



Community | Commitment | Communication

Founded in 2014 to influence state and local policy makers to support the improvement and betterment of the contractor business community.

American Subcontractors Association Colorado
Associated Wall & Ceiling Industries Colorado
Colorado Roofing Association
National Utility Contractors Association Colorado
Rocky Mountain Steel Construction Association
<https://coloradocontractorscoalition.com/>

WHAT TO KNOW ABOUT MEETING WITH YOUR LEGISLATOR

BEFORE YOUR MEETING:

- Do some research on your legislator.
 - Look at their website, Facebook, Twitter, etc.
 - What was their job before being a legislator? What are they passionate about?
- Have a brief opening statement prepared about you/your company
 - How many employees are employed in the legislators' district?
 - Provide a quick background about you and your business
- Send them our fact sheet on retainage
- In 2020 the world is obviously different. Ask your legislator their comfort level on how they would like to meet in a way you feel comfortable as well (in person, Zoom, phone call, etc.).

DURING YOUR MEETING:

- They are regular people and work for you, there is no need to be nervous. They need & want your feedback *and* your vote.
- Take a moment to ask about who they are and what they are working on and passionate about. Constituents *rarely* ask what their legislator is excited about working on.
- Most legislators have no first-hand experience with the construction industry. Do not use acronyms and be as clear as possible. Go slowly and give them time to ask questions.
- Bring out the fact sheet and if you are meeting in person hand them one. Briefly explain our coalition to them and how/why you are involved.
- Do not read the fact sheet to them, instead tell them the story about how retainage is negatively impacting your business.
- Explain to them what you would do with the extra money.
- Tell them we are going to run a bill next year to lower private retainage to 5%.
- Most legislators love to talk. It's okay if you don't get all your points across in the first meeting. It's more important to build a long-term relationship than to talk over them or blurt out what you came to say. Try to get to your point, but don't beat yourself up if it goes differently than you expect.
- At the end of the meeting, if you are able to give a financial donation to their campaign it would go really far. \$400 is the maximum amount they can accept but they always value contributions of any amount, especially from a constituent.
- Thank them for taking the time to talk to you.

AFTER YOUR MEETING:

- Send a follow-up email
 - Thank them again for taking the time and listening to your concerns.
 - Give them your contact information and let them know you can be a resource for them.
 - Let them know you will reach out when we know more about our bill.

Thank you for taking the time to reach out to your legislators. Experience tells us that the time spent forging relationships with your elected officials pays dividends in future years. If you have any questions, please feel free to contact your lobbyists:

- **Amber Valdez** – Amber@Valdezpa.com, 303-349-9563
- **Emma Hudson** – Emma@emmahudsonconsulting.com, 608-669-3662