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let's do something that matters today



ADVOCACY MANUAL

*To continually improve the quality of life in our community
by inspiring and facilitating business success.* | 2016



Greenville Chamber

let's do something that matters today

THE GREENVILLE CHAMBER AND THE UPSTATE CHAMBER COALITION

STAND

SUPPORT

CHAMPION

13
Chambers

More than
8,000
businesses

More than
200,000
employees

Business Knows When to Invest

When times are good, business leaders know we must invest in our future and resist efforts to maintain the status quo. We expect significant new state revenue for 2016-2017. Our state had a challenging end to 2015, but investments in infrastructure, education, and workforce today will set up our great state for future success.

1

An effective, well-funded transportation network is needed to accelerate growth. It is past time to increase the user fee for gasoline and prioritize maintenance so we can expand critical economic corridors.

2

We must ensure we have a well-funded and efficient education system from early childhood to post-college training for our workforce. We can invest now or pay a heavy economic price down the road.

3

We support initiatives to grow and nurture our entrepreneurs and existing businesses so they can become the next great American success stories.

4

As tourism becomes a bigger share of the Upstate economy, we will work with partners across the state to boost this booming industry.

5

We will work with our state and Congressional delegations to streamline government and restore faith in our elected leaders. We will champion vigorous but civil discourse to find solutions to our challenges.



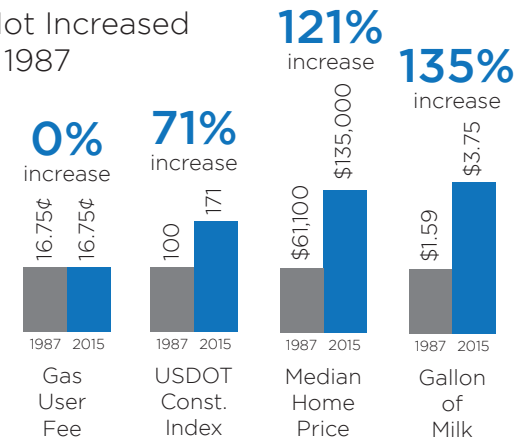
Transportation and Infrastructure

PRINCIPLE: An effective, well-funded transportation network is needed to accelerate growth. It is past time to increase the user fee for gasoline and prioritize maintenance so we can expand critical economic corridors.

POLICY POSITIONS

- We support quick passage of a comprehensive transportation funding bill currently on the Senate calendar. Our state needs new, substantial, and recurring funding for infrastructure.
- We support the General Assembly giving municipalities the right to call for capital projects referendums.

South Carolina's Gas User Fee Has Not Increased Since 1987



48th

Gasoline Tax Rank

South Carolina has the third-lowest gasoline tax in the United States.

Source: American Petroleum Inst.

\$1,248

Cost Per Driver

Additional cost per driver in the Greenville-Spartanburg metro area because of poor roads.

Source: TRIP

90,242

State Highway Lane Miles

South Carolina maintains the fourth-highest lane-miles of state roads in the country.

Source: U.S. DOT

Education and Workforce

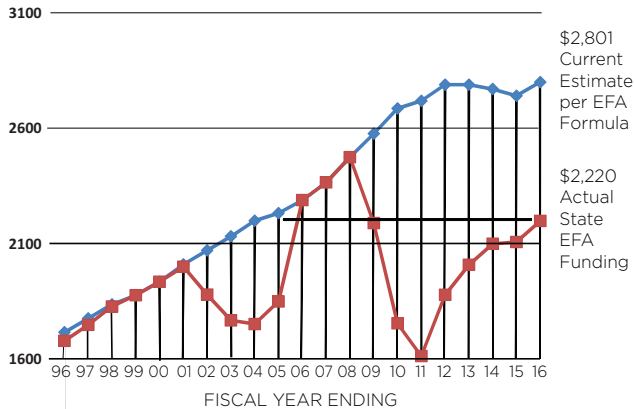
PRINCIPLE: We must ensure we have a well-funded and efficient education system from early childhood to post-college training for our workforce. We can invest now or pay a heavy economic price down the road.

POLICY POSITIONS

- We support a crafted, targeted bond bill for higher education capital projects and workforce development.
- We support additional funding for the state's neediest students and schools, but not at the expense of Upstate districts that have a severely limited ability to raise their own funding.
- With \$1.3 billion in new money available for 2016-2017, we support increasing state per-pupil funding in the Education Finance Act.
- We support equitable state funding for higher education.

114,000 jobs unfilled
Bridging the Gap
 If we do not invest in our education system and align our workforce, we will be short 114,000 college-educated workers by 2030.
 Source: University of South Carolina

Education Finance Act
 Historical Base Student Cost



Source: Greenville County Schools

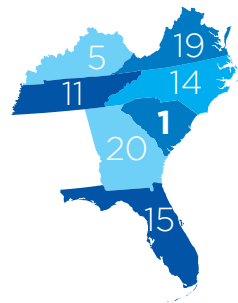
Expand and Grow Our Businesses

PRINCIPLE: We support initiatives to grow and nurture our entrepreneurs and existing businesses so they can become the next great American success stories.

POLICY POSITIONS

- Business license fees need to be streamlined and standardized across municipalities to ease the burden on small business.
- We support legal reforms that improve our state's legal climate.
- We support removing the DHEC board from the permit approval process.
- We support increased funding for the Commerce Department's Office of Innovation.
- We support strong solutions to strengthen our Unemployment Insurance safety net and lower the burden on small business.
- We support exploring private, market-based Medicaid reforms that will offer alternative coverage options and take advantage of available federal funds.

36th
State Legal System Rank
 Up from 39th a decade ago, but our legal system is still not business-friendly.
 Source: Institute for Legal Reform



Number of Fortune 500 Companies in Southeast U.S.
 Source: Forbes

+17
Increase in Entrepreneurship
 S.C. ranked 29th for startup activity in 2015, up 17 spots from its ranking in 2014.
 Source: Kauffman Foundation

Boost our Fast-Growing Tourism Sector

PRINCIPLE: As tourism becomes a bigger share of the Upstate economy, we will work with partners across our state to boost this booming industry and support economic growth in our hospitality industry.

POLICY POSITIONS

We will work with tourism development agencies across the Upstate and the Lowcountry to maximize our state's commitment to boosting this increasingly powerful Upstate industry.

70%

Hotel Occupancy
Greenville leads the nation, the Southeast, and the state in average hotel occupancy.

\$1.1 Billion

Tourism Spending
Visitors to Greenville generated this much in direct spending and \$64.5 million in tax revenue.
Source: VisitGreenvilleSC

9,500

Jobs Created
The number of jobs created by tourism spending in Greenville County, with \$234 million in salaries.

Promote Good Government

PRINCIPLE: We will work with our state and Congressional delegations to streamline government and restore faith in our elected leaders. We will champion vigorous but civil discourse to find solutions to our challenges.

POLICY POSITIONS

We support the strong Ethics Reform package passed by the S.C. House in 2015 and urge the Senate to approve it and send it to Governor Haley without further delay.

D- ethics ranking
Faith in Government

South Carolina ranks 36th out of 50 states for risk of corruption. We received "F" grades in 7 of 13 sub areas, including ethics enforcement, accountability, and FOIA.
Source: Center for Public Integrity

2015 Advocacy in Review

ACHIEVEMENT: Much was made about a lack of action in 2015, but we scored notable achievements:

- Because of your activism, a **10-cent gas user fee increase was approved by the S.C. House**. This stalled in the Senate, but it was a great first step.
- We **led the state's business community on removing the Confederate Flag from the Statehouse grounds**.
- The **Trespasser Bill was approved** — protecting landowners if a trespasser is injured with no fault by the owner.
- Congress approved **reauthorization of the Export-Import Bank**.
- We led a **unified effort to oppose lowering ozone standards** that would hurt the Upstate economy. The EPA rules leave the Upstate well within attainment.
- We were proud to support Senator Scott in **changing the Affordable Care Act to re-define a small business as 100 employees, not 50**. This headed off major healthcare cost increases for small businesses.

ACCESS: We held more than a **dozen events that got our members up close with state and national leaders** including Gov. Haley, Sen. Lindsey Graham, Attorney General Alan Wilson, and nine presidential candidates.

EDUCATION: More than two dozen people attended the **first edition of our Upstate Political Leadership Institute** — a school to train business leaders for public office.

**2015
Advocacy
Totals**

2
STAFF
LOBBYISTS

117
MEETINGS

9
PRESIDENTIAL
CANDIDATE
VISITS

647
ADVOCACY
HOURS

4,605
EVENT
ATTENDANCE

19,540
EMAIL UPDATES

Congressional Officials



Sen. Lindsey Graham [R]

Washington:

290 Russell Sen Office Bldg
Washington DC 20510
P: (202) 224-5972

Upstate:

130 S. Main St, 7th Floor
Greenville, SC 29601
P: (864) 250-1417

<http://www.lgraham.senate.gov>



Sen. Tim Scott [R]

Washington:

167 Russell Sen Office Bldg
Washington, DC 20510
P: (202) 224-6121

Anderson:

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Anderson, SC 29625
P: (864) 224-7401

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Rep. Trey Gowdy [R] Fourth District

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Greenville:

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Greenville, SC 29601
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Rep. Jeff Duncan [R] Third District

Washington:

116 Cannon HOB
Washington, DC 20515
Phone: (202) 225-5301

Anderson:

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Phone: (864) 224-7401

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Greenville State Senate Delegation

Sen. Tom Corbin [R]

District 5, Greenville & Spartanburg counties

501 Gressette Bldg., Columbia 29201
Columbia: (803) 212-6100 | Greenville: (864) 834-9915
tomcorbin@scsenate.gov

Sen. Mike Fair [R]

District 6, Greenville County

Chairman, Corrections and Penology Committee
211 Gressette Bldg., Columbia 29201
Columbia: (803) 212-6420 | Greenville: (864) 246-4257
michaelfair@scsenate.gov

Sen. Karl Allen [D]

District 7, Greenville County

610 Gressette Bldg, Columbia 29201
Columbia: (803) 212-6040 | Greenville: (864) 235-9049
karlallen@scsenate.gov

Sen. Ross Turner [R]

District 8, Greenville County

512 Gressette Bldg. Columbia 29201
Columbia: (803) 212-6148 | Greenville: (864) 288-9513
rossturner@scsenate.gov

Sen. Danny Verdin, III [R]

District 9 Greenville & Laurens counties

Chairman, Agriculture and Natural Resources Committee
404 Gressette Bldg. Columbia, 29201
Columbia: (803) 212-6230 | Upstate: (864) 984-4129
dannyverdin@scsenate.gov

Sen. Lee Bright [R]

District 12, Greenville & Spartanburg counties

602 Gressette Bldg., Columbia 29201
Columbia: (803) 212-6008 | Upstate: (864) 978-9522
leebright@scsenate.gov

Sen. Shane Martin [R]

District 13, Greenville, Spartanburg, & Union counties

501 Gressette Bldg., Columbia 29201
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shanemartin@scsenate.gov

Statewide Officials



Governor Nikki Haley [R]

1205 Pendleton Street
Columbia, SC 29201
Telephone: (803) 734-2100

<http://governor.sc.gov>

Henry McMaster [R] — Lieutenant Gov.
(803) 734-2080 | LtGovernor@scstatehouse.gov

Curtis M. Loftis Jr. [R] — Treasurer
(803) 734-2016 | treasurer@sto.sc.gov

Richard Eckstrom [R] — Comptroller Gen.
(803) 734-2121 | cgooffice@cg.sc.gov

Hugh Weathers [R] — Ag. Commissioner
(803) 734-2190 | hweathe@scda.sc.gov

Mark Hammond [R] — Secretary of State
(803) 734-2170

Alan Wilson [R] — Attorney General
(803) 734-3970 | info@scattorneygeneral.com

Molly Spearman [R] — Superintendent of Ed.
(803) 734-8500 | SCSuptED@ed.sc.gov

Maj. Gen. Bob Livingston [R] — Adj. General
(803) 806-4217 | robert.livingston@sc.ngb.army.mil

Greenville State House Delegation

Rep. Rita Allison [R]

District 36, Greenville & Spartanburg counties

Chairman, House Education and Public Works Committee
429 Blatt Bldg., Columbia 29201
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Rep. Bruce Bannister [R]

District 24, Greenville County

House Majority Leader
518B Blatt Bldg., Columbia 29201
Columbia: (803) 734-3138 | Greenville: (864) 298-0084 | brucebannister@schouse.gov

Rep. Eric Bedingfield [R]

District 28, Greenville County

Chairman, House Regulations and Administrative Procedures Committee
312B Blatt Bldg., Columbia 29201
Columbia: (803) 734-2962 | Greenville: (864) 230-7044 | ericebedingfield@schouse.gov

Rep. Mike Burns [R]

District 17, Greenville County

326A Blatt Bldg., Columbia 29201
Columbia: (803) 212-6891 | Greenville: (864) 906-6949 | mikeburns@schouse.gov

Rep. Bill Chumley [R]

District 35, Greenville & Spartanburg counties

304A Blatt Bldg., Columbia 29201
Columbia: (803) 212-6894 | Spartanburg: (864) 303-2726 | billchumley@schouse.gov

Rep. Chandra Dillard [D]

District 23, Greenville County

414B Blatt Bldg., Columbia 29201
Columbia: (803) 212-6791 | Greenville: (864) 294-2503 | chandradillard@schouse.gov

Rep. Dan Hamilton [R]

District 20, Greenville County

312C Blatt Bldg., Columbia 29201
Columbia: (803) 212-6795 | Greenville: (864) 527-7685 | danhamilton@schouse.gov

Rep. Phyllis Henderson [R]

District 21, Greenville County

522B Blatt Bldg., Columbia 29201
Columbia: (803) 212-6883 | Greenville: (864) 423-3149 | phyllishenderson@schouse.gov

Greenville State House Delegation

Rep. Dwight Loftis [R]

District 19, Greenville County

522C Blatt Bldg., Columbia 29201
Columbia: (803) 734-3101 | dwightloftis@schouse.gov

Rep. Wendy Nanney [R]

District 22, Greenville County

Chairman, Legislative Delegation
312D Blatt Bldg., Columbia 29201
Columbia: (803) 212-6877 | Greenville: (864) 979-4735 | wendynanney@schouse.gov

Joshua Putnam [R]

District 10, Anderson, Greenville & Pickens counties

418C Blatt Bldg., Columbia 29201
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Rep. Leola Robinson-Simpson [D]

District 25, Greenville County

330A Blatt Bldg., Columbia 29201
Columbia: (803) 212-6941 | leolarobinsonsimpson@schouse.gov

Rep. Garry Smith [R]

District 27, Greenville County

Chairman
House Operations and Management Committee
534 Blatt Bldg., Columbia 29201
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Greenville: (864) 963-0337
garrysmith@schouse.gov

Rep. Tommy Stringer [R]

District 18, Greenville County

312A Blatt Bldg., Columbia 29201
Columbia: (803) 212-6881
Greenville: (864) 877-9511
tommystringer@schouse.gov

Rep. Mark Willis [R]

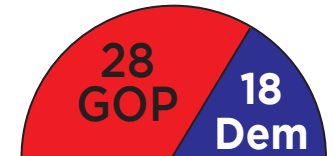
District 16, Greenville & Laurens counties

Chairman, House Interstate Cooperation Comm.
326B Blatt Bldg., Columbia 29201
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Greenville: (864) 230-0135
markwillis@schouse.gov

S.C. General Assembly Party Control

Senate

Senators: 46
Greenville County: 7



House

Representatives: 124
Greenville County: 15

