



The Voice of the Lodging Industry

CABBI Legislative & Tourism-Association Involvement & Achievements

From the moment of CABBI's inception to the present day, there has been one united voice on behalf of the state's bed & breakfast inns at the legislative and tourism-association level. In fact, one of the primary purposes for forming CABBI was to address policy-making and comprehensive publicity needs.

Don Martine, owner of the Martine Inn, recalls that: "Workman's Compensation laws were having a very expensive effect on our industry. We were being taxed \$13.50 from each \$100 earned per employee. Through much footwork on the part of CABBI members, we were able to have this reduced to \$4.50. That one change saved my business \$27,000 a year in payroll costs!"

The spillover of the CABBI effort affected the entire industry. "Everyone benefited from our works," Martine reports. "Elected officials honor the small business voice, when it is united. They understand, and rightly so, that we are the powerful undercurrent of the state's economy."

Throughout CABBI's history, there has been an organized entity of innkeepers that oversee the legislative well-being of CABBI member bed & breakfast inns. Through CABBI's partnership with the California Hotel & Lodging Association (CH&LA) and their national affiliate, the American Hotel & Lodging Association (AH&LA), CABBI has established a presence in Sacramento as well as Washington D.C. to the benefit of CABBI members as well as the entire industry.

The following is a brief description of CABBI's efforts:

- When the White House called for a Tourism Conference, CABBI was there. CABBI's involvement brought attention to the rapidly growing B&B presence in the tourism market.
- Innkeepers serving food other than breakfast are no longer in violation of a now amended state law, thanks to Glyn Davies (Simpson House) and Jim Abrams, the president & CEO of the California Hotel & Lodging Association.

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- A similar situation arose when the state mandated that all food service establishments have managers and all employees obtain a food safety/sanitation certificate. Designated members of CABBI stepped in to amend this costly law.
- An outdated law required commercial kitchens to be installed in establishments that served food to the public. Thanks to persistent lobbying, the "commercial kitchen law" was amended and brought into line with the B&Bs' limited food preparation services.
- When the Department of Alcohol Control wanted to close down inns serving alcohol without a license, CABBI was able to obtain a special license that would enable innkeepers to serve wine with the afternoon hors d'oeuvres.
- The Sales Tax Amendment: Innkeepers were being forced to allocate a portion of the room rate to the Food & Beverage agency and pay sales tax on "complimentary" food and beverages furnished to guests. CABBI and CH&LA lobbied for a change and secured an amendment that offers innkeepers a "safe harbor" from the burden taxation.
- CABBI is active in the California Travel Industry Association and is well represented on the California Travel and Tourism Commission (CTTC).

Prior to the birth of CABBI, the voice of the individual bed & breakfast owner was barely audible. Since the inception of CABBI, this has changed. By a cohesive and focused effort, California bed & breakfast inns have established a strong and effective voice ... a presence to be honored, respected, and without a doubt, responded to in a fair, just and timely manner.

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