



# MEETING WITH LEGISLATORS

## TOOLS & TIPS

### Know your audience.

Know how this legislator voted on past production incentive bills (cheat sheet on pages 2-3 below). Know if he/she cosponsored the bill. Be sure to say **thank you for good votes**. For the legislators who didn't do the right thing last time, be brave enough to say, **"I hope we can count on you this time."**

### Stay "on message."

Many meetings are ineffective because a participant brings up other issues or strays from the key arguments supporting your position.

#### **Our message is:**

We want to keep film in Washington and to do that we need to renew the Motion Picture Competitiveness Program (MPCP). Last year we had to turn away 6 projects in January that would have generated an estimated \$107 million of economic activity.

Since 2007, film projects approved by the MPCP have brought in an estimated \$116 million in direct in-state spending and created over 17,500 jobs for Washington residents. In June 2017 (when the program sunsets), a decade of progress will be lost if action is not taken. Please renew the MPCP this legislative session.

#### **Supporting arguments:**

- For every \$1 we invest in film, we generate \$10 in economic boosts for our communities.
- Our creative economy depends on attracting and keeping the professionals of the film industry working in Washington.
- No dollars are paid out until after projects have invested in Washington State.

### Go local. Really local. Really, really local.

Legislators want to hear your thoughts and opinions because you are a constituent. One of your most useful strategies is to relate the issue and your position to yourself. **Tell your personal story, why you care.** Facts and figures don't stick, but personal stories about why film is important do.

#### **This is important to me because....**

### Make a clear, actionable request.

Many people are afraid that it's impolite to make a direct request. But, don't forget that the purpose of your meeting is to secure support for our issue. Legislators know you want something, so make the ask.

- ASK 1: **"Can I count on you to vote yes** to renew funding for the production incentive program when it comes up for a vote this year?"

Don't be put off by a no or a maybe. Leave the door open for a follow-up.

- ASK 2: **"Will you think about it a little more?** This is very important to us, back home. **I'm going to send you some more information, can I count on you to take a look?"** Then follow-up with info.

### **DON'T**

- Go "off-message" or discuss unrelated issues.
- Engage in partisan critiques.
- Use threats.
- Be late.
- Get too comfortable.
- Forget to follow-up.

# Legislative Session 2016: House Sponsors

## HB 2542 Sponsors

- Rep. Marcus Riccelli, Prime (3, D)
- Rep. Ed Orcutt (20, R)
- Rep. Joan McBride (48, D)
- Rep. Brandon Vick (18, R)
- Rep. Chad Magendanz (18, R)
- Rep. Kevin Van De Wege (24, D)
- Rep. Sharon Wylie (43, D)
- Rep. Gerry Pollett (46, D)
- Rep. Luis Moscoso (1, D)
- Rep. Shelly Short (7, R)
- Rep. Strom Peterson (21, D)
- Rep. Drew C. MacEwen (35, R)
- Rep. Timm Ormsby (3, D)
- Rep. Kevin Parker (6, R)
- Rep. June Robinson (38, D)
- Rep. Eileen Cody (34, D)
- Rep. Cindy Ryu (32, D)
- Rep. JD Rossett (19, D)
- Rep. Steve Bergquist (11, D)
- Rep. Patty Kuderer (48, D)
- Rep. Jessyn Farrell (46, D)
- Rep. Brady Walkinshaw (43, D)
- Rep. Terry Nealey (16, R)
- Rep. Larry Springer (45, D)
- Rep. Bruce Chandler (15, R)
- Rep. Sherry Appleton (23, D)
- Rep. Joe Fitzgibbon (34, D)
- Rep. Jeff Holy (6, R)
- Rep. Hans Zeiger (25, R)
- Rep. Sam Hunt (22, D)
- Rep. Roger E. Goodman (45, D)
- Rep. Mia Gregerson (33, D)
- Rep. Eric Pettigrew (37, D)

# Legislative Session 2016: Senate Sponsors

## SB 6288 Sponsors

- Sen. Baumgartner, Prime (3, R)
- Sen. Andy Billig (3, D)
- Sen. David Frockt (46, D)
- Sen. Jamie Pedersen (43, D)
- Sen. Jeannie Darneille (D, 27)
- Sen. Mark Mullet (D, 5)
- Sen. Steve Conway (D, 29)
- Sen. Marko Liias (D, 21)

### **MORE TIPS**

- Share handouts at the end of the meeting.
- Be present and listen.
- Ask questions.
- Speak honestly and tell your personal story.
- Breathe.

# Legislative Session 2012: Vote Count

## 2011-2012: SB 5539 Sponsors

- **Sen. Kohl-Welles (Prime Sponsor)**
- **Sen. Prentice**
- **Sen. White**
- **Sen. Brown**
- **Sen. Kilmer**
- **Sen. McAuliffe**

## 2011-2012: Results of SB 5539

### Voted Yea

- Senators Baumgartner, Becker, Benton, Brown, Chase, Conway, Delvin, Eide, Ericksen, Fain, Fraser, Frockt, Hargrove, Harper, Hatfield, Haugen, Hewitt, Hobbs, Holmquist, Newbry, Keiser, Kilmer, King, Kline, Kohl-Welles, Litzow, McAuliffe, Morton, Murray, Nelson, Padden, Prentice, Pridemore, Ranker, Roach, Rolfes, Sheldon, Shin, Stevens, Swecker, and Zarelli.

### Voted Nay

- Senators Hill, Honeyford, Kastama, Parlette, Pflug, Regala, Schoesler, and Tom.

### Excused

- Senator Carrell.

## 2011-2012: HB 1554 Sponsors

- **Rep. Kenney (Prime Sponsor)**
- **Rep. Orcutt**
- **Rep. Pettigrew**
- **Rep. Parker**
- **Rep. Ormsby**
- **Rep. Walsh**
- **Rep. Maxwell**
- **Rep. Billig**
- **Rep. Smith**

## 2011-2012: Results of 2ESSB 5539

### Voted Yea

- Representatives Ahern, Alexander, Anderson, Angel, Appleton, Armstrong, Asay, Bailey, Billig, Blake, Buys, Carlyle, Chandler, Clibborn, Cody, Condotta, Crouse, Dahlquist, Dammeier, Darneille, Dickerson, Dunshee, Fagan, Finn, Fitzgibbon, Goodman, Green, Haigh, Haler, Hansen, Hargrove, Harris, Hasegawa, Hinkle, Hope, Hudgins, Hunt, Hurst, Jinkins, Johnson, Kagi, Kelley, Kenney, Kirby, Klippert, Kristiansen, Ladenburg, Lias, Lytton, Maxwell, McCoy, McCune, Miloscia, Moeller, Morris, Moscoso, Nealey, Orcutt, Ormsby, Orwall, Overstreet, Parker, Pearson, Pedersen, Pettigrew, Pollet, Probst, Rivers, Roberts, Rodne, Ross, Ryu, Santos, Schmick, Seaquist, Sells, Shea, Short, Smith, Springer, Stanford, Sullivan, Takko, Tharinger, Upthegrove, Van De Wege, Walsh, Warnick, Wilcox, Wylie, Zeiger.

### Voted Nay

- Representatives DeBolt, Eddy, Hunter, Kretz, Reykdal, Taylor