



# UCAN | United Chamber Advocacy Network

*Where YOU Can Make a Difference for Business in California!*

## 2018 Annual Report



El Dorado County Joint Chamber Commission

Roseville Area Chamber of Commerce

Folsom Chamber of Commerce

Elk Grove Chamber of Commerce

Rancho Cordova Chamber of Commerce

## "Business needs to do something different"

- Assemblymember Jim Cooper

When approached about the prospect of working with local chambers of commerce to identify and advance pro-business legislation, Assemblyman Jim Cooper, who represents portions of Sacramento County including the city of Elk Grove, was supportive and encouraging, remarking that "Business needs to do something different...because their voices are not being heard enough around here."

In late 2017, five local chamber of commerce organizations in the greater Sacramento region – the Elk Grove, Folsom, Rancho Cordova, Roseville Chambers of Commerce, and the El Dorado County Joint Chamber Commission – joined forces to amplify their voices and enhance their effectiveness in advancing their members' priorities in an arena of critical importance to them – state legislation that impacts their business' bottom lines.

### UCAN Agenda Reflects Chamber Member Priorities

A combined membership survey found that chamber members' top priorities were Taxes, Regulations, HR Policy, Legal Liability and the state's overall business climate. As a result, the UCAN Steering Committee – comprised of the CEO and one volunteer leader from each chamber – developed and published the 2018 [UCAN State Policy Agenda](#) that called for the following:

- Reduce our tax burden
- Remove regulatory barriers
- Encourage employment
- Diminish legal liability and
- Improve California's business climate

### Legislators Support UCAN Agenda

On February 28, over 60 volunteer leaders from the UCAN chambers presented the UCAN Policy Agenda to local legislators - representing the Assembly and Senate and Republicans and Democrats - Assemblymembers Frank Bigelow, Ken Cooley, Jim Cooper and Kevin Kiley and State Senators Ted Gaines and Jim Nielson – all of whom expressed enthusiastic support for UCAN and its stated objectives.

"This is exactly the kind of business related advocacy that is often missing at the State Capitol," noted Assemblyman Ken Cooley of Rancho Cordova. "We legislators really want to know what our constituents think about legislation and the UCAN network will help us do that in an effective and timely manner."

Sen. Ted Gaines, noted that the UCAN Network would be providing a great service to all small businesses in California if its activities would include coordinating business owners' testimony at committee hearings in the State Capitol.

"Everybody else is there - labor, environmental advocates, trial attorneys – but too often small business is not there and your perspective isn't considered by enough of our colleagues."

Frank Maita, Vice Chair of the Elk Grove Chamber's Government Relations Committee, observed, "This was a great experience. It was really refreshing to hear members from both sides of the political aisle express common support for small businesses and agree to support UCAN's efforts during the legislative session."

### UCAN Priority Legislation

Immediately after the launch event, the UCAN Steering Committee worked with its lobbyist, Dave Butler of Advocacy and Management Group in Sacramento, to identify and advance positions on specific legislation consistent with the UCAN Policy Agenda.

The UCAN Steering Committee chose to identify a number of bills that it could support, mostly in the areas of business climate and tax policy. The steering committee voted to oppose a host of bills that fell mostly in the area of tax policy, HR policy, and business climate.

Several bills authored by Assemblymember Shannon Quirk-Silva (D-Fullerton) would benefit small business, including AB 2463 which would establish the Office of Small Business within GO-BIZ, the Governor's Office of Business and Economic Development.

Another bill, AB 2596, authored by Assemblymember Ken Cooley (D-Rancho Cordova) and sponsored by Greater Sacramento, Inc., would direct GO-BIZ to commission a statewide economic development strategy – which California currently does not have – based on core industries and regional economies. In addition, the study would look at California's competitiveness relative to economic assets and overall business climate, including tax and regulatory policy. UCAN led an effort to develop a coalition letter in support of the bill that included the California Chamber of Commerce, the California Business Roundtable, the California Manufacturing and Technology Association and others. Unfortunately, AB 2596 was vetoed by Governor Brown. Assemblyman Cooley and his staff are looking to resubmit the bill in the 2019-20 legislative session, noting that the next Governor may be more open to proactive economic development efforts.

### UCAN led an effort to develop a business coalition letter in support of AB 2596(Cooley)...to create a statewide economic development strategy.

UCAN also supported an individual budget proposal, at the request of Assemblymember Jim Cooper (D-Elk Grove). Asm. Cooper was seeking guidance from business groups to direct how a \$20 million budget allocation in the Governor's budget should be spent to benefit small business. UCAN joined other business and economic development groups to recommend the funds be directed to existing entities that provide coaching and technical support to small business, including federal Small Business Development Centers. UCAN was the only advocate that called for more funding, enabling the state to draw down its full matching funds from the federal government. In the end, the allocation was increased to \$23 million and was included in the final budget bill.

Three UCAN support bills, AB 2016 and AB 1922 by Assemblymember Vince Fong (R-Bakersfield) and AB 2482 by Assemblymember Randy Voepel (R-Santee) were viewed to be common sense reforms that have been long sought by the business community. AB 2016 called for additional "right to cure" provisions, allowing businesses the ability to fix complaints before being sued and AB 1922 called for increases in the homeowners interest deduction and renters tax credit as well as a reduction in the business franchise tax. Both were defeated in committee on party line votes. AB 2482 would have allowed much needed work-week flexibility for employees and employers, but it too was defeated on a party line vote in the Assembly Labor and Employment Committee.



Sen. Jim Nielsen (front, center) and Assemblymember Kevin Kiley (back, center) with members of the Roseville Area Chamber of Commerce.

The UCAN oppose bills include three that never made it out of committee – thanks to united opposition from the business community: AB 1745 by Assemblymember Phil Ting (D-San Francisco) would have prohibited the DMV from licensing new vehicles with combustible engines after 2040; AB 3001 by Assemblymember Rob Bonta (D-Oakland) sought to require all new buildings be “zero emission” by 2024 and SB 993 by Senator Bob Hertzberg (D-Van Nuys) would establish a tax on services in addition to the current sales tax on goods. SB 993 will likely emerge again in the 2019-20 legislative session as the next Governor is expected to consider comprehensive tax reform in partnership with the Legislature.

UCAN was able to help encourage the business community to unite in opposition to AB 3087, authored by Assemblymember Ash Kalra (D-San Jose) and sponsored by organized labor, which sought to establish a politically appointed commission to fix prices on a full spectrum of health care services and procedures. The bill was approved by the Assembly Health Committee but failed to pass out of the Appropriations Committee. The issue will likely return in the 2019-20 session as the state’s progressive interests continue to pursue some form of “single payer” health care system.

AB 2946, also authored by Assemblymember Kalra and sponsored by trial attorneys, would have allowed employees three years to file a complaint against an employer, up from the current six months. This bill was passed out of policy committee and Appropriations but was defeated on the Assembly floor (19-30), having failed to achieve 41 votes to pass. UCAN legislators Kevin Kiley and Frank Bigelow voted no and Ken Cooley and Jim Cooper abstained.

At the end of the legislative session, UCAN worked with other business organizations to oppose two bills in particular: AB 3080 by Assemblymember Lorena Gonzalez-Fletcher which would prohibit arbitration and employee settlement agreements; and SB 1300 by Senator Hanna Beth Jackson which would eliminate the requirement of standing when filing a lawsuit. Fortunately, Governor Brown returned AB 3080 without his signature stating the bill “plainly violates federal law” and that he previously vetoed legislation that “unduly impeded arbitration.” Governor Brown did sign SB 1300 as part of a package of two bills proponents said were in response to the “MeToo Movement.”



UCAN lobbyist, Dave Butler, with Assemblymember Ken Cooley at the State Capitol after Cooley presented his bill, AB 2596 in committee.

## UCAN Joins Statewide Coalitions

As a result of UCAN’s engagement in the legislative process, UCAN chambers have been invited to join a coalition led by the Association of California Water Agencies (ACWA) to author letters to the editor in local newspapers opposing a proposed “water tax” included in SB 623 (Monning) and assist with a signature gathering effort, led by Assemblymember Cooper, to place a measure on the November ballot that would reclassify several crimes that were reduced by the recent s 47 and 57. SB 623 became SB 845 late in the session and died in the Assembly Appropriations Committee. Assemblymember Cooper’s ballot measure qualified and will appear on the November 2020 ballot.

### UCAN Chambers were invited to join a coalition led by ACWA opposing a statewide “water tax...”

The UCAN chambers were also invited to join a coalition led by the California Chamber of Commerce to lobby for legislation that would have delayed the implementation of a California Supreme Court decision (Dynamex) that significantly restricts the definition of independent contractor. UCAN leaders met with Assemblymember Ken Cooley and the chief of staff to Assemblyman Jim Cooper along with lobbyists from other California industries. Legislative leaders – Speaker Anthony Rendon and Senate pro Tem Toni Atkins-were unwilling to consider legislation late in the session. As a result, California businesses must thoughtfully consider the new IC definition when managing their businesses per a newsletter article authored by Folsom Chamber member Aaron B. Silva from Murphy Austin Attorneys. [Click here for the newsletter.](#)

## Legislative Staff Affirm UCAN Objectives, Encourage Members to “Show Up”

In the spring, UCAN chamber leaders met with legislative staff members from both State Capitol and District offices to gain their feedback concerning UCAN’s engagement to date. To a person, staff members confirmed that hearing from business interests from their legislators’ districts is a priority – over and above the perspective of statewide organizations. “District always leads Capitol,” noted one legislative director. Illustrating the importance of bipartisan engagement on behalf of business interests, one district director for a Democratic legislator noted that “hearing from the district is very important and can provide my boss with the ability to vote against a bill that the caucus supports.”

The legislative staff members did offer some advice to the UCAN leaders: “Show up.” Staff members noted that personal stories and attendance at committee hearings provides valuable support to legislators who seek to champion the interests of small business. “If you aren’t there, it’s my boss’ word against anti-business advocates who are at the committee hearings,” noted one legislative director.

## End of Legislative Session - UCAN bats .600

Overall, the Legislature affirmed 64% of UCAN positions – 12 UCAN opposed bills failed in the legislature and 8 UCAN support bills advanced to the Governor’s desk. Nine UCAN support bills died in the Legislature and four bills opposed by the UCAN chambers were sent on to the Governor for his consideration. A complete list of UCAN priority legislation that includes final bill actions and legislators’ voting record can be [found here.](#)

Of the eight UCAN support bills, four were signed by the Governor and two were included in the state budget, while two UCAN support bills were vetoed by Governor Brown, most notably AB 2596 by Assemblyman Ken Cooley of Rancho Cordova - referenced above.

Of the four UCAN oppose bills on the Governor’s desk, Governor Brown vetoed three and signed only one – SB 1300 by Senator Hannah Beth Jackson - referenced above.

The three UCAN oppose bills vetoed by the Governor were:

AB 2732 by Assemblymember Lorena Gonzalez-Fletcher, which sought to establish an “employee bill of rights” to address labor trafficking. Governor’s Brown’s veto message was consistent with UCAN’s position – requiring every single employer in the state to comply with a law intended to address labor trafficking goes too far.

AB 3080 (Gonzalez-Fletcher) – referenced above

SB 937 by Senator Anthony Weiner, which sought to accommodate nursing mothers in the workplace but provided less flexibility for employers than a similar measure, AB 1976 which was amended to provide employers with a hardship exemption, earning UCAN’s support. In his veto message, Governor Brown noted the bill was not necessary since he had signed AB 1976 (Limon) – precisely UCAN’s position.

**Summary of actions by Governor Brown on UCAN priority legislation:**

Signed – UCAN Support

- AB 1547 (Quirk-Silva) establishing a small business local program for ASA fixes
- AB 1976 (Limon) requiring lactation accommodation in the workplace – was amended to provide hardship exemption for businesses/employers
- AB 2687 (Quirk-Silva) establishing an office of small business within GO-BIZ
- AB 2420 (Quirk-Silva) adding “soft skills” to adult education training

Vetoed - UCAN Oppose

- AB 2732 (Gonzalez-Fletcher) establishing an employee bill of rights re: immigration practices
- AB 3080 (Gonzalez-Fletcher) eliminating arbitration and settlement agreements in sex harassment cases
- SB 937 (Wiener) requiring lactation accommodation in the workplace w/less flexibility than AB 1976

Vetoed/Returned – UCAN Support

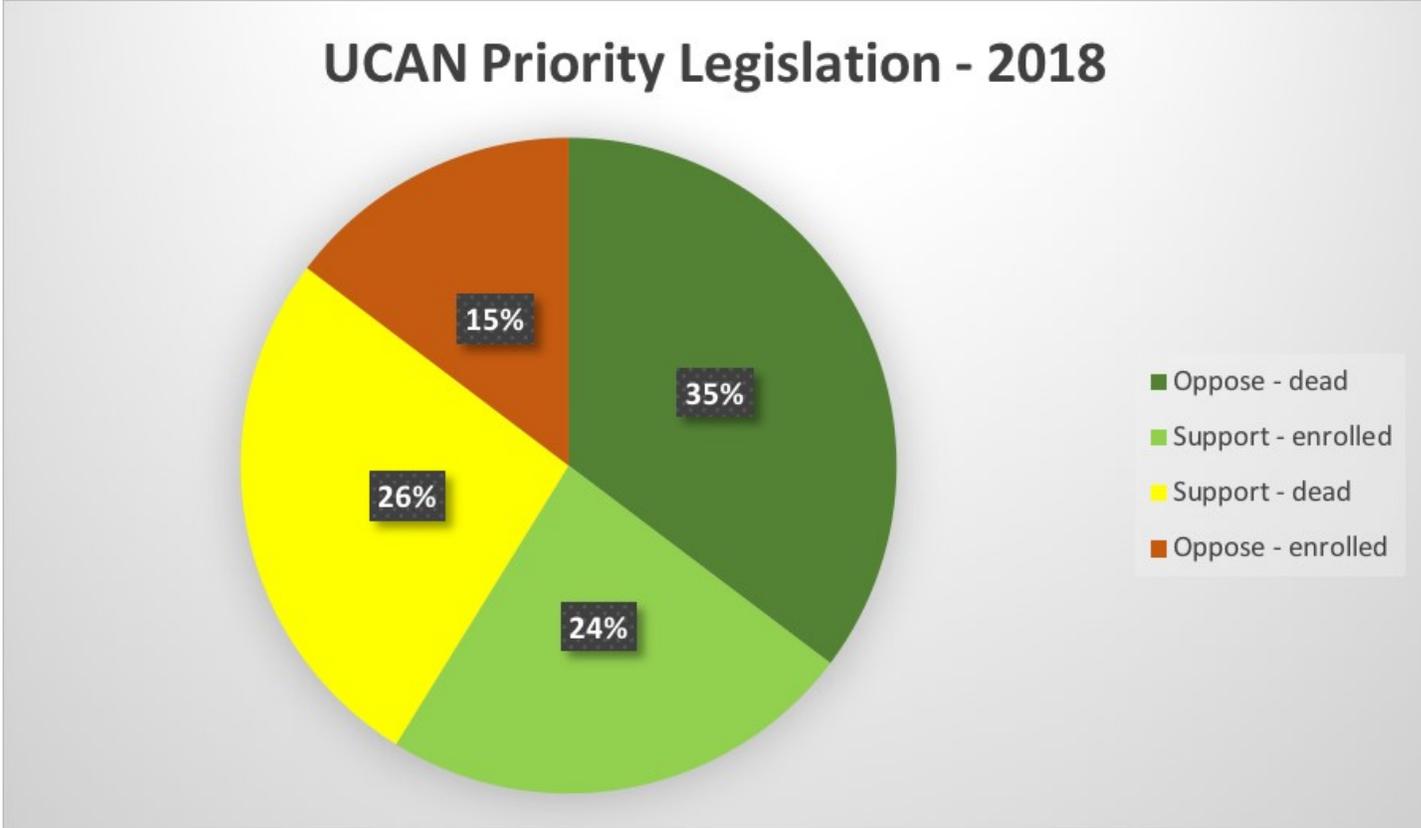
- AB 767 (Quirk-Silva) establishing a master business license
- AB 2596 (Cooley) authorizing GO-BIZ to commission a statewide economic development strategy

Signed – UCAN Oppose

- SB 1300 (Jackson) expands the definition of “standing” in employment related lawsuits

UCAN Support positions included in the 2018-19 state budget:

- \$23 million for small business assistance (Cooper)
- \$500 million for career technical education (O’Connell)



Oppose – Dead	12	Dk. Green	Support – Enrolled	8	Lt. Green
Support – Dead	9	Yellow	Oppose – Enrolled	4	Red

## UCAN Legislative Scorecard

The chart below reflects how many times UCAN legislators voted with or against UCAN positions in committee and on the floor. Senator Jim Nielsen had the highest UCAN percentage at 94%.

	Bigelow	Cooley	Cooper	Kiley	Gaines	Nielsen	Pan	Gov. Brown
w/UCAN	20	8	8	15	11	16	12	7
v/UCAN	4	5	3	2	1	1	7	5
Not voting	2	1	3	2	3	2	-	
<b>UCAN %</b>	<b>83%</b>	<b>62%</b>	<b>73%</b>	<b>88%</b>	<b>92%</b>	<b>94%</b>	<b>63%</b>	<b>58%</b>

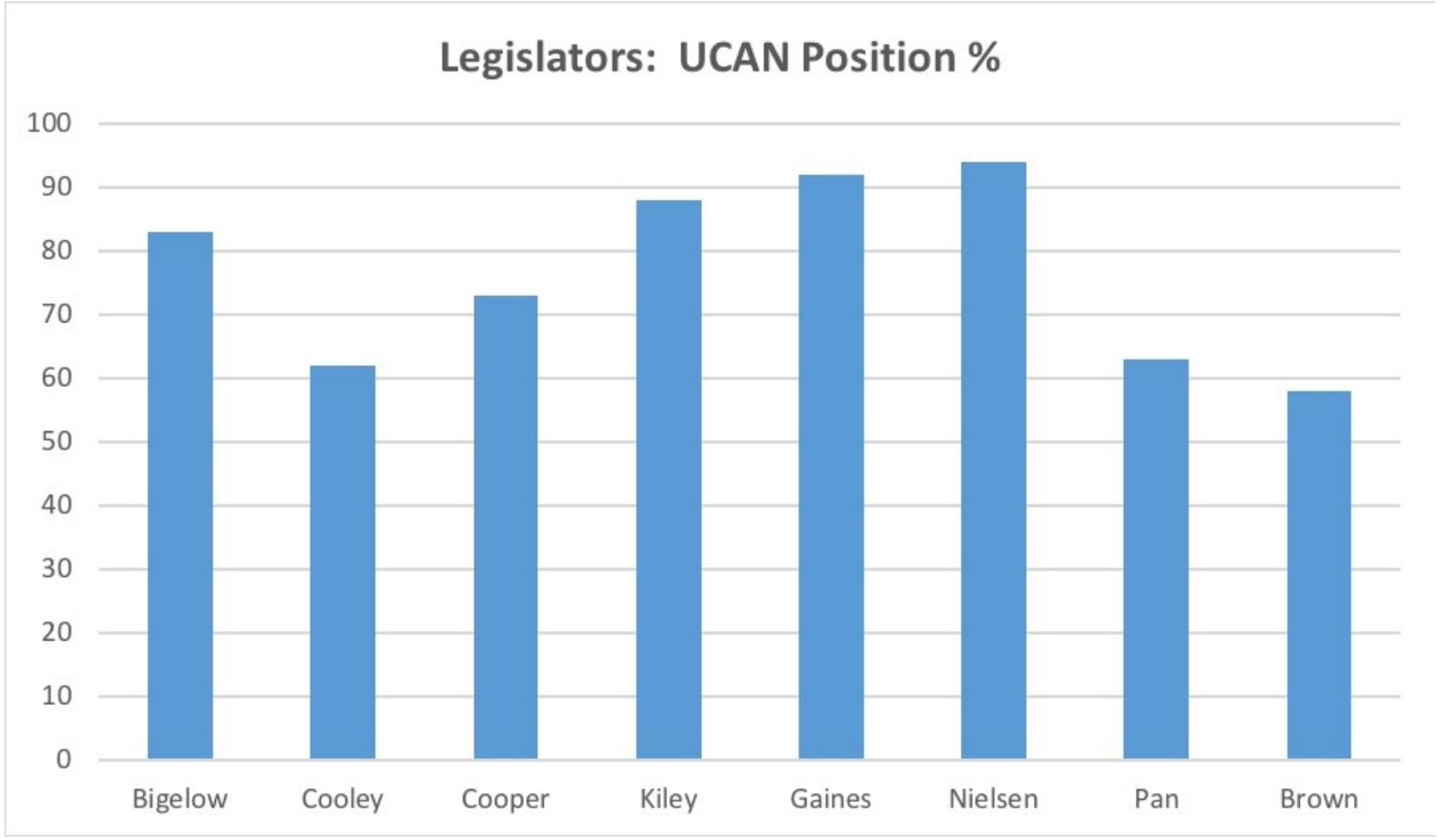
## Looking ahead

The five UCAN Chambers will once again distribute a survey in the fall to its members to identify priority policy positions concerning state level issues and will develop a policy platform that reflects their members' priorities and concerns. We look forward to presenting the 2019 UCAN State Policy Agenda to our UCAN legislators before the final legislative deadline in late February and working with them to advance legislation consistent with UCAN chamber members' interests.

In addition, conversations are taking place about possibly expanding the UCAN network both in the Sacramento region and in other regions in California.

## UCAN Logo

Lastly, at the suggestion of local legislative staff, UCAN developed its own logo that was designed by Hostetler Bakkie Design, a member of the Rancho Cordova Chamber of Commerce.



## El Dorado County Joint Chamber Commission

542 Main Street  
 Placerville, CA 95667  
 Laurel Brent-Bumb, CEO  
 530.621.5885  
[chamber@eldoradocounty.org](mailto:chamber@eldoradocounty.org)  
 Debbie Manning, President CEO  
 916.933.1335  
[debbie@eldoradohillschamber.org](mailto:debbie@eldoradohillschamber.org)

## Rancho Cordova Chamber of Commerce

2729 Prospect Park Dr., #117  
 Rancho Cordova, CA 95670  
 Diann Rogers, CEO  
 916.273.5700  
[Dhrogers@ranchocordova.org](mailto:Dhrogers@ranchocordova.org)

## Elk Grove Chamber of Commerce

9401 E. Stockton Blvd.  
 Elk Grove, CA 95624  
 Angi Perry, CEO  
 916.691.3760  
[angip@elkgroveca.com](mailto:angip@elkgroveca.com)

## Roseville Area Chamber of Commerce

650 Douglas Blvd.  
 Roseville, CA 95678  
 Wendy Gerig, CEO  
 916.783.8136  
[wagerig@rosevillechamber.com](mailto:wagerig@rosevillechamber.com)

## Folsom Chamber of Commerce

200 Wool Street  
 Folsom, CA 95630  
 Joe Gagliardi, CEO  
 916.985.2698  
[joeg@folsomchamber.com](mailto:joeg@folsomchamber.com)



## United Chamber Advocacy Network (UCAN)

David Butler – lobbyist  
[dbutler@amgroup.us](mailto:dbutler@amgroup.us)  
 916.443.3568

## UCAN Capital Region State Legislative Delegation

### State Assembly

### State Senate



**Frank Bigelow (R)**  
**District 5**  
 Capitol Office, Room 4158  
 P.O. Box 942849, Sacramento, CA 94249-0005; (916) 319-2005  
 District Office  
 2441 Headington Road, Placerville, CA 95667; (530) 295-5505



**Ted Gaines (R)**  
**District 1**  
 Capitol Office, Room 3076  
 Sacramento, CA 95814-4900; (916) 651-4001  
 District Office  
 4080 Cavitt Stallman Rd., Suite 100A, Granite Bay, CA 95746;  
 (916) 771-5840



**Kevin Kiley (R)**  
**District 6**  
 Capitol Office, Room 4153  
 P.O. Box 942849, Sacramento, CA 94249-0006; (916) 319-2006  
 District Office  
 8799-A Auburn Folsom Road, Granite Bay, CA 95746; (916) 774-4430



**Jim Nielsen (R)**  
**District 4**  
 Capitol Office, Room 2068  
 Sacramento, CA 95814-4900; (916) 651-4004  
 District Office  
 2200A Douglas Blvd, Suite 100, Roseville, CA 95661; (916) 772-0571



**Ken Cooley (D)**  
**District 8**  
 Capitol Office, Room 3013  
 P.O. Box 942849, Sacramento, CA 94249-0008; (916) 319-2008  
 District Office  
 2729 Prospect Park Drive, Suite 130, Rancho Cordova, CA 95670; (916) 464-1910



**Richard Pan (D)**  
**District 6**  
 Capitol Office, Room 5114  
 Sacramento, CA 95814-4900; (916) 651-4006  
 District Office  
 1020 N Street, Room 576, Sacramento, CA 95814; (916) 651-1529



**Jim Cooper (D)**  
**District 9**  
 Capitol Office, Room 6025  
 P.O. Box 942849, Sacramento, CA 94249-0009; (916) 319-2009  
 District Office  
 9250 Laguna Springs Drive, Suite 220, Elk Grove, CA 95758; (916) 670-7888