



Advocacy Return on Investment

2012 Sample Return on Investment for CalChamber Members

Targeted Tax on Services Vetoed (AB 1963)	\$10.5 Billion Saved
State Government-Run Health Care Defeated (SB 810)	\$10 Billion Saved
California-Only Food Labeling Mandate Rejected (Proposition 37)	\$6.4 Billion Saved
Repeal of Net Operating Loss (NOL) Carryback Deduction Stopped (AB 2408)	\$4.8 Billion Saved
Ex-Im Bank Reauthorized (HR 2072)	\$4.7 Billion Saved
Polystyrene Food Container Ban Defeated (SB 568)	\$2 Billion Saved
Film Tax Credit Extended (SB 1197/AB 2026)	\$1.9 Billion Saved
Workers' Compensation System Reformed (SB 863)	\$830 Million Saved
Hidden Tax Increase Stopped (AB 832)	\$100 Million Saved
Health Care Mandate Vetoed (AB 1000)	\$3.5 Million Saved

Total Definable Return **\$41.2 Billion**

Return Per California Employee **\$3,430**

Other Savings from Legislation Stopped

Exposure to Costly Discrimination Litigation Amended/Vetoed (AB 1450)	\$70,000 per lawsuit/ up to \$10,000 penalty per violation
Expansion of Discrimination Litigation Stopped (AB 1999)	\$70,000 per lawsuit
California-Only Mandated Benefit Stopped (AB 2039)	\$70,000 per lawsuit
Uniform Requirement Vetoed (AB 2389)	\$70,000 per lawsuit
Heat Illness Liability Vetoed (AB 2346)	\$70,000 per lawsuit
Increased Cost for Agricultural Employers Defeated (AB 1313)	\$6,500 per agricultural employee
Automatic Minimum Wage Hike Stopped (AB 1439)	\$360 per minimum wage employee

Passage of Permanent Normal Trade Relations with Russia

Will translate directly into new export sales and U.S. jobs. U.S. exports to Russia—topping an estimated \$11 billion in 2011—could double or triple, according to the President's Export Council.

"The involvement and voice of employers is more important than ever."

Timothy S. Dubois
 President
 The Edward Thomas Collection
 2012 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. See www.calchamber.com/majorvictories

ABOUT US

CalChamber is the largest broad-based business advocate in California, 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.