



regionbusiness

Sacramento Region Business Association





ADVANCING REGIONAL ECONOMIC GROWTH

The Sacramento [Region Business](#) Association is a leadership association that advances regional economic growth through public policy. The organization is led by a Board of Directors of thirty-five local business executives. We serve as the broad-based representative of the business community and the association manager for several vertically aligned trade associations – Region Builders, Region Restaurants, Region Technology, Region Finance, and Region Manufacturers. We are uniquely positioned in our ability to advance economic growth for key industry sectors that strategically benefit the entire region. Every major successful economic initiative in our region over the last five years has been spearheaded by Region Business or one of our trade associations.

“Region Business has been a consistent advocate for our regions and the businesses in it. In addition to a long track record of success they also have a great history of proactively getting out in front of issues to ensure that the values of our local businesses are well represented and the right action is taken.” - **Chuck Hack - Principal at Lionakis**



ETHICS

The principles with which Region Business founded its guidelines, mission and accomplishments are: “A good name is more desirable than great riches; to be esteemed is better than silver or gold.” We will operate completely fixed upon what is true, just, honorable and right; prioritizing these above every effort, regardless of gain. Therein, we will focus on what is best for both the industry and the community.

CORE VALUES

- **Leadership** by demonstrating and expecting regional policy leadership.
- **Solutions** by using a common-sense, policy-oriented approach to problem solving.
- **Collaboration** by solving problems in a construction labor neutral manner.
- **Relationships** by treating industry partners with respect.
- **Success** by creating strong ties with local government officials and the community.
- **Stability** by managing our resources in a transparent and ethical manner.

REGION BUSINESS

EXECUTIVE COMMITTEE

Board President

Scott Maxwell

Unger Construction

1st Vice President

Lisa Nicolls

Murphy Austin
Adams Schoenfeld

2nd Vice President

Dan Eriksson

Comstock Johnson
Architects

Secretary

Jon Blackstad

Five Star Bank

Treasurer

Ross Cofer

CliftonLarsonAllen

Past President

David Temblador

Harrison
Temblador
Hungerford &
Johnson

EXECUTIVE COMMITTEE EX-OFFICIO MEMBERS

Economic Growth Institute Chairman

Chuck Hack

Lionakis

Region Builders Chairman

Alan Wolf

Swinerton Builders

Region Technology Chairman

Daniel Lowndes

Anixter

Issues PAC Chairman

Bill Porter

Porter Law Group

Region Restaurants Chairman

Henry de Vere White

de Vere's Irish Pub

Region Finance Chairman

James Beckwith

Five Star Bank

REGION BUSINESS

GENERAL BOARD MEMBERS

Alexander Gonzalez

Bob Walter

Bob Raker

Chris Harris

Chris Jarosz

Clinton Myers

Evan Jacobs

Fran McDermott

Frank Schetter

Kurt Hendrickson

Mark Haney

Mary Grandy

Michele Daugherty

Pat Derickson

Pat McMurray

Randall Selland

Roger Valine

Ross Cofer

Ryan Lucchetti

Ron Brown

Scott Hooker

Tim Lien

Wyatt Jones

Retired CSUS

Cresleigh Homes Corporation

Crusader Fence

JL Harris Painting

Broderick

Myers & Sons Construction

California American Water

NECA Sacramento

Schetter Electric

Churchwell & White

Haney Business Ventures

EPIC Insurance Brokers

ABC Norcal

Stafford King Weise Architects

T&R Communications

Selland Family Restaurants

Retired VSP

CliftonLarsonAllen

Pacific Coast Building Products

Brown Construction

Buehler & Buehler Structural Engineers

L&D Landfill and Material Recovery Facility

Airco Mechanical



REGION BUSINESS

A PROVEN RECORD OF DELIVERING RESULTS



Downtown Housing Initiative

Region Business chaired a broad-based coalition to pass the Sacramento downtown housing initiative which streamlines the development of 10,000 housing units. Key provisions included: a downtown master-plan and programmatic environmental impact report to streamline development, identification of “opportunity sites” and providing funding through enhanced infrastructure finance districts, and eleven provisions to streamline the planning/building review.



Golden One Center - Kings Arena

Region Business successfully managed and led The 4000 and DowntownArena.Org coalitions to save the downtown arena project. We exposed Seattle’s Chris Hansen’s effort to launder \$100,000 to the anti-arena campaign to kill the arena deal. Following that success, we collected the most petition withdrawals in California State history which provided a key element of the judges decision to remove the anti-arena petition from the ballot.



Elk Grove Mall, Casino & Resort Project

Region Business led a broad-based coalition of organizations to pass a memorandum of understanding between the City of Elk Grove and the Wilton Rancheria to pave the way for the proposed Casino & Resort project which will spur the development of the Elk Grove Ghost Mall and create over 5,000 new jobs. Through our petition withdrawal campaign we uncovered the secret-funders of the campaign against to kill the mall and casino/resort projects.

“My family has been in this region for over 150 years. I am on this board because I want to do whatever I can to make this region grow and prosper so my grandchildren and their grandchildren will have many opportunities to build their futures here.”

- Roger Valine - CEO Emeritus of VSP



Big-Box Ordinance

Region Business chaired a broad-based coalition to successfully repeal the Sacramento Superstore Ordinance which was a de facto ban on large format retail stores. This ban had been in place for seven years and cost the City of Sacramento thousands of jobs and millions in tax revenue. The repeal included exempting planned developments like Delta Shores and North Natomas, expanding existing stores, and allowed building new Superstores in food deserts.



Permit Simplicity

Region Business created a broad-based coalition to pass Permit Simplicity in six local municipalities. Permit Simplicity is a one day permitting program based upon a program from the City of Phoenix with local customization for the Sacramento regional market area. Permit Simplicity allows businesses to obtain a permit for improvements to an existing building in one day. Under this program, plans must be prepared by pre-qualified professional.



El Dorado County Development

Region Business created a broad-based coalition to defeat two anti-development ballot measures in El Dorado County which would have banned development. Measures M and O would have made developing high-density residential projects impossible in many parts of the county. The measures used purposely confusing language, misleading traffic models, and incorrect analysis to mislead voters into banning development.

REGION BUSINESS TRADE ASSOCIATIONS

The trade associations affiliated with Region Business are overseen by independent Boards of Directors comprised of the top leaders in their respective industries. As trade associations, these Boards oversee the extensive policy advocacy work and networking opportunities events of their associations. As independent political action committees, each political action committee Board adopts their own bylaws, manages their own finances, elects their own leadership, and sets their own elective agenda. We believe that unity doesn't mean unanimity and we work hard to build a culture where every industry exercises its independent voice. We do this while working together as a coalition under Region Business to advocate as the broad-based voice of business.



AFFILIATES

Region Business has two 501(c) section tax exempt affiliates whose body of work helps us fulfill our mission. The Economic Growth Institute is an independent 501(c)(3) non-profit which conducts business retention and expansion services, partners with public officials for community philanthropy, and conducts the certification training program for Permit Simplicity. The Region Business Issues PAC is a 501(c)(6), tax-exempt, social welfare organization that engages in public education on economic issues and ballot measures.





Region Builders is a trade association for architects, contractors, engineers, and other firms related to the design and construction industry.

We are the region's most dominant trade association for advancing economic growth in the building industry.

While we've successfully led multiple high-profile campaigns to support development projects like the Golden One Center and the Wilton Rancheria Casino & Resort projects, our core focus has been on regulatory reform, streamlining the building process, reforming zoning and planning codes, reducing fees, and setting up our members for success.

The Board of Directors of Region Builders is comprised of twenty five of the top industry leaders from the Sacramento design and construction industry. The Executive Committee Officers of the Board include:

Chairman:

Alan Wolf, Swinerton Builders

1st Vice Chair:

Ruzwa Cooper, Cooper Oates Air Conditioning

2nd Vice Chair:

Bill Yee, Western Contract

Secretary/Member Officer:

Ryan Tash, Surety1

Treasurer:

Brett Mykrantz, SD Deacon Corporation

Immediate Past President:

Mike Kimmel, Kimmel Construction

KEY SUCCESSES

Accelerated Minor Label Permits

Minor labels are inexpensive permits for minor electrical and plumbing residential and commercial installations. Region Builders worked closely with the Sacramento City Community Development Department to develop this program that allows purchase minor permits in bulk with a streamlined process at a 40% reduction in cost.

Reduction in Planning Commission Process

Region Builders successfully advocated for a streamlined the public approval processes through the merger of the Sacramento City Planning and Design Review Commissions as well as the elimination of the Rancho Cordova Planning Commissions.

Voters Decide Not Bureaucrats

Region Builders successfully lobbied the regional transportation authority board to defeat a proposal that would have allowed a transportation allocation by voters to be raided by outside interests. The proposal would have created an environment where the voters could be promised funding for a specific project and have their will overturned by un-elected bureaucrats.

“Region Builders works with others in our community to stop local cities and counties from creating bureaucratic hurdles, that drive our young entrepreneurs and businesses from our region to areas where businesses and the jobs they create are welcomed with lower fees and taxes, and less tortuous regulations.”

- Scott Maxwell - Owner, Unger Construction



“Region Restaurants is emerging to be the voice for the restaurant, bar, and hospitality industries in Sacramento. Our region has a strong tradition of culinary excellence with the best service, and Region Restaurants has prioritized removing all barriers to keep our momentum going.”

- Kevin Fat - VP of Fat Family Restaurant Group





a trade association of **Region Business**

Region Restaurants is a trade association for restaurants and other firms related to the restaurant industry. We are the region's only local voice for the restaurants industry.

Founded in October 2016, we already successfully had a string of victories that support our regional restaurants. We successfully advocated for a \$2 per hour Health Care Credit provision in the Sacramento City Minimum Wage Ordinance because it rewards employers who are providing high-quality health care coverage and incentivizing them to keep it.

Additionally, we successfully led the fight against a Soda Tax in the City of Davis.

The Board of Directors of Region Restaurants is comprised of the top industry leaders from Sacramento, who include:

Chairman:

Henry de Vere White, de Vere's Irish Pub

1st Vice Chair:

Josh Nelson, Selland Family Restaurants

2nd Vice Chair:

Kevin Fat, Fat Family Restaurants Group

Membership Officers:

Kimio Bazett, Modrow-Bazett

Garrett Van Vleck, Shady Lady Saloon

Treasurer:

Bobby Coyote, Dos Coyotes Border Cafe

KEY SUCCESSES

Overbearing Scheduling Requirements

Kept a proposal from being heard that would require unnecessary new scheduling rules on local restaurants.

Repealing Chain Regulation on Local Restaurants

Overturned a practice that allowed agency staff to require small local restaurants to meet the notification and regulatory requirements of chain restaurants.

KEY GOALS

Employer Bill of Rights

Pass an employer Bill of Rights that guarantees that no new regulations or fee increases will be passed on business without an economic impact report by industry segment.



Region Technology is a trade association of Region Business for the technology industry and other firms related.

Sacramento has made an unprecedented commitment towards supporting the tech industry by allocating city funding for civic tech, accelerator, and incubator hubs.

The technology industry has the potential to transform the Sacramento regional economy by generating high wage jobs, creating solutions to community needs, and making the region attractive to creative young professionals.

The Board of Directors of Region Technology is comprised of the top industry leaders from Sacramento, who include:

Chairman:

Rex Klein, Barryhund Administrators

1st Vice Chair:

Garrett Gatewood, BCSOS

2nd Vice Chair:

John Parilo, wimZr

Member Officer:

Meitra Bozogzadegan, QTS Datacenters

Treasurer:

Ken Henderson, Sublime Digital Marketing Group

POLICY GOALS

Supporting local investment funds

Expanding public and private sector grant funds for startup, small, and mid-size technology companies headquartered in the region.

Advocating for digital infrastructure

Secure public WiFi throughout the entire downtown Sacramento core.

Improve technology infrastructure such as digital fiber for development and autonomous vehicle-ready smart roads.

Providing technical assistance

Help local governments in data security and creating open data policies to make the region a government technology and civic application hub.

Advocating for local companies

Work with local jurisdictions to facilitate hardware and software requirements that support local technology firms involvement in procurement.



“Region Technology member Jay Sales of VSP - The Shop, is pictured speaking about autonomous vehicle technology.”

Linda White
www



“Many organizations say they get things done – we just let our results speak for themselves.”
*- Jon Blackstad - President South County Region at Five Star Bank
Secretary, Region Business Board of Directors*



a trade association of Region Business

Region Finance is a trade association of Region Business for community banks and related institutions.

A core component to advancing regional economic growth is improving the access to capital that businesses in our region can secure. This means we need to grow our local and community banking institutions, because they are the most invested in our community.

At local banks, loan approvals and other key decisions are made by staff who live in the community and understand the local needs of the business community. We understand that when money, accounts, and financial decisions stay local, the region benefits greatly.

Unfortunately, in the greater Sacramento region local governments don't create priorities for community banks in their lending practices. Region Finance will change this and take on many other issues.

The Board of Directors of Region Finance will be comprised of the top industry leaders from Sacramento banking and finance Industry.

POLICY GOALS

Keeping Money Here Locally

Advocating for local jurisdictions and regional corporations to use local community banks

Educating the Public

Create a public awareness and media campaign on the benefits local banking and highlighting their positive community impact

Catalyzing Success for Small Business

Provide easier access and removing barriers for local small businesses to start or expand.

REGION BUSINESS **SIGNATURE EVENTS**



BBQ In the Stadium - Region Builders

This is the largest networking and political event in the region, with 800 members of the business community, civic leaders, and elected officials coming together to celebrate the past year's achievements while also looking towards the upcoming year's objectives.



Executive Leadership Mission - Region Business

Region Business led a bipartisan group of 90 regional leaders to Washington, DC. Our delegation shared our region's priorities with the federal administration with the expectation to enhance our region's future through newly forged relationships in our nation's capital. During the four day mission region leaders advocated for various issue topics including Farm-to-Fork, Healthcare, Innovation, Clean Energy and Advanced Manufacturing, Transportation and Infrastructure, Urban Development, and Workforce Development.



When it comes to our region's top catalyst projects that will affect our community for years, it is imperative that we get these decisions right. Economic Growth Institute hosts study missions on similar projects that our region will decide on so that we can learn best practices and the successes that other communities around the country have accomplished.



Our regional food scene is one of the best in the nation, and this event allows us to showcase the top caliber quality that is available to Sacramentans. Many of our restaurants bring in their top dishes, craft beer, and signature cocktails to be sampled for a night that highlights the culinary excellence that we have in Sacramento.



The Economic Growth Institute is a 501(c)(3) nonprofit corporation that focuses on business retention, economic research, and partnerships with our elected leaders in serving the community.

Philanthropic Partnerships with Public Officials: The Economic Growth Institute provides an outlet for businesses and elected officials to give back to the community that they are in. This includes backpack giveaways to students in need, over 3,000 turkeys provided to families for Thanksgiving, funds for field trips for schools that cannot afford the expense, and many other activities that support the community.

Training for Permit Simplicity Certification Program: A program of the Economic Growth Institute, Permit Simplicity is a one day permitting program based upon a program from the City of Phoenix with local customization for the Sacramento regional market area. Permit Simplicity allows businesses to obtain a permit for

improvements to an existing building in one day. Under this program, plans prepared by a designated, pre-qualified professional architect or engineer will be reviewed by the jurisdiction at the permit counter and a permit will be issued the next day. The Economic Growth Institute administers the certification training for this program in conjunction with our participating public agencies.

The Board of Directors of Economic Growth Institute is comprised of:

Chairman:

Chet Fite, Fite Properties

Board of Directors:

Scott Maxwell, Unger Construction

Lisa Nicolls, Murphy Austin Adams Schoenfeld

Dan Ramos, RAMCO Enterprises

Jon Blackstad, Five Star Bank

Chuck Hack, Lionakis

David Temblador, Harrison Temblador Hungerford & Johnson

KEY GOALS

Learning Best Practices Through Study Missions

The Economic Growth Institute has successfully led study missions to Indianapolis and Austin with specific agenda's around learning from their tourism business. We will continue to organize relevant study missions on hot topics where best practices may inform our regional leaders.

Region Business Retention & Expansion

We are actively engaged in supporting our region's businesses. This means problem solving and helping these business grow and stay in our region. We are partnerships established with local and state agencies to help businesses navigate regulatory barriers, find economic resources, and other means of support.

Permit Simplicity Expanding Permit Simplicity to other jurisdictions.



“Region Business and the Economic Growth Institute enable the business community to have a positive influence on public policy by exploring, and striving to implement, best practices around the state and the nation that can help strengthen the business climate in our area to create and sustain jobs.”

- Chet Fite - President of Fite Development Company

“Region Business is the only business organization that reaches its stated goal year after year, for the benefit of all businesses in the Sacramento area.”

- Frank Schetter - CEO of Schetter Electric





Role of the IPAC – Spearheading public campaigns.

We are the most effective policy advocate for business. Region Business has passed numerous policy proposals throughout the six-County region because we are built for success.

We have a rapid fire approach to public policy advocacy that allows us to make decisions and take action faster than any other group in Sacramento. This gives us the ability to define issues, advocate changes, and communicate our message before anyone else.

The Issues Political Action Committee Board of Directors or (IPAC) oversees our strategy and influence over the outcomes of both local and regional ballot measures that promote economic growth and job creation.

Chairman:

Bill Porter, Porter Law Group

Executive Leadership:

Kelly Urata, Urata Concrete

Larry Booth, FM Booth

Tony Moayed, Tricorp Group

Pete Kreuser, DPR Construction

Rodd Palon, Two Rivers Demolition

Vince Bernacchi, Schetter Electric

Jenny Quigel, Concrete North

Bryan Johnson, Capital Engineering

Aaron French, Greenwaste of Sacramento

Ken Wagner, Wateridge Insurance Services

UPCOMING ISSUES

Voter approval of the Davis Innovations development project

Destination Sacramento campaign for a downtown convention center/civic attractions

Sacramento State Event Center/ Gymnasium

Transportation Measures in Sacramento and Placer Counties

\$1 billion in local school bond measures

\$1.2 billion in downtown government developments focused on local companies

Other initiatives as directed by the IPAC Board of Directors

REGION BUSINESS KEY STAFF



Joshua Wood, Chief Executive Officer

Mr. Wood is the co-founder and CEO of Region Business overseeing all of the affiliates and trades associations.



Robert Abelon, Executive Director

Mr. Abelon is the Executive Director of the Economic Growth Institute and the Senior VP of Region Business, overseeing all political activity for all of the trade association's Political Action Committees.



Orlana Van Zandt, Office Manager

Mrs. Van Zandt is the Office Manager for Region Business, it's affiliates and trade associations.

“Time and time again we have been able to accomplish what so many have told us we could never accomplish.”

- Bill Porter, Founder & President, Porter Law Group

