

**Business  
issues  
are  
decided  
here  
every  
day...**



**Funny...**

**it**

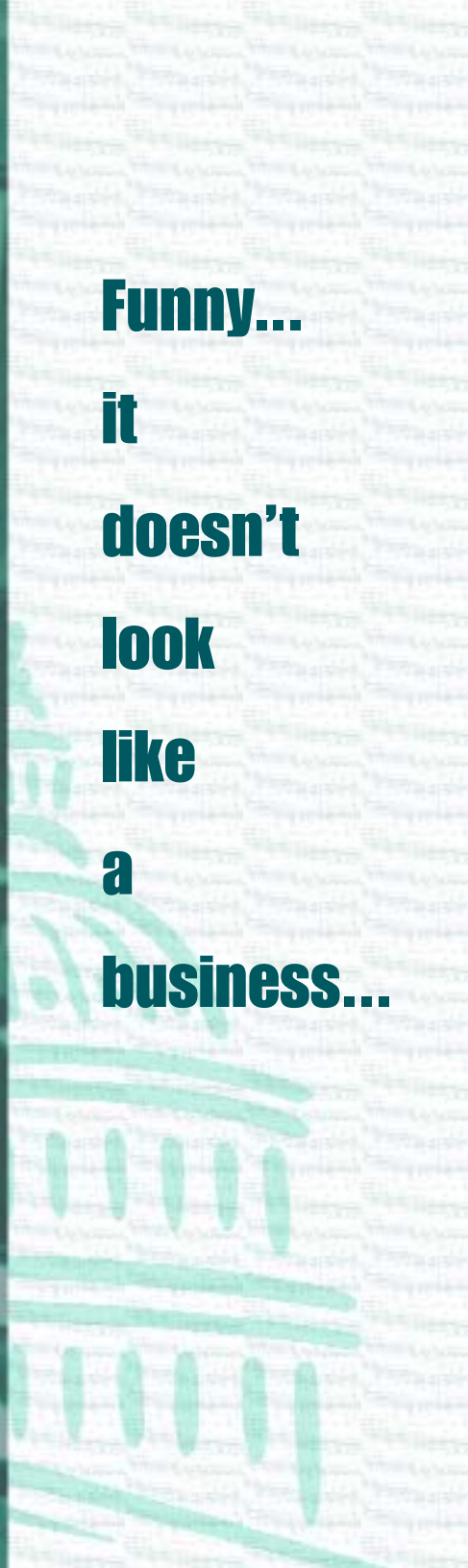
**doesn't**

**look**

**like**

**a**

**business...**



“Politics should be the part-time profession of every concerned citizen.”

—Dwight D. Eisenhower

## A Brief History of the Chamber

Business people have a tendency to focus their attention on their businesses, leaving them little time to focus on the duties of the state. That is the essence of why the Kentucky Chamber exists. In 1946, a group of enlightened business people urged business leaders to organize and take action, stressing the need for involvement by business in the affairs of state government. The result was the formation of a bipartisan organization, created to serve as a watchdog and to provide a voice for the business community at the state capitol.

Much has changed at the Kentucky Chamber in the past 50+ years. Today, the Chamber represents more than 3,000 job providers who collectively employ over 40 percent of Kentucky’s private workforce. Our diverse membership provides us with objectivity, as we have no particular axe to grind. In addition, with a staff of nearly 30 people, seats on all major task forces and committees, and members in virtually all 120 counties, we are able to survey the battlefield and strategically pinpoint our influence as



pro-business agenda forward requires proactive reform initiatives on issues ranging from taxes to workers’ compensation, as well as defensive

***The Chamber represents more than 3,000 job providers who collectively employ over 40 percent of Kentucky’s private workforce.***

posturing to fend off new and costly regulations. Our mission has never been more challenging, yet we have never been in a better position to succeed than we are today—thanks to business people like you who care enough to make a difference.

## Guiding Your Business Through Today’s Difficult Legal Landscape

During a typical legislative session, more than 1,400 bills are introduced, and over 400 of them become law. How many of these bills have the potential to hurt the business community? More than you might think. Some are infected with tiny phrases and ambiguous inferences which, if left unchecked, could have far-reaching and adverse consequences for business. For

*There is simply no way the average business person can keep up with the myriad issues affecting their companies...*

example, one proposal for Storm Water Permits contained verbiage that would have levied standards cleaner than rain. The Chamber caught it and intervened, pointing out the flaw in the proposed standard. Another proposal would have added lactic acid to the Federal list of pollutants and contaminants. Under this proposal, spilling a gallon of milk and failing to report it would have been considered a felony offense punishable by fines of up to \$25,000 per day. While these

regulatory examples may seem extreme, they are also quite real. And they illustrate what can happen if the system is not adequately monitored.

Ferreting out such dangerous language, however, is no minor task. The more than 1,400 bills can add up to over 100,000 pages of proposed legislation and regulations—stretched end-to-end, that’s more than 18 miles of paper! There is simply no way the average business person can keep up with the myriad issues affecting their companies buried in 18 miles of paper. That’s where we come in...

The Chamber goes to the root of the problem by closely monitoring the legislative process and weeding out ambiguous and poorly crafted bills and regulations. And when changes in laws do occur, our Business Education Division provides training and publications to explain compliance requirements and clarify the implications to your business. These valuable resources are available to all Kentucky businesses, but are offered at significant discounts to Chamber members. Information, representation, and education... that’s what we’re all about!

“It used to be the law of the jungle... now, it’s the jungle of laws.”

“A lobbyist is a person we hire to protect us from the people we elect.”

## Our Legislative and Regulatory Successes

When the legislature is in session, more than 600 special interest groups descend on Frankfort, each carrying his or her own agenda. Many come armed with convincing, yet dubious, information regarding a particular bill, regulation, or potential outcome. Our lobbying staff regularly goes toe-to-toe with many of these groups, some of which are among the best-funded and organized special interest groups in the state.

In addition to warding off these business foes, we have also become architects and creators of legislative and regulatory reform, resulting in positive changes to the state's business climate.

Recent examples of some of our most important victories include:

- **Unemployment Insurance** - (1998) The Chamber supported SB-296 that will grant employers a \$17.5 million break on unemployment insurance taxes, as well as increase the U.I. benefits to the unemployed. That works out to a savings of \$11.44 per employee.



One of the biggest wins in the Chamber's history was the passage of HB-1, which included redefinitions of injury and disability, 4-year limits on reopenings of cases, and reduced litigation costs. These changes have resulted in the NCCI recommending more than a 50% drop to the base comp rate Kentucky employers pay.

- **Taxes** - (1994) The legislature attempted to triple the tax (from 15¢ to 45¢ per \$100 valuation) on machinery used to manufacture products. The Chamber was able to find an alternative to the proposed tax increase. To calculate the savings realized each year, determine the value of your machinery, divide that by \$100, and multiply by 30¢.

## Unparalleled Services, Benefits, and Resources

Group buying power is the key! When you join the Chamber, you gain the buying power of a member organization that represents more than 400,000 employees. Following are some of the special discounted programs and services available to our members:

**KARE...** KARE provides workers' compensation insurance to more than 25% of Chamber members. When you buy insurance through KARE, you'll also have access to free safety workshops, a quarterly newsletter, and outstanding claims services.

**Long Distance Savings...** Our group buying power has landed some of the best long distance rates in the country (i.e. intrastate rates as low as 7.4 cents/min.). Call the Chamber to learn more about this program.

**Seminars and Publications...** Our Business Education Division trained more than 2,000 people at our seminars last year, and sold publications to over 7,000. Chamber members receive deep discounts on these resources, which cover such topics as OSHA, environmental permitting, personnel law, and workers' compensation.

**Human Resource Info Line...** This service is designed to help companies with basic Human Resource or

Personnel questions. While our experts will not give legal advice, they will provide practical, no nonsense tips and suggestions for dealing with H.R. issues. This is a free service for Chamber members. Non members may purchase an annual subscription for \$495.

**Communications...** *Business Bulletin* is the Chamber's newsletter. It closely examines key business issues, including state and federal legislation. Subscriptions are free to Chamber members and may be purchased by non members for \$139/year.

**Issue Alerts...** These alerts are sent out to members when an important legislative issue requires their immediate attention and action.

**Weekly Faxes...** During legislative and special sessions, weekly faxes are available to keep you abreast of pending legislative and regulatory changes.

**www.kychamber.com...** The Chamber's web site, which receives more than 40,000 hits each month, contains current information about relevant issues, as well as special incentives and discounts on member programs and services.

“I attended the Human Resources Symposium with eight others from my company, and we thought it was FANTASTIC!”

—Judy Lusk, Worldwide Equipment

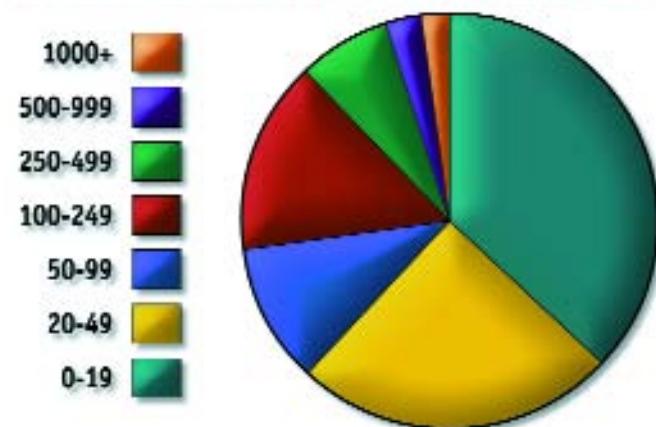
“When you join the Chamber, you are voting YES to a better business climate.”

# Who Belongs to the Kentucky Chamber of Commerce?

Our strength is drawn from thousands of business professionals throughout the Commonwealth who are members. Members who believe the search for responsible solutions to the issues facing Kentucky’s business community can only begin when that community pulls together. Members whose common vision looks to the future, without losing sight of the needs of today. Members who speak with one voice to accomplish collectively what no one of them could do individually.

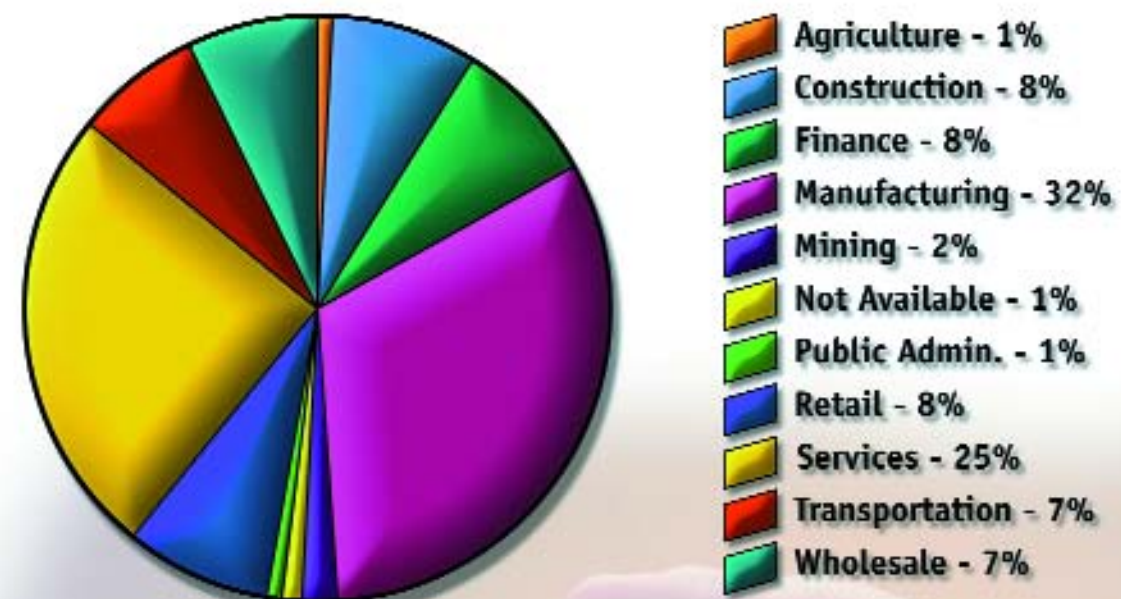
Among our members are businesses just like yours. A wide range of industries, business types, and sizes—from Fortune 500 to family-owned—are represented within our ranks. Our members come from all parts

**Chamber Membership by Employment Range**



of the state, representing all of Kentucky’s six congressional districts. Most (85%) are also involved in their local Chamber of Commerce. Many are even out-of-state companies who have operations here and wish to participate in making it a better place to do business. The common thread that weaves this diverse group together is their willingness to take part in our efforts to enhance, improve, and protect Kentucky’s business climate.

**Chamber Membership by Industry**



## CHAMBER MEMBERSHIP PROFILE

<u>Employment Levels</u>	<u>Number of Companies</u>	<u>Employees Represented</u>
0-20	1167	10,759
21-49	591	19,512
50-100	385	26,496
100-499	570	117,694
500+	161	247,019



Chamber members (top to bottom) Owensboro Grain Company, Toyota Motor Manufacturing, and Kentucky Electric Steel. Photos courtesy of Journal Communications, Inc.

“With  
a goal,  
a plan, and  
enthusiastic  
people  
working  
together,  
virtually  
anything  
can be  
accomplished.”

## Chamber Membership is Easy as 1, 2, 3...

As a member of the Kentucky Chamber of Commerce, we will only ask you to do three things:

### **FIRST—STAY INFORMED!**

We provide numerous resources designed to keep you abreast of the issues that are important to you and your business. We realize your time is limited and valuable, so we make it a point to keep our materials succinct and relevant. For example, our monthly newsletter is a comprehensive, yet concise, overview of current business news and information that should take no more than 15 minutes of your time each month. In addition, if you receive an **Issue Alert** from us, it will generally be no more than one page, and we guarantee the issue needs your immediate attention. Our web site ([www.kychamber.com](http://www.kychamber.com)) also provides



useful, up-to-date information and can be accessed at your convenience 24 hours a day.

### **SECOND—GET INVOLVED!**

By staying informed, you will have already begun your involvement. We encourage you to share information you gain from Chamber resources with colleagues and other business people, increasing the likelihood that the message will reach those who most need to hear it (legislators and regulators). And if you are occasionally willing to call or write your legislators, you will quickly understand the power of being a Chamber member. It's been proven time and again—when our members speak, legislators listen.

### **THIRD—INVEST IN US!**

We depend on our members to provide the financial backing needed to do our job effectively. We are able to maintain moderate dues by closely managing our budget and operating as efficiently as possible, but to provide increasingly comprehensive services and protection, we need your continued support.

## One Member's Perspective...

For the past 40 years, I have signed the check for our Kentucky Chamber of Commerce membership, confident I am making a sound business investment.

Turn back to the front pages of this brochure—what do you see? Kentucky's Capitol and the legislative chambers of the House and Senate? Yes, but what do you *really* see? I see people making decisions that can and do affect my company—and YOURS.

How often do you think your legislator gets up in the morning, looks in the mirror, and makes the following statement: “I'm going to Frankfort today to lower the cost of doing business?” While we have some very good legislators, and even some who have the business community's welfare at heart, many have to be convinced that keeping business strong in this state is the right thing to do.

This is where my investment in the Kentucky Chamber of Commerce pays off. The Chamber has the backing of over 3,000 businesses, which gives them the clout to impact and promote a positive business climate. I've seen these results firsthand and can say, without hesitation, that the Chamber has played a significant role in molding, shaping, and improving Kentucky's business climate.

But the work must continue. In the next few years, businesses will face many complex issues. Even as I am writing this, many of the positive changes the Chamber has helped bring about are under attack. Knowing this makes it apparent why business needs a strong, credible voice at the state capitol.

So, whether you're a current member or a prospective member, the Chamber is an investment I highly recommend—it just makes good business sense.

**T. William Samuels, Jr.**  
**President and Chief Executive Officer**  
**Maker's Mark Distillery**

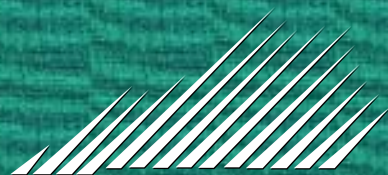


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*KENTUCKY CHAMBER OF COMMERCE*

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