



How to Talk to Legislators

March 22, 2021

Welcome

Presentation materials:

- Download the presentation from the AAUW California website home page.
- The meeting recording, a summary Q&A document and example documents will be posted following the meeting.

Questions:

- Use the Q&A function to pose a question. We'll stop periodically to answer general questions.
- Chat has been disabled.

The screenshot shows a Zoom 'Question and Answer' window. At the top, there are two tabs: 'All questions (1)' and 'My questions (1)'. A red dashed arrow points from the text 'Check here for answers to all questions.' to the 'All questions (1)' tab. Another red dashed arrow points from the text 'Check here for answers to your questions' to the 'My questions (1)' tab. Below the tabs, a question is visible: 'Where can I download the presentation?' asked by 'You' at 09:45 AM. A 'Collapse all (1)' button is also present. Below that, a response from 'AAUW California' at 09:46 AM is partially visible. At the bottom of the window, there is a text input field with the placeholder 'Type your question here...'. A red dashed arrow points from the text 'Type your question here.' to this input field. In the bottom left corner, there are two circular icons: 'Chat' and 'Q&A'. The 'Q&A' icon is circled in red. A red dashed arrow points from the text 'Chat has been disabled. Use the Q&A function' to the 'Q&A' icon. In the bottom right corner, there is a red 'Leave' button.



Presenters



Kathi Harper
Public Policy
Co-Chair



Sue Miller
Public Policy
Co-Chair



Kathleen Van Osten
MVM Strategy Group



What We Will Cover

- The purpose and scope of Lobby Day
- Agenda for the day
- How to conduct your meetings
- How to talk about our bills
- The logistics



Purpose and Scope of Lobby Day

Great opportunity to:

- Acquaint yourself with your legislators.
- Acquaint your legislators with AAUW, AAUW California, and your branch.
- Advocate on behalf of AAUW California's top 3 priority bills for 2020-21.



The Day's Agenda

9:00 a.m. to 9:45 a.m.

- Introduction of AAUW California Advocate Kathy Van Osten (KVO) from MVM Strategy Group
- Address from Assemblywoman Cristina Garcia, Chair of the Women's Caucus
- Address from Assemblywoman Eloise Reyes, new Assembly Majority Leader
- Overview of the day from KVO

10:00 a.m. to 4:00 p.m.

- Legislative Meetings



The Meetings

- Meetings will last about 20 minutes. Each team member will have 5 minutes to speak.
- Team Leader makes introductions, presents overview of AAUW, AAUW California, and leader's branch if in district.
- Each member gives overview of member's branch if in district, explains their assigned bill, and asks for a commitment of support.
- Team leader thanks the legislator or staff, gets contact info for follow-up.



Proposed Script For Lobby Day

Team Leader

Good [morning][afternoon]. On behalf of AAUW California, we want to thank you so much for giving us the opportunity to meet with you today. My name is [], I am from the [] branch of AAUW, these are my colleagues [introduce each or let them introduce themselves, with branch name].

I'd like to take a few minutes to tell you about AAUW, the American Association of University Women, but may I ask first if you are familiar with our organization? (Give them a chance to tell you what they might already know – don't waste time on info they already have, just fill in whatever is missing) – highlights:

- Nationwide organization started in 1881
- Headquartered in Wash D.C., affiliates in all 50 states, including CA
- We are known as AAUW California. We were organized in 1921 and incorporated in 1956, we currently have 119 branches and over 10,000 members.
- Our mission is to advance equity for women and girls through education, research and advocacy, but our values include ensuring equity for a diverse society



Proposed Script For Lobby Day Team Leader (continued)

[If you are all from the same branch and your branch is in district]: Our branch is in your/the member's district, and [if appropriate] we appreciate the support you/the member has shown for issues we care about. I'd like to tell you a little about the things our branch is doing for your/the members community [highlights of current/recent events].

[If none of your members are from the legislator's district]: I will tell you, none of us are/our branch is not from your/the member's district, we were asked to meet with you/your office because it is an important district and unfortunately none of our members from your district was available. If I may, I'd like to tell you just in general the kinds of activities branches are engaged in throughout California [some ideas: Tech Trek, scholarships, community education, Get out the Vote]

Can I answer any questions for you about AAUW?

Every year, AAUW California sets a legislative agenda of about 30 bills that we are supporting. We have chosen our top 3 that we'd like to talk to you about today, and at this point I will turn it over to my colleagues, each will address one of our bills.



Proposed Script For Lobby Day Team Member

I'd like to also thank you for giving us the opportunity to talk to you today. [If you are in district and the Team Leader is not from your district, you should introduce your branch and talk about some of the activities your branch has engaged in that supports the district.]

I'd like to talk to you today about [Bill No.] [Refer to talking points.]

Do you have any questions for me about [Bill No.]? [If you can answer, do so. If you can't answer]: I'm not sure about that, but I will definitely have someone from our state public policy team get back to you with an answer right away.

May I indicate that AAUW will have your support for [Bill No.]? [If they say "no" don't argue, just ask them if they would mind sharing their concerns, then write them down.]

[Each member will repeat in turn.]



Proposed Script For Lobby Day

Team Leader - Closing

Thank you again so much for your time and attention.

[If you are meeting with the legislator]: Can you give the name and contact for who we should send follow-up responses and material to?

[If you are meeting with a staffer]: Can you spell your name and give me your contact info so we can send responses and material to you?



Some Do's ... Before the Meeting



- Do some homework - know where the member stands on AAUW values.
- Make sure you understand the bills. Review the talking points and ask if you're not sure.
- You will be on Zoom. Make sure your equipment is working and there are no distractions.

During the Meeting



RELAX! They're just people!

- Let them know if you are a constituent.
- Let your pride in AAUW shine through.
- Stick to your allotted time.
- It's okay to read from the talking points.
- Give them time to ask questions and listen carefully to responses.
- It's okay to say "I don't know". Tell them you'll find out and that someone will circle back. **WRITE IT DOWN!**
- Ask if we can count on the member's support.



Some Don'ts



- If you have been a campaign contributor **DO NOT MENTION IT!**
- Don't be late. Check in a few minutes ahead of time to ensure no computer glitches.
- If the legislator is about to speak or is speaking, do not interrupt.
- Don't ramble.
- Don't eat or drink. It's only 20 minutes!

Some “Don’t Forgets”



- Designate someone to take a picture of the screen.
- Be flexible.
 - We may have last-minute changes beyond our control.
 - Your member or staffer may be late.
 - Your member or staffer may have to cut the meeting short.
 - There may be technical glitches.
 - Be courteous no matter what.
- Get contact info.
- Make note of questions/concerns/responses.



Questions



Talking Points for Assembly Bill 92

Child Care Family Fees

Author: Assembly Member Eloise Gomez Reyes
Co-Sponsored by AAUW California

- Recently Governor Newsom released his *Master Plan for Preschool and Early Childhood Education in California*, a timely document given the public health crisis and economic recession. The pandemic caused many childcare providers to go out of business, and for many parents has heightened the need for affordable child care for families and communities of color who are a significant part of California's essential workforce.
- Access to child care is a challenge for low-income parents in California. The average two-parent family spends around 20% of its annual income on child care. Experts say that spending more than 7% places economic stress on working families.



Talking Points for Assembly Bill 92 (Continued)

- State and federally funded programs help families, but they must still pay fees. This can make subsidized care unaffordable and jeopardize employment or education. The current fee structure penalizes families, since the fees increase as income rises.
- This bill will create an equitable sliding scale for family fees, relieving the burden on working families struggling to pay for child care and early childhood education services.
- By increasing the affordability of child care to working families, this bill will benefit the economic recovery of the state by helping parents remain in the workforce and achieve economic stability.

Ask your Senator or Assembly Member to vote “aye” on SB 92!



Talking Points for Senate Bill 62

Garment Worker Protection Act

Author: Assembly Member Maria Elena Durazo

- SB 62 would expand and strengthen enforcement of wage theft liability in the garment manufacturing industry, ensuring that retailers cannot use layers of contracting to avoid responsibility under the law. By eliminating the piece rate in the garment industry while still allowing for bonus and incentive payments, this bill would ensure that workers are paid for all time spent working.
- Wage theft is a significant issue in the “underground economy” of the garment manufacturing industry in California. In Los Angeles, some 2,000 garment manufacturers employ more than 46,000 people - mostly immigrant women - who spend 10 to 12 hours a day cutting, sewing and dyeing clothing. Most recently many have been re-focused on face masks and personal protective equipment. Garment workers are paid by the piece rate rather than being paid legal wages for all time spent working. Utilizing the piece rate enables subminimum wage, on the average, \$5.15 an hour.



Talking Points for Senate Bill 62 (Continued)

- In 1999, a landmark worker protection law was enacted to address wage theft in the garment industry. However, in the more than 20 years since its passage, bad-actor garment brands have found countless ways to circumvent the law to avoid liability, resulting in the continued exploitation of thousands of workers in California and millions in wages stolen from workers and the communities of color where they spend their money.
- SB 62 would strengthen protections for garment workers by:
 - Eliminating the piece rate in the garment industry to ensure garment workers are paid legal wages for all time spent working, while still allowing for incentive-based bonuses above their legal wage.
 - Expanding liability for wage violations.
 - Creating a rebuttable presumption as to the identities of the brands based on garment workers' testimony.
 - Explicitly authorizing the Labor Commissioner's Bureau of Field Enforcement to investigate and cite brand guarantors.

Ask your Senator or Assembly Member to vote “aye” on SB 62!



Talking Points for Senate Bill 373

Consumer Debt: Economic Abuse **Author: Assembly Member Dave Min**

- This bill will prohibit creditors and debt collectors from being able to collect from an individual when the individual can demonstrate the debt was incurred through economic abuse. It will also prevent the debt from being reported to credit agencies.
- “Economic Abuse” means a person causing an individual to have impaired financial stability by maintaining control over the individual’s financial resources, including unauthorized or coerced use of credit or property, withholding access to money or credit cards, forbidding attendance at school or employment, stealing or defrauding money or assets, exploiting the individual’s resources for personal gain or withholding physical resources such as food, clothing, necessary medications, or shelter.
- It primarily focuses on survivors of domestic violence, elder or dependent adult abuse, and foster youth. Debts taken out in their names without their knowledge or consent damage individuals' credit and force them into years of debt repayment, reducing their economic stability and leaving them vulnerable to future abuse, poverty, and housing instability or homelessness.



Talking Points for Senate Bill 373 (Continued)

- While these issues can impact people of all genders, domestic violence and its consequences disproportionately harm women. Financial abuse occurs in 99% of domestic violence cases. Abusive partners can incur debt without a survivor's consent, or coerce a survivor into incurring the debt, by threats of harm. 52% of domestic violence survivors report experiencing coerced and fraudulent debt.
- In cases of elder abuse, family members and other trusted individuals can abuse a Power of Attorney and steal money, take advantage of joint bank accounts, use ATM cards and steal checks to withdraw funds from the individual's accounts, and threaten to abandon, hit or otherwise harm the individual unless their demands are met.
- Youth in foster care are particularly vulnerable because they may have multiple placements which give many adults access to their personal information.

Ask your Senator or Assembly Member to vote “aye” on SB 373!



Questions



Logistics - Before the Meeting

- Each team will receive an itinerary of their meetings no later than March 23rd.
- Some legislative offices wait until the last minute to schedule our meetings, which is why you may receive your itineraries so late.
- For each meeting, the itinerary will include:
 - The time for each meeting
 - The legislator and district
 - A link to join the meeting
 - The committees the legislator sits on that will likely hear our priority bills. Be sure to reference the bill that will be going to that committee, for the legislator's point of reference.
 - Any bills the member is carrying for which AAUW California has taken a support position. Be sure to reference these bills and let them know of AAUW California's support for their bill.



Logistics - During the Meeting

- For each meeting, including the launch meeting, a separate link will be provided. AAUW California has scheduled most of our meetings through Microsoft Teams.
- Some legislators wanted to use their own Zoom meeting sites, so you may see a mix of Microsoft and Zoom links.
- Be sure to be on time!

Questions about one of your legislators, or any of your meetings?

Contact Kathy Van Osten
916-605-9293.

Difficulty accessing a meeting through a link?

Contact Jennifer Minnehan
916-444-3108
916-397-8523 (cell)



Logistics - After the Meeting

- Team leaders will have documents for specific feedback for each meeting. Please be sure to note any questions or requests for specific information that we will need to follow-up on, so that we can respond and get that information to the legislator.
- Please forward these documents to:

Kathi Harper and Sue Miller at
publicpolicy@aauw-ca.org



Questions