



## KEY INFORMATION TO SHARE WITH LAWMAKERS

### Workforce Development

- What types of jobs does your company need to fill? Are you seeing skills gaps?
- Have there been jobs that have gone unfilled?
- What type of career path/wages are available to employees at your company if they demonstrate necessary skills/education and training?
- Has your company successfully partnered with vocational or skills-based training programs?

### Tax Reform

- Are you a C-Corp or S-Corp/pass-through entity? Define the concern/risk of lawmakers lowering corporate but not doing so for pass-through rates.
- What types of capital expenditures have you made in recent years/are planning to make? How would full expensing allow your company to grow?
- Do you use R&D tax incentives? If so, share an example of the benefits derived from doing so.
- Are you a family-owned company? If so, remind lawmakers of the expense/planning costs associated with attempting to create next-generation ownership. How could this expense be better directed into pro-growth business strategy?
- If tax reform as discussed by President Trump were to be enacted, what growth or impact would be seen unleashed in your business?

### Smarter Regulation

- Which agency and/or regulation causes you the most heartburn?
- Are there rules and regulations that are duplicative or outdated in your operations?
- Are there rules for which compliance/administrative burdens outweigh the intended outcome?
- What voluntary worker safety and/or environmental programs are in place at your company?

### Postal Reform

- What volume/type(s) of mail does your company print? New types of innovation/value of mail?
- How many jobs in your company are associated with mail/fulfillment?
- Are your customers concerned about investing in print/advertising due to uncertainty of USPS?

### Health Care Reform

- How was your company's recent renewal experience? Higher premiums? Redesigned plans?
- What is the biggest challenge in providing quality health benefits?
- How does health care law impact your strategic business decisions? (Hiring? Hours? Etc.)

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