education/workforce and transportation infrastructure. To view the full UCAN survey results, visit www.amgroup.us/ucan.

The frustration of many business owners and operators is pronounced. One response in particular captures many of the members' sentiments:

"I have limited ability to increase prices for my service -- yet the cost of everything escalates, from health care for my employees to fees and taxes, as well as the legal jeopardy of employing people and doing business in California."

Owner, Professional Services Company

The United Chamber Advocacy Network encourages our state legislators to join us in advancing the following state level policy priorities:

▶ Reduce our tax burden

Support policies that reduce the burden of taxes and regulatory fees on California's businesses including sales taxes, payroll taxes and energy/utility taxes, as well as fees associated with compliance with environmental, human resource and other regulatory actions. Oppose proposals to tax services and proposals to establish "split roll" taxes that will increase taxes on business property.

▶ Remove regulatory barriers

Support policies that seek to eliminate unnecessary and duplicative regulatory compliance, increase accessibility and transparency of the regulatory process, provide for analysis of economic impacts of regulation and encourage the use of the legislature's oversight responsibility to eliminate outdated and redundant regulations.

▶ Encourage employment

Oppose policies that increase the cost of hiring and retaining employees and further inhibit employers' flexibility in managing his or her workforce. In addition, support policies that equip young people with the education and skills necessary to succeed in the workplace.

▶ Fix it first

Similar to recent legislation that allows business owners to fix ADA violations before being subject to "drive by" lawsuits, support legislation allowing business owners and operators "fix it first" opportunities in other areas of regulatory and legal compliance.

▶ Diminish legal liability

Support policies that reduce unnecessary and irresponsible litigation. Oppose policies that create new legal "rights of action."

▶ Improve California's business climate

Taken together, support for the policy proposals above will help improve California's overall business climate. As in sports, a positive attitude is key to winning in business. Business owners and operators must view the state government as a partner in their economic success. To do so, elected officials and state employees must work to ensure that all levels of government commit to the success of private enterprise.

The UCAN chambers will work with our advocates at Advocacy and Management Group in Sacramento to monitor legislative proposals and assist chamber leaders and chamber members in supporting bills that align with our shared priorities and oppose bills that are inconsistent with our unified agenda.

We invite you to join us!

To learn more, contact one of the UCAN chambers directly, visit www.amgroup.us/ucan or email ucan@amgroup.us.

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