Connecting with your legislator on a regular basis, even if there isn’t a specific request is always good for the airport as it keeps aviation in their community near the top of their mind. Legislators also like to hear from their constituents as well as about progress in their district and have a desire to help their communities prosper. Your airport plays a key role in your community’s development strategy. Most legislators also have a limited understanding about your airport’s contributions in the community and by building solid relationships you position yourself as the local subject matter expert and have an opportunity to educate them about your needs and goals.

Visits can be done either in Raleigh or at the airport. If you have recently completed an upgrade, you may want to have them visit before the

Below are some steps to a successful visit. While not all steps may be not be necessary below are

**Who represents your region?**

Your airport likely serves multiple districts. For contact, legislative and committee information visit [https://www.ncleg.net/representation/WhoRepresentsMe.aspx](https://www.ncleg.net/representation/WhoRepresentsMe.aspx)

**Making the plan**

- Set goals/agenda
- Decide who’s going to be in attendance (Board members etc.)
- Deciding when and where to meet
  - Visit early. A large amount of the budget is negotiated before the session starts. This year the work will be done in November or December.
  - Raleigh or at your airport
    - Fridays are good during the session for hosting, but not good for office visits
    - Recesses are good for visits to the airport
  - Do you have a ribbon cutting or ground breaking?
  - Visit early in the session if your asking about a current bill
- Coordinate with their staff and for extra mileage include your public affairs team
- Arrange for a photographer if appropriate

**Develop your story.**

- In addition to a 60 second elevator pitch you will need a compelling story.
- Why is the airport important to your community?
  - What makes XYZ airport special or important?
  - Know your numbers
    - Jobs supported, taxes generated and economic Impact
  - Know your users
    - Business users, emergency/government aircraft (medical, firefighting, military...)
• What has been going on lately?
  ▪ New tenants
  ▪ Increased Activity
  ▪ Improved facilities or services
• How can your legislator help?
  ▪ Rules, regulations, process improvements
  ▪ General support or help with local officials
• Help them identify with the airport

Get to know your legislators
• Background (Education, past jobs, family…)
• Interests (Why did they run for office?)
• Committee Assignments
• Key votes or sponsored bills

Get to know key legislators
• Appropriations committees
  ▪ House Appropriations
  ▪ House Transportation Appropriations
  ▪ Senate Appropriations / Base Budget
  ▪ Senate Transportation Appropriations
• Rule Making (Topic Specific – Environmental Listed Below)
  ▪ House Environment
  ▪ Senate Agriculture / Environment / Natural Resources

Follow Up
• Keep in Contact
  ▪ Send a note after your meeting
  ▪ Leave something behind such as notes or an aviation related gift, but know the ethics rules

Need Help?
• Most NCAA Board Members have experience with these visits
  ▪ Call and compare notes
  ▪ The NCAA Legislative Committee Members are also willing to accompany you if you’d like the help