



Legislative Hill Climb Guide for Aerospace Business Leaders

As an aerospace business leader, your participation in the legislative hill climb is a valuable opportunity to engage with statewide elected officials. This guide aims to help you effectively communicate your business challenges and needs, fostering a productive dialogue.

Before the Meeting

1. **Understand Your Objectives:** Clearly define what you want to achieve from these meetings. It could be raising awareness about specific industry challenges, seeking support for certain policies, or securing commitments on critical issues.
2. **Research Your Officials:** Know the background, interests, and voting history of the officials you'll meet. Tailor your message to resonate with their priorities and concerns.
3. **Develop Key Messages:** Create concise, impactful messages that encapsulate the core issues your business and the aerospace industry face. Emphasize how these issues affect not just your business but the broader community and economy.
4. **Prepare Supporting Data:** Arm yourself with relevant data and statistics. This could include the economic impact of the aerospace industry in your region, employment statistics, R&D spending, and any specific regulatory or fiscal challenges you face.
5. **Plan for Advocacy:** Decide what specific actions or support you are seeking from the officials. This could be in the form of policy changes, investments, tax incentives, or regulatory reforms.

During the Meeting

1. **Introduce Your Business:** Start with a brief overview of your company, its role in the aerospace industry, and its significance in the local and state economy.
2. **Share the Benefit of Your Business to the State:** Highlight how your business contributes to job creation, revenue generation, and other benefits like technological innovation or community development. This underscores the value of your business to the state's economic health and progress.
3. **Present Your Challenges and Needs:** Use your key messages and supporting data to articulate the challenges your business faces. Be clear about how these challenges impact your operations and the wider industry.
4. **Discuss Potential Solutions:** Share your ideas or proposals for how the state government can support your business and the industry. Be specific about the type of support you need, whether it's legislative changes, financial incentives, or infrastructure investments.



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5. **Engage in a Dialogue:** Encourage a two-way conversation. Listen actively to the officials' perspectives and be prepared to answer questions or provide additional information.
6. **Personal Stories Matter:** If possible, share personal stories or anecdotes that illustrate the real-world impact of policies on your business and employees. This human element can be very persuasive.

After the Meeting

1. **Follow-Up:** Send a thank-you note reiterating your key points and the commitments (if any) made during the meeting. Include any additional information or answers to questions raised.
2. **Keep the Dialogue Open:** Offer to be a resource for the officials on aerospace industry matters. Regular communication can build a lasting relationship beneficial to your business and the industry.
3. **Report Back:** Share the outcomes of your meetings with industry peers. Collective understanding and strategizing can enhance industry-wide advocacy efforts.
4. **Monitor Progress:** Keep track of any commitments or actions taken by the officials following your meeting. Stay engaged in the legislative process and provide feedback as necessary.

Conclusion

Your role in these meetings is critical for advocating the needs and challenges of the aerospace industry. By preparing thoroughly and engaging effectively, you can build meaningful relationships with elected officials and drive positive change for your business and the sector.