



## SAMPLE CAPITOL HILL MEETING

### ► Introductions

- Choose a “captain” to open the meeting on behalf of the group. This person should state the group is part of the Print & Packaging Industry Legislative Summit and note the economic scope of the industry nationally and in the state/district using a few facts and figures provided in this handbook.
- Each meeting participant should then introduce themselves and their companies, including:
  - Location(s) of facility, # of employees, \$ of annual shipments, years in business, and/or other unique factors (family-owned business? Environmental awards?)
  - Concrete example(s) printing/type & customers; show any samples.
- Don’t rush this step! Be sure the lawmaker/staff understands the value of your company as a business constituent.

### ► Advocacy Messages & “Asks”

- State issue(s) and hand out policy brief. Walk through the policy challenge/opportunity and provide an example of how your business would be impacted positively or negatively (i.e., why it matters) and state industry’s position on action Congress should take.
- Ask lawmakers position on industry. If same as industry, say thank you & ask how industry might help advance the cause. If opposite of industry, ask if there are areas of compromise? Alternative legislation?
- If there is a specific bill, ask if the lawmaker will cosponsor and/or vote for it. This is the proverbial “asking for the order.”

### ► Relationship Building & Conclusion

- Offer to be a “back home” sounding board for current or future manufacturing/business issues impacting the industry.
- Invite the lawmaker to tour your facility.
- Encourage the lawmaker to join the Congressional Paper & Packaging Caucus. The purpose of the Caucus is to inform Congress about the value of paper in packaging industry in state/districts. Senate Co-Chairs are Senators John Boozman (R-AR) and Debbie Stabenow (D-MI); House Co-Chairs are Representatives Bruce Poliquin (D-ME) and Kurt Schrader (D-OR). Lawmakers/staff should contact these offices for more information.
- Refer additional policy discussions or special follow-up requests made by lawmakers/staff to lobbyists at the host associations.

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# PRINT & PACKAGING LEGISLATIVE SUMMIT

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