




COMMUNICATE COMMIT DELIVER

#PINP18

2018

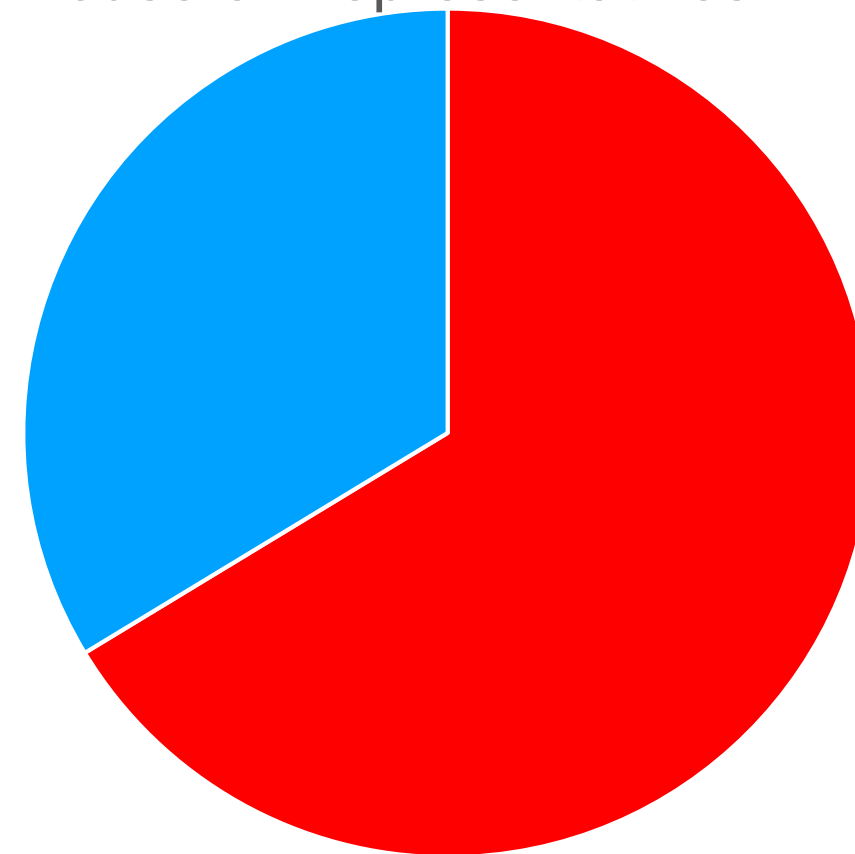


LOCAL 33 CLEVELAND & SMACNA CLEVELAND

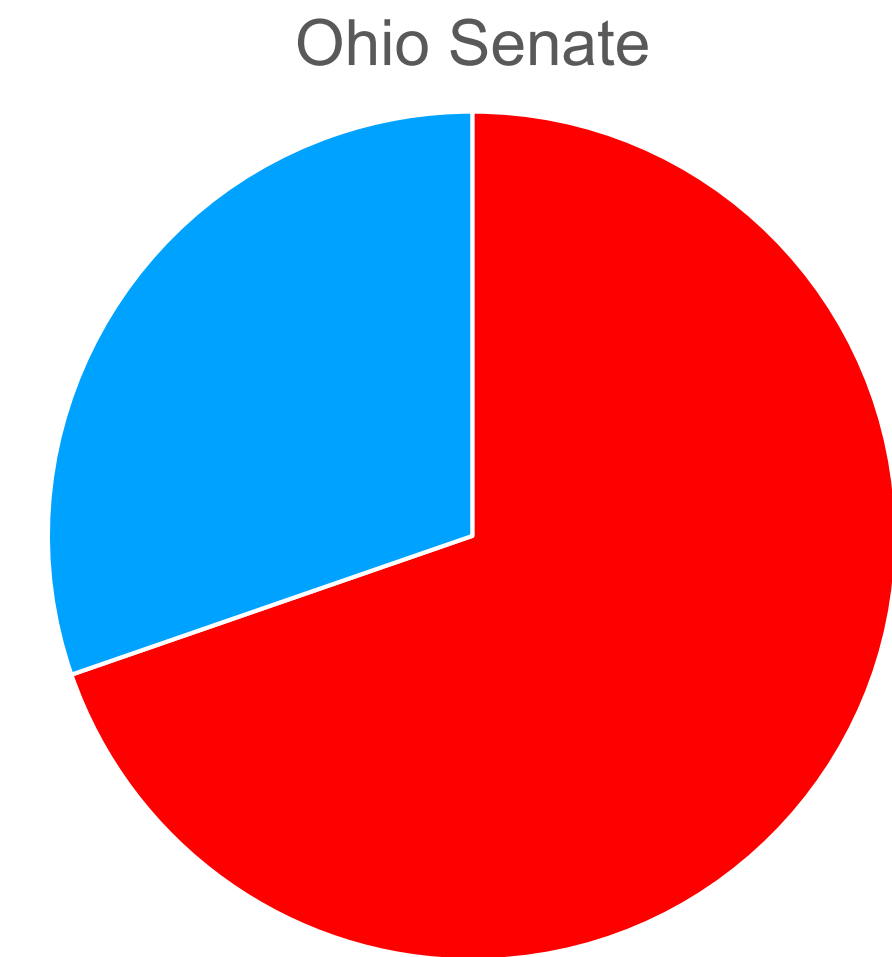
Effective Joint Lobbying

THE POLITICAL MAP OF OHIO

- Every statewide office is held by someone from the Republican Party.
- The House of Representatives is controlled by the Republican Party by a 66 to 33 “*Super Majority*”.
- The Ohio Senate is controlled by the Republican Party by a 23 to 10 “*Super Majority*”.



■ Republican Party ■ Democratic Party



■ Republican Party ■ Democratic Party

RECOGNITION PHASE

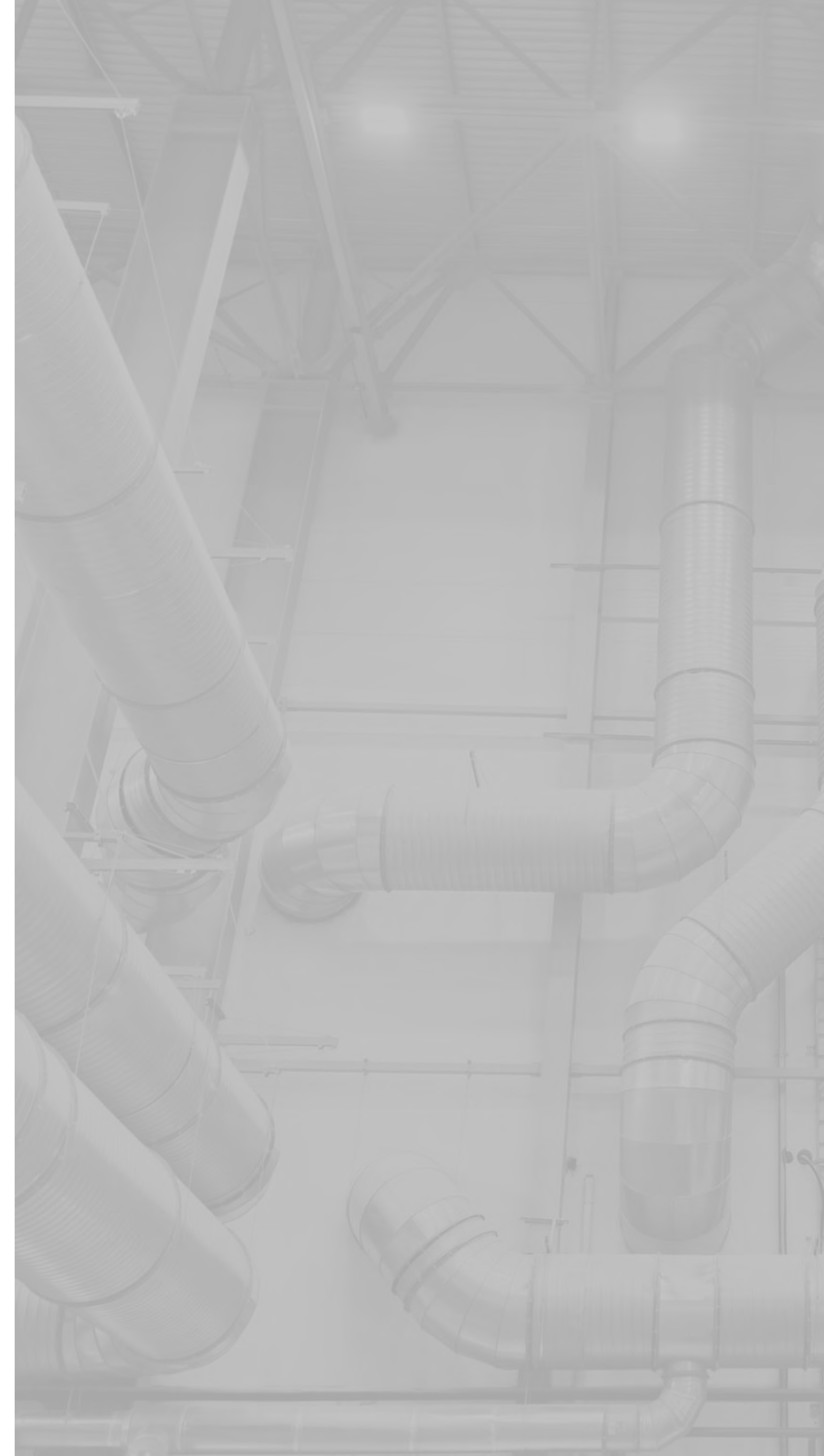
- It became obvious that we would be facing some serious issues (i.e. Prevailing Wage attacks, so-called “Right to Work”, etc.).
- We also realized the need to face these issues as partners.
- Along the way we recognized other issues that we could partner together and make positive progress for our industry.
- Realized that we could actually save money and be more successful by thinking and donating more strategically.
- For Labor we needed a paradigm shift. We couldn't think of politics as Republican v. Democrat anymore.

HOW IS IT FUNDED?

- There are three funding sources...
- Local 33 has hired the lobbyist through the General Fund.
- SMACNA has hired the lobbyist through the General Fund.
- The LMCC (Labor Management Cooperation Committee) has hired the lobbyist through their General Fund.
- ALL three parties work for the betterment of the **INDUSTRY**.

LEGISLATIVE SUCCESSES

- S.B. 58 Energy Bill (2013)
- S.B. 78 Contractor Licensing Bill (2014)
- Fire Life Safety Legislation
- RTW Legislation
- P.W. Legislation

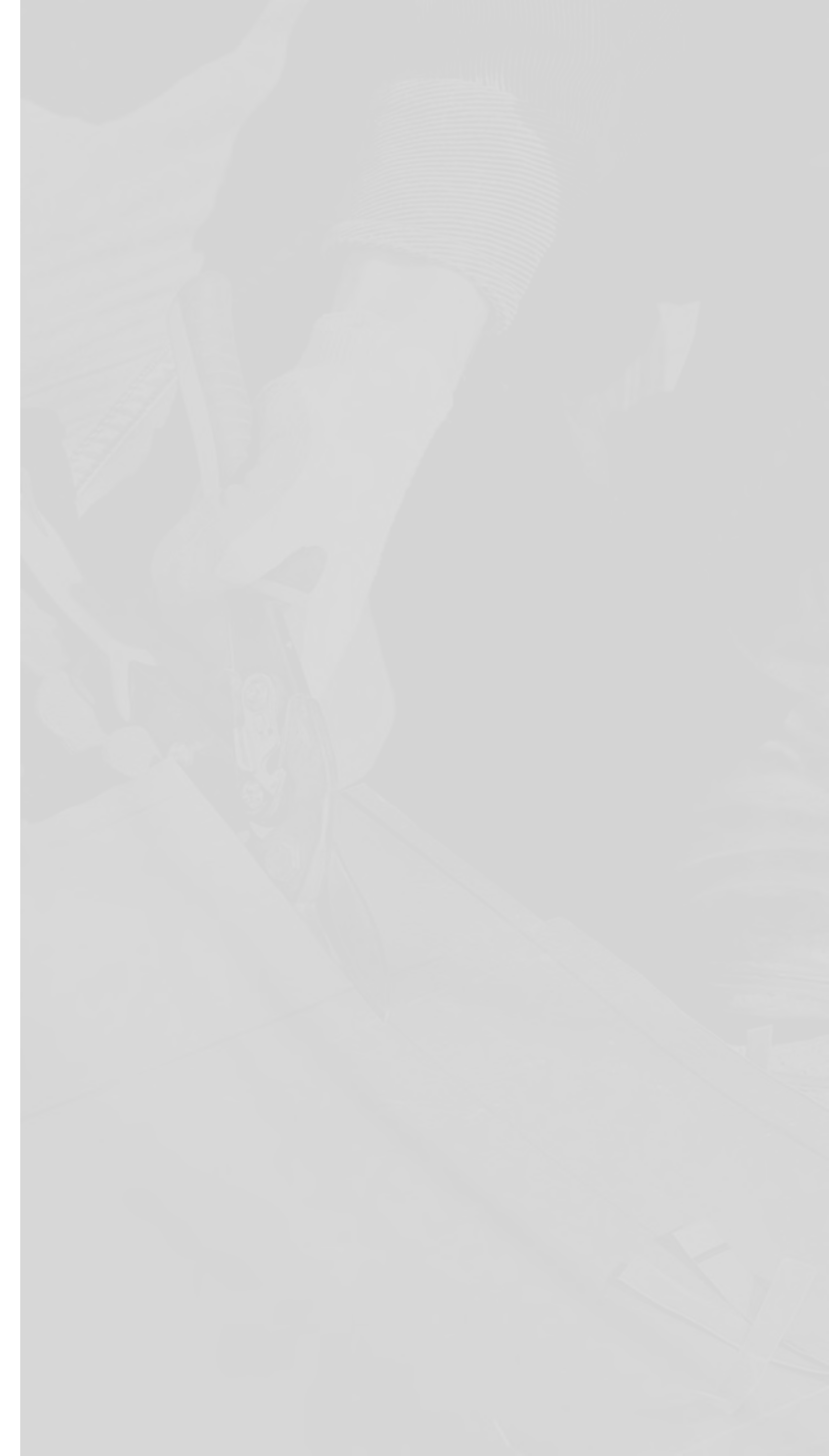


EXPANSION OF JOINT LOBBYING

After the success of our joint lobbying success, we have expanded it to include:

- ASHRAE Night with Mechanical Engineer's at the training center
- Host fundraiser's for politicians.
- Host training and educational events for Inspectors (building and fire), politicians and customers.

Which has created many work opportunities for our employers and members.



FIRE INSPECTOR TOUR



FIRE INSPECTOR TOUR



LEGISLATIVE TOUR



LEGISLATIVE TOUR



ASHRAE EVENT



ASHRAE EVENT



SUMMATION

- Communication and Cooperation is an **ABSOLUTE MUST**.
- A GOOD lobbyist is a GREAT investment.
- A lobbyist will save time.
- A lobbyist will save money.
- A lobbyist will get better results.
- A lobbyist brings overall VALUE.



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