



## OBI Member Survey

We want to hear from you! This week OBI sent out its annual member survey; please take a moment to give us your thoughts about the programs and services we provide. The survey takes just 10 minutes and responses are strictly confidential.

Be sure to include your contact information at the end of the survey if you would like to be entered to win a \$500 Amazon gift card. Thanks again for participating. Responses are due back by **March 20, 2020**.

[Survey](#)

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## In the Legislature

The fate of proposed cap-and-trade legislation continues to dominate the February legislative session. Republicans have not ruled out a walkout to deny a quorum if the Democratic leadership moves a bill forward, thus blocking a floor vote. This could impact the fate of several bills still making their way through the legislative process. The short, even-year session is constitutionally capped at 35 days, so work must be done by March 8.

Here are a few of the bills OBI is watching:

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### Metro Tax Rate

This week a proposal to increase the taxing authority of Metro, the three-county regional government in the Portland area, moved through the House Revenue Committee to the House floor. [HB 4164](#) would give Metro the ability to impose a personal income tax of up to 2%, doubling from the 1% currently allowed. The bill specifies that the new revenue must go to programs addressing the region's homelessness crisis.

Opposing the bill, OBI's Mike Stober testified Monday before the House Revenue Committee about the compounding effect of recently enacted taxes and urged the committee to consider the cumulative

impacts. He said OBI agreed about the urgency to address the homeless crisis and said this proposal needed to be considered in the context of other homeless funding proposals on the table, as well as other tax proposals being considered this year.



The House Revenue Committee approved [-1 amendments](#) on Wednesday and moved the bill on to the House, where a vote is expected Friday. You can read [OBI's submitted testimony here](#).

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## Cashless Stores

[HB 4107](#), which would prohibit discrimination based on hair type (which OBI supported) and also ban cash-free stores (which OBI has opposed), was passed by the House on Wednesday with a vote of 45-12. It is now headed to the Senate for consideration.

OBI [previously testified](#), stating the importance of giving stores and retailers the option to be cash-free. Last week the House Judiciary Committee passed it along with a [-2 amendment](#), which exempts online purchases for in-store pick up from the cash-free prohibition in the bill. Prior to passage on the House floor, legislators adopted an amendment that would remove exemptions in the bill for public bodies and gas stations, meaning both will now have to accept cash payments if the bill becomes law. Further amendments to the legislation are expected in the Senate.

[Click here](#) for a statement from House Democrats on the bill's progress.

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## Corporate Activity Tax Update

[HB 4009](#), the technical fix bill for the Corporate Activities tax, is still pending in House Revenue Committee. At a [work session](#) today, the committee is expected to adopt the [-16 amendment](#), which addresses language OBI flagged that could have reduced the value of the 35% subtraction for many Oregon businesses.

The [Department of Revenue](#) has listening sessions on the CAT scheduled for [March in several locations around the state](#). The department will issue its next batch of temporary rules on March 1.

This week [The Oregonian published an article](#) detailing the difficulties businesses are having in complying with the tax as it starts this year.

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## Regulatory Issues

The next meeting of the Attorney General's Consumer Privacy Task Force will take place in March. It is developing legislation for the 2021 session. OBI is part of the task force and is also tracking similar processes in Washington state.

The Oregon Health Authority finished its [Toxic Free Kids Act](#) Rulemaking Advisory Committee at the end of January. Permanent rulemaking will begin in the next few months. OBI is tracking progress and will continue to be involved. The Toxic Free Kids Act regulates items marketed to children by requiring manufacturers to report products containing "chemicals of concern."

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## Customer Convenience

How easy is it for your shoppers to get what they want from your stores? Convenience is becoming more and more important for the retail industry, according to the latest [National Retail Federation Consumer View](#) survey. This winter the national organization looked at how shipping, delivery, online shopping, and buy online, pick up in-store options are shaping consumer choices.

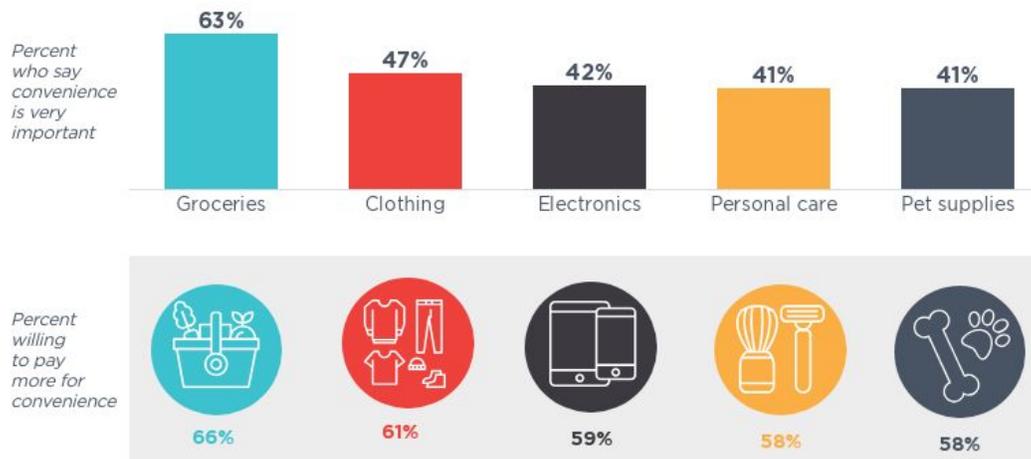
“Nine in 10 are likely to choose a retailer based on convenience,” the [NRF website](#) says, “and these shoppers are looking to retailers to help them save even more time and effort in their busy lifestyles.”

The website shows the survey results in this [slideshow](#), including the following:

- One in three shoppers are significantly more likely to choose a retailer based on convenience
- 52% say half or more of their purchases are influenced by convenience
- Shoppers are willing to pay more for routine, everyday purchases like groceries, clothing, electronics, personal care items and pet supplies.

### For certain types of purchases, convenience matters more

Today's consumer is more likely to place a premium on convenience in their routine, everyday purchases. They are willing to pay more when it comes to groceries, personal care items and pet supplies. But shoppers also value convenience when purchasing clothing and electronics, where it's potentially harder for brands to compete on just price and quality. And shoppers say they are **willing to pay more** for convenience in these areas.



Source: NRF's Winter 2020 Consumer View



Compared with five years ago:

- More than one third say they have less free time
- 83% say convenience while shopping is more important
- 86% say shopping is more convenient now

Has growth of internet-based retail caused you to change how you interact with your customers?

Yes

Select

No

# WHAT DO YOU THINK?

## Last Month's Results:

Did your stores do well during the 2019 holiday season?

50% yes

50% no



## Upcoming Events

### Save the Date: Eastern Oregon Economic Summit

This event brings state, regional, and local leaders from across private and public sectors to Hermiston to discuss issues and set goals to improve our Eastern Oregon communities and region.

July 23: Regional industry and issue tours  
July 24: General session and breakout discussions  
[Click here](#) to learn more



## Retail News

[Walmart Looks Toward Training More Health Workers, Streamlining Care for Employees in Health Care Push](#)

[Local Best Buy Supports Employee After Earthquake Devastates his Family in Puerto Rico](#)

[Strong Hiring Trend Continues in Central Oregon](#)

[From Dutch Bros, a Fresh Cup of Valentine's Luv](#)



## Resources



**Smart Oregon Businesses  
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### LegalPlus Program

Did you know, by being an OBI member you can get free legal advice? OBI and Innova Legal Advisors provides members 15 minutes of free legal consultation each month through the LegalPlus program. Contact Bob Blackmore at Innova Legal Advisors: Phone: 503-479-7175; email: [Bob.Blackmore@innovalegaladvisors.com](mailto:Bob.Blackmore@innovalegaladvisors.com) or [click here](#) for more information.



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### Wholesale Fuel Pricing

OBI has partnered with MCP Petroleum to drive down OBI members' fuel cost. OBI is leveraging the collective purchasing power of our membership to get wholesale fuel pricing for our members. In addition to fuel savings, OBI members will have access to a comprehensive fuel management system that will reduce slippage, save valuable employee time and provide accountability and oversight of your company's fuel consumption.

To find out how to save on your fuel cost, contact [Nancy Marquay](#) for more information.



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