



Legislative Ambassador Program Guidelines

Connecting the lawmakers may seem intimidating, but they are eager to hear from constituents in their districts and learn about how their work impacts businesses, including your bank. Here are a few things to keep in mind:

- Before setting up your first meeting, do some homework. Learn what committees they participate in, their background prior to serving in the Legislature, and what their policy goals are.
- Set up an appointment to meet with them, and share information about your bank and how recent legislative changes have affected your customers.
 - Keep anecdotes short and to-the-point and stick to banking.
 - Encourage them to think about the issues you are discussing.
 - The industry strives to maintain a bipartisan approach, we encourage pro-business legislation regardless of party affiliation.
 - When possible use personal examples and avoid industry jargon.
 - Thank them for their support of the industry if they have been supportive OR encourage them to consider your positions on these topics in the future.
 - If you don't know about a topic or policy, or aren't sure how to respond, tell them you'll find out and get back to them.
- Invite them to visit your branch/bank headquarters. This gives you a chance to share more about your branch and how you help your customers and community.
- If you have questions, don't hesitate to contact WBA - we're here to help!

Issues to Watch

Here's a recap of policy issues that WBA is watching ahead of the 2019 Legislative Session:

- State Bank/Public Depository study – Every year since 2009, a bill has been introduced to study or implement a state bank. In 2018, while a bill did not pass, a proviso to study the issue was included in the state budget. The study will look at the feasibility of creating a state bank, the necessity and impacts and is due to the Legislature in June 2019. **WBA does not yet have a position on this, as little information is available concerning what the state bank would be used for.**
- Public Deposit Protection Commission (PDPC) – The PDPC regulates financial institutions which accept public deposits. **WBA members believe there are opportunities to automate and enhance the reporting and oversight of this process.**
- DFI Mutual Charter Update – The Department of Financial Institutions is in the process of modernizing and updating many of its charters. WBA and member banks are engaged in several committees to help review these rules, many of which have not been updated since the 1960s.
- Credit Unions – Last session, the credit unions advanced a bill that allowed them to accept unlimited municipal deposits. WBA fought back, and the legislation which passed, allows credit unions to accept public deposits in Washington counties with less than 300,000 people. Next session, we are watching to see if credit unions return to try to change that limitation. We also expect that credit unions will push for legislation asking for changes to the supplemental capital rules, which would allow them to expand their business.
- City of Seattle Employee Hours Tax – In May, the City of Seattle passed a head tax on businesses with more than \$20 million gross taxable receipts. We expect the state legislature to discuss this issue. We encourage WBA member banks to discuss and examine the possible effects on the business climate and your customers.



Legislative Ambassadors

Top 10 Things to Know

1. Don't be intimidated! Lawmakers are excited to talk to constituents and want to hear about businesses in their communities and what you are doing in your community.
2. Identify the lawmaker in your district and do your homework. Find out what committees they are on, policy priorities and what legislation they've sponsored.
 - ★ *WBA has you covered! Your Legislator Profile includes key information about lawmakers.*
3. After you've done your homework, set up an appointment with the lawmaker and ask to share information about your bank and work in the community.
 - ★ *Share about your bank, types of clients and work you've done in the community, as well as some of the issues concerning banks.*
4. Share personal examples of how laws and regulation have changed the industry and the challenges your bank faces when serving customers.
5. Here are a few legislative issues to know about:
 - State Bank** – For the last 10 years, Washington lawmakers have been discussing and studying creation of a state bank. This year, the state commissioned a study to look at the feasibility of a state bank, the necessity of it and impacts it may have. The report is due back in the summer 2019. Too little information is available to determine whether a state bank would be beneficial. Banks throughout Washington provide a variety of services to serve local municipalities.
 - Public Deposit Protection Commission (PDPC)** – The PDPC regulates financial institutions in Washington which accept public deposits, such as those from cities, counties and other public municipalities. Banks must register to accept public funds and are monitored. WBA members believe there are opportunities to automate and enhance the reporting and oversight.
 - Credit Unions** – Many lawmakers do not understand the difference between banks and credit unions. In the 2018 Legislative session, credit unions advanced legislation that allowed them to accept unlimited municipal deposits. Next session, we expect that credit unions will push for legislation asking for changes to the supplemental capital rules, which would allow them to expand their business.
 - DFI Mutual Charter Update** – The state's Department of Financial Institutions, which regulates all state banks and credit unions, is in the process of modernizing and updating many of its charters. WBA member banks are engaged in several committees to review these rules, many of which have not been updated since the 1960s.
9. Thank them for their support of the industry and ask them what they want to know about the bank and questions they may have about the industry. If you don't know the answer to a question, let them know you'll find out and get back to them.
10. Have fun!
 - ★ *Once you've established a relationship, share periodic updates, such as upcoming events or news from your bank.*