



# Advocacy Return on Investment

Working to create certainty for business,  
limit regulation and reduce costs

**“The California Chamber of Commerce works tirelessly to create the right climate for innovation and job creation to assure California retains its leadership in the global economy.”**

S. Shariq Yosufzai  
Vice President  
Chevron Corporation  
2011 CalChamber Chair

#### CAPITOL WATCHDOG

Each year CalChamber tracks more than 3,000 legislative proposals on behalf of member businesses.

#### MAJOR VICTORIES

CalChamber scores major victories for employers through targeted advocacy and political action. Check out: [www.calchamber.com/majorvictories](http://www.calchamber.com/majorvictories)

#### ABOUT US

CalChamber is the largest, broad-based business advocate, working at the state and federal levels to influence government actions affecting all California business. As a not-for-profit, we leverage our front-line knowledge of laws and regulations to provide affordable and easy-to-use compliance products and services.

## 2011 Sample Return on Investment for CalChamber Members

Increased Transportation Costs Stalled (AB 638)	\$19.5 Billion Saved
Climate Change Tax Increase Stalled (SB 237, SB 535)	\$16 Billion Saved
Paid Sick Leave Mandate Stalled (AB 400)	\$4.6 Billion Saved
Polystyrene Food Container Ban Stalled (SB 568)	\$2 Billion Saved
Electricity Ratepayer Tax Stopped (AB 724)	\$400 Million Saved
Extension of Temporary Disability Benefit Vetoed (AB 947)	\$200 Million Saved
Hidden Tax Increase Stalled (AB 832)	\$100 Million Saved
Bill Lowering Frictional Costs in Workers' Compensation Signed (AB 335)	\$42 Million Saved
Legislation Undermining Efficient Dispute Resolution Killed (AB 1062)	\$10 Million Saved
Expansion of Costly Presumptions in Workers' Compensation Defeated (AB 375)	\$2.5 Million Saved
Onerous Requirements on Oil/Gas Production Stalled (AB 591)	\$1.5 Million Saved
Delays in Workers' Compensation Cases Vetoed (AB 584)	\$250,000 Saved
<b>Total Definable Return</b>	<b>\$42.856 Billion</b>
<b>Return Per California Employee</b>	<b>\$3,555</b>

## Other Savings from Legislation Defeated

Unpaid Bereavement Leave Vetoed (AB 325)	\$70,000 per lawsuit
New Tax on Foreclosures Defeated (AB 935)	\$20,000 per foreclosure
Increased Agricultural Costs Vetoed (SB 104)	\$10,000 per agricultural employee
Costly Employee Retention Mandate Defeated (AB 350)	\$10,000 per property service employee
Automatic Minimum Wage Increase Stalled (AB 10)	\$1,040 per minimum wage employee

## Free Trade Agreements

Approval of U.S. free trade agreements with Korea, Colombia and Panama expands market opportunities beyond the \$8.7 billion California already exports to these nations.