



MEETING WITH LEGISLATORS

Know our message.

We want to **increase funding for the MPCP** because the program provides **family wages jobs with health and retirement benefits** for local workers and film **invests in main street businesses in every legislative district** across Washington state.

Using rollover funds from the pandemic, the MPCP was able to expand its impact in 2021, approving **6 projects that spent an estimated \$22.3 million in Washington's economy in less than a year.**

If you want to support the creative economy, film is the way to do it.

Motion Picture Competitiveness Program Stats:

- For every \$1 we invest in film, we generate \$10 in economic boosts for our communities.
- Since 2007, film projects approved for funding assistance have brought an estimated \$162 million in direct in-state spending and created over 24,800 jobs for Washington residents.
- No dollars are paid out until after projects have created the jobs and spent the money with local businesses.

Know your audience.

In addition to knowing the personal background of your legislator (i.e., what they do in life outside the legislature), know how your legislator voted on past production incentive bills (cheat sheets available [here](#).) Be sure to say **thank you to those that have historically supported the program.** For the legislators who didn't do the right thing in the past, be brave enough to say, **"I hope we can count on your support moving forward."**

Stay "on message."

Many meetings become ineffective because a participant brings up other issues or strays from the key talking points about supporting the Motion Picture Competitiveness Program (MPCP) and the statewide film industry.

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 your position on the issue to yourself. **Tell your personal story, why you care.** Facts and figures don't stick, but personal stories about why film is important do.

Make a clear, actionable request.

Don't be afraid to make a direct request. Legislators know you want something, so make the ask.

THE DO NOT'S

- Don't go "off-message" or discuss unrelated issues.
- Don't engage in partisan critiques.
- Don't use threats.
- Don't be late.
- Don't get too comfortable.
- Don't forget to follow-up.

MORE TIPS

- Be present and listen.
- Ask questions.
- Speak honestly and tell your personal story.
- Breathe.

Ask 1: **"Can I count on you to vote yes** to increase funding for the MPCP when it comes up for a vote this year?

Don't be put off by a no or maybe. Leave the door open for 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 look at it?"** Then follow up with information.