



Montgomery County Chamber of Commerce
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Dear MCCC Members,

MCCC has been active on Capitol Hill, advocating for a pathway to growth for small businesses, the work doesn't stop there – this is a great opportunity for you to reinforce MCCC's message.

As business owners, you are affected by government policy every day – from accessing capital to entering the federal market or simply paying your taxes. MCCC aggregates those concerns and issues to drive our policy priorities. While the Chamber's government relations team will continue to advocate for the business owners across the county, state, and region, your engagement with lawmakers in your home districts and states can make all the difference.

Supporting Maryland's businesses requires support from Republicans and Democrats alike. MCCC is asking all of its members and supporters to meet with their Senators and Representatives to urge them to support MCCC's policy priorities.

Please find a more information below, a guide for your meetings with your legislators, and tips on how to make your meeting count.

Sincerely,

Gigi Godwin
President & CEO
Montgomery County Chamber of Commerce

To Lead, Advocate and Connect as the Voice of Business



What to Talk About

Support a Pathway to Growth for Small Business Contractors. The goal of the government is to foster small business and broad economic growth by providing fair access to opportunities through contracts. However, there is no path forward for successful businesses that have outgrown small status to continue their prosperity in government contracting. Businesses larger than \$38.5 million in revenues or 1,500 employees must compete with the largest businesses, with over \$500 million in revenue for contract opportunities, thus putting many contracts out of reach.

MCCC is recommending three initial steps to address this problem:

- (1) Advise federal agencies on structuring contracts so they incorporate the ability of midsize companies to compete. It is essential to sustain midsize businesses, to both reduce monopoly problems and diversify the types of businesses engaging in the federal market. However, many of the most lucrative federal opportunities have been structured in a manner that excludes many midsize businesses. This initiative will involve educating agencies on structuring MAC requirements to enable midsize firms to compete.
- (2) Allow midsize companies to use three of the past five years to determine their size status. A size standard, which is usually stated in number of employees or average annual receipts, represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a small business for SBA and federal contracting programs. Annual receipts are currently calculated by averaging the preceding three years. This proposal would change the receipt calculation by using the lowest three of the preceding five years of receipts, to determine the average. Due to the long contract award process and the significant dollar size of task orders, small businesses can quickly outgrow their size standard without having the time and resources to invest in firm infrastructure. Preparation for full and open competition often requires significant time and resources. This change would allow these businesses a smoother transition.
- (3) Allow midsize companies to subtract research and development expenses and expenditures to determine size status. We propose to permit entities to subtract Independent Research and Development (R&D) expenses and expenditures from that entity's "receipts," as defined by 13 CFR 121.104, for the purpose of calculating size. This supports the government's initiative to stimulate technological and biomedical innovation and allows companies to continue to pursue and develop new products and processes, without undue penalty. Definition: R&D expenses (as defined by the IRS) encompass the allowable costs of basic research, applied research, development, plus systems and other concept formulation studies.

Metro Funding. Congress needs to reauthorize and expand the PRIIA (Passenger Rail Investment and Improvement Act) which provides \$150 million in capital dollars annually for 10 years to WMATA. Metro's current capital program is investing just over \$1 billion annually, and the objective is to invest \$15.5 billion over the next 10 years to bring the system back to, and to maintain, a state of good repair. Through collaboration and partnership between Maryland, Virginia, and the District of Columbia the \$500 million annually in dedicated funding will greatly improve Metro's ability to plan long-term investments and also to use debt to fund part of the program at more competitive rates. However, reauthorization and expansion of this Act is key to the success of Metro.



How to Reach Your Elected Officials

The best way to make sure MCCC's messages are heard is to schedule a meeting with your legislators through their local offices. You can find your Senators [here](#). You can find your Representative [here](#).

- Schedule a meeting with your legislators and/or their staff. Call your district office and be flexible with respect to scheduling. It doesn't need to be a formal meeting, you can arrange to meet your elected officials after a townhall or another public meeting. You may have to make more than one call to arrange this meeting.
- An alternative to one-on-one meetings is attending town hall meetings. These are open to the public and can generally be found on the Member's website or by contacting the office. If you attend one of these events, you can request an introduction to the Member.
- Finally, social media, including Twitter and Facebook, are brief, but well-used avenues for communicating with legislators. Committees also have social media accounts where comments can be directed.

Making the Meeting Valuable

The goal of Congressional outreach during recess is to amplify the message MCCC builds in Washington, D.C. Start by introducing yourself, your company, and sharing information about the Chamber. Please share MCCC's priorities.

Three tips to get the most out of your meeting:

1. **Keep It Simple:** Members will likely not know the ins and outs of our policy requests. Likewise, you are not expected to be a policy expert. It is important to share how the issue(s) impacts your organization/business.
2. **Keep It Concise:** These meetings tend to be short. Know what you want to say and focus on the "ask" included with each policy priority.
3. **Follow Up:** Follow up matters. After the meeting, be sure to send the appropriate thank you email to the legislator and any staff members in attendance. If you discussed any items that need to be passed along, please do so in a timely fashion. If the legislator asked you any questions and you need additional information, please feel free to send your requests to Tricia Swanson at tswanson@mccc.md.com.

