CALLING/EMAILING THE DISTRICT OFFICE TO MAKE AN APPOINTMENT WITH THE SENATOR/CONGRESSMAN

* Introduce yourself and the name of your company.
* Indicate that you reside in the district or your company is headquartered or has facilities in the district.
* Tell them that you work with employers in the district and or the state.
* Indicate that you would like to meet with your Congressman/Senator during the August recess to discuss the Work Opportunity Tax Credit which expires at the end of the year and the impact it has on employers and workers in the district/state.
* Can we find a time when I can meet with my Congressman/Senator over the August recess?
* TALKING POINTS FOR DISTRICT MEETINGS
* Introduce yourself and your company.
* Talk about the number of employees your company has and some of the employers you work with
* Tell them what you do:
  + Help employers set up and administer WOTC programs,
  + Identify who is potentially eligible for WOTC so that the employer can take that into consideration when making their hiring decisions.
  + (When appropriate) engage in outreach to increase the pool of potential WOTC hires.
* Indicate how proud you are that the work you do helps people with barriers to work enter the workforce and the road to becoming productive citizens.
* Especially proud that it helps over 190,000 veterans a year find work.
* WOTC has been a success and has helped more than 40,000,000 people on public assistance programs transition into the workforce since its inception in 1996.
* **WOTC Expires at the end of the year and needs to be extended.**
* It’s been remarkably effective in encouraging employers to focus on hiring public assistance recipients who they might not otherwise hire. It is working well. **(We want to be positive and NOT raise any administrative issues.)**
* **WOTC is a selection credit – not a wage subsidy.**
* The value of the credit is small. While the maximum credit is $2,400, because the employer does not receive the wage deduction on creditable wages, the credit is only worth $1,100 vs. hiring someone who is not eligible.
* According to NYS studies, those hired through WOTC stay in the workforce.
  + They either stay with their initial employer or they use the skills they get from their entry level job to move on to a better job which either:
    - Pays more,
    - Provides daycare, or
    - Provides better transportation options.
* **WOTC more than pays for itself – In FY 2022, saved Federal and state government $22.4 B - $17.6 B Federal/$4.7 B to the states.**
* **For the (name your state) absent WOTC it would cost the state $\_\_\_ more in TANF, SNAP and Medicaid.** 
  + Savings based on work done by Dr. Peter Cappelli labor economist, Wharton School of Business
  + Joint Committee on Taxation agreed WOTC more than pays for itself.
* According to DOL, **88% of WOTC hires receive $9 or more.** This is significant since **many WOTC jobs involve tip wages.**
* With low unemployment, one would think that employers would hire anyone seeking a job thus there is little need for a hiring incentive.
  + Misconception – **Employers have multiple job applicants - the problem is they can’t find people with the skills they want.**
  + **Those eligible for WOTC have little if any work experience or skills.**
  + WOTC eligible individuals compete with individuals who have work experience who are seeking to move from an existing entry level job for higher wages, better benefits, or day care. This is called frictional unemployment.
  + Since the WOTC eligible person is competing with someone who already has a job, the person not selected is not harmed since they still have a job.
  + Absent WOTC, employers would hire someone with experience pushing the WOTC eligible person to the end of the hiring queue.
  + WOTC acts to expand the workforce participation rate and provides the experience needed to move up and/or get a better job.
* **WITH CONGRESS HAVING EXPANDED WORK REQUIREMENTS SNAP AND WELFARE AND FOR THE FIRST TIME FOR MEDICAID, WOTC IS NEEDED MORE THAN EVER TO ENCOURAGE EMPLOYERS TO HIRE THOSE INDIVIDUALS.**
* **ADD FOR REPUBLICANS ONLY – ABSENT THE WOTC INCENTIVE, THE PROJECTED SAVINGS WILL NOT BE ACHIEVED SINCE WOTC ELIGIBE INDIVIDUALS ARE COMPEATING WITH THOSE WHO ALREADY HAVE WORK EXPERIENCE.**

**ACTION ITEM:**

**HOUSE:**

* **Encourage House members to tell House leadership and Ways and Means Chairman Jason Smith R-MO - for Democrats Richie Neal (D-MA)- that there is a need enact an extension of WOTC before the end of the year. This could be done through a tax and health extenders bill or another legislative package.**
* **Ask the member to include a WOTC extension - which expires on December 31 and the Smucker/Horsford WOTC bill H.R. 1177.**
* **Ask them to co-sponsor H.R. 1177 which would modernize WOTC by increasing the wage base to adjust for inflation and eliminate the age ceiling on SNAP which currently is through age 39. This would help those who have lost their jobs because of outsourcing and businesses closing as well as seniors who have to return to work to make ends meet.**
* **Can I count on you to help with getting WOTC extended and enhanced this year?**

**SENATE:**

* **Ask Senate members to tell Senate leadership and Finance Chairman Mike Crapo (R-ID) that there is a need to enact legislative before the end of the year to extend WOTC. This could be done through a tax and health extenders bill or any other legislative vehicle.**
* **Ask them to include an extension of WOTC – which expires on December 31, and the Cassidy/Hassan bill S. 492 which would modernize WOTC by increasing the wage base to adjust for inflation and eliminate the age ceiling on SNAP which currently through age 39. This would help those who have lost their jobs because of outsourcing or businesses having closed as well as seniors who have to go back to work to make ends meet.**
* **Can I count on you to help with getting WOTC extended and enhanced this year?**
* Bill would adjust the wage base and credit for inflation. Credit and wage base has been 40% of $6,000 since 1996.
* Cost of setting up a WOTC program, on boarding, and training has gone up dramatically since 1996.
* Bill would adjust for inflation by increasing credit to 50% and wage base to $12,000.
* Bill would also eliminate the age ceiling on food stamp eligibility. Since Congress is about to expand the work requirement, it’s critical that employers have an incentive to hire those who will be subject to the work requirement.
  + Currently WOTC SNAP age ceiling is age 40.
  + Many people on SNAP over 40 have lost their jobs because of outsourcing of jobs overseas or businesses closing because of the pandemic.
  + They don’t have the skills employers are looking for, but need to work, especially with SNAP work requirements which are about to be enacted.
  + Similarly, seniors on SNAP who can’t make ends meet need to go to work and don’t have skills needed by employers. Those on SNAP generally are on Medicaid.
  + These changes will help them to be selected by employers.

Co-sponsors of Smucker/Horseford:

Brian Fitzpatrick (R-PA) Steve Horsford

Vern Buchanan (R-FL) Tom Suozzi (D-NY)

Nicolle Malliotakis (R-NY) Jimmy Panetta (D-CA)

Carol Miller (R-WV) Hank Johnson (D-GA)

Mike Kelly (R-PA) Sarah McBride (D-DE)

Claudia Tenney (R-NY) Joe Neguse (D-CO)

Max Miller (R-OH)

Jeff Van Drew (R-NJ)

Only Bill Cassidy (R-LA) and Maggie Hassan (D-NH) are on S. 492