

SUGGESTIONS FOR CONTACTING YOUR SENATOR OR REPRESENTATIVE TO SUPPORT MISSOURI'S PREVAILING WAGE LAW

- Identify your business and personal district – it's easy to verify utilizing the state website:

<http://www.mo.gov/government/legislative-branch/>

- Consider a personal visit.
- If writing a letter, consider sending your letter to the legislator's home address.
- Include in your letter information about your company's impact upon Missouri's economy, such as:
 - Gross sales.
 - Number of employees.
 - Annual wages and benefits paid.
 - Missouri taxes paid.
 - Note your employees earn competitive wages, including family health insurance and pension benefits.
 - Volume of public construction.
 - Are you a minority, woman or veteran-owned business?
 - Missouri counties in which your company works.
 - Personalize your letter – include examples of public projects important to your company.
 - Write simply – Prevailing Wage is an emotional, political issue. Tell your Senator or Representative why Missouri's Prevailing Wage Law is good for your business.

ARGUMENTS TO SUPPORT MISSOURI'S PREVAILING WAGE LAW

- Prevailing Wage Law is **NOT** Labor Legislation. Missouri's Prevailing Wage Law was designed to prevent public entities from undermining the wage and benefit standards of local contractors; the companies whose taxes fund those same public institutions.
- The Federal Davis Bacon Act, the first Prevailing Wage Law, was a Conservative Republican Initiative. Public tax dollars for construction should utilize the local businesses that pay taxes to fund those same public organizations. Keeping tax dollars circulating at home grows the state economy!
- Private owners carefully select construction contractors by evaluating the company's expertise, financial stability, employee training, safety record and past performance. Public owners, instead, allow all contractors to bid projects and award construction contracts to the low bidder.

Prevailing Wage Law surveys local contractors' wage and benefit rates and mandates comparable rates be paid to construction workers; leveling the competitive challenges for established contractors.

- Missouri's Prevailing Wage Law gives local construction contractors a fair competitive position. Eliminating the Prevailing Wage Law would create a competitive advantage for unscrupulous contractors using less-skilled, often immigrant workers. Do you want Missouri schools to be built by local, tax-paying craft workers or by illegal aliens who camp on the jobsite during construction, pay no taxes and leave the community holding the bag to pay for the problems these workers bring with them?
- During the campaign, Governor Greitens stated his number one priority is "Quality Jobs for Missouri". The Prevailing Wage Law supports the Governor's agenda and helps build quality middle-class construction jobs with fair wages, health insurance and pension benefits.
- President-elect Trump recent thanked Ford for scrapping plans for a new plant in Mexico and keeping quality jobs in the U.S. Support for Missouri's Prevailing Wage Law does exactly that same thing. It reinforces an incentive for local contractors to create quality jobs building Missouri's schools, roads and public buildings.
- Missouri's Prevailing Wage rates are surveyed and published annually. They are based upon simple reports of the prior year's wages and benefits paid by contractors for each construction occupation for every Missouri County. Prevailing Wages are developed from contractor reports, not Unions.

My company participates in the Prevailing Wage Survey. The state forms and online survey are simple and inexpensive to file. Any contractor who pays taxes should have no reason not to report wages and benefits to make sure fair Prevailing Wage rates are determined.

- Missouri's Prevailing Wage Law allows professional contractors to invest in apprenticeship programs to train qualified workers, develop effective safety programs to protect employees and fund benefit programs that create millions of dollars of capital for investment and business development, in the state.

SUMMARY OF FINDINGS OF PREVAILING WAGE RESEARCH CONDUCTED BY THE UNIVERSITY OF MISSOURI-KANSAS CITY, DEPARTMENT OF ECONOMICS APRIL 2016

- Repeal of Missouri's Prevailing Wage statues would **NOT** save dollars or construction costs but **WOULD** negatively impact families, taxpayers and the state's economy.
- Missouri's Prevailing Wage Law does **NOT** raise the cost of public construction.
- If Missouri's Prevailing Wage Law was repealed:
 - Missouri residents would **lose** between \$216.5 million and \$346.6 million of income annually.
 - The State of Missouri would **lose** between \$2.3 million and \$3.7 million of annual sales tax collections and between \$6.5 million and \$10.4 million of annual income tax revenue.
- From 2011-2015, the square foot cost of construction in Prevailing Wage states was \$46.67 cheaper than in non-Prevailing Wage states (\$132.10 per square foot vs. \$180.27 per square foot).
- There is no statistical difference between construction costs for elementary and secondary school or library construction between Missouri and non-Prevailing Wage states in the region.
- University school construction costs are \$34.35 per square foot cheaper in Missouri than in other non-Prevailing Wage states in the region.
- Missouri's construction industry is safer, invests more in apprenticeship and worker training, pays higher wages, provides substantially better health and pension benefits and achieves superior productivity than does the construction industries in non-Prevailing Wage states surrounding us.

With all these benefits, Missouri's construction costs for public work are the same or lower than states without a Prevailing Wage Law.

- Link to the [University of Missouri-Kansas City Prevailing Wage Study](http://www.protectmofamilies.com/prevailing-wage) –

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