

Please see the letter template below. We encourage you to adapt and send this to your state representatives to encourage a dialogue and to invite them to visit your office to learn more about your business and the staffing industry. Engaging with them in person is a great opportunity to showcase the important role staffing plays in our local economy. A follow-up email template is also included.

You can find your state representatives by visiting <https://legis.wisconsin.gov/>. This letter template will be made available online following the conference.

Letter Template: Option 1

Dear [Senator/Representative Name],

Since 1971, the Wisconsin Association of Staffing Services (WASS) has been working to provide staffing agencies across the state with a unified voice and the support needed to navigate an increasingly complex business and regulatory environment. Our mission is to:

- Support, expand, and unify membership with legal and legislative advocacy
- Provide educational opportunities and networking
- Uphold community relations and high ethical standards

As a proud Wisconsin business owner, I want to express my gratitude for your ongoing efforts to maintain a business-friendly environment in our state. Unlike the increasingly complex and often unnecessary employment laws and regulations in states like Illinois, Minnesota, California, and New Jersey, which have negatively impacted the staffing industry and the many other industries it supports, Wisconsin's proactive stance has allowed businesses like mine to continue placing Wisconsin workers in jobs across our state.

A few key points about the staffing industry's impact nationally and on Wisconsin:

- **Contributing to Broad Economic Growth.** In 2021, the industry overall contributed \$2.3 billion to U.S. payrolls, employing over 14 million people nationwide.
- **Expanding Employment Opportunities.** Over 297,200 temporary workers are placed annually in Wisconsin, with 57,300 placed each week, providing a critical bridge to longer-term employment.
 - **Supporting Key Industries.** Key industries benefiting from our services include manufacturing, transportation, technology, office and administrative support, and business operations.

At [*Your Company Name*], we've proudly contributed to this success since [date business started], placing [insert number] temporary workers annually at [insert number] businesses in roles such as [*types of positions*]. Our office, located at [*insert address, plus additional locations*], serves clients ranging from [*insert example clients or industries*], assisting them with:

- * Seasonal production demands
- * Permanent positions
- * Strategic hiring solutions

Temporary employment provides a critical bridge to permanent positions for workers while helping businesses meet short-term needs, reduce hiring times and focus on core operations. I invite you to visit our office and see firsthand the work we do to put Wisconsin residents to work every day.

During your visit, I'd also appreciate your guidance in organizing a meeting between staffing business owners and state representatives to have further discussions on the industry's unique role in Wisconsin's economy and workforce development. Any assistance with introductions or planning would be invaluable.

Thank you for your time and consideration. We look forward to welcoming you to our office soon.

Sincerely,

[Owners/President's Name, Agency & Contact Information]

Email Follow-Up to Representative

Follow_up Email to Letter

Subject: Support for the Staffing Industry in Wisconsin

Dear [Senator/Representative Name],

I'm following up on the letter I sent recently regarding the staffing industry's impact on Wisconsin's economy and our request for support in planning a Capitol Day event.

As mentioned in my letter, the staffing industry plays a crucial role in our state's economy, and we believe that increased collaboration and dialogue with our state legislators will help ensure that Wisconsin remains a favorable environment for businesses. We are eager to organize a Capitol Day to facilitate these discussions, and your support in this endeavor would be invaluable.

If you had a chance to review the letter, I would greatly appreciate any feedback or assistance you can provide, particularly in helping us connect with other senators and representatives who might be interested in participating.

Thank you again for your ongoing commitment to supporting businesses in Wisconsin. I look forward to the possibility of working together on this important initiative.

Best regards,

[Your Name]

[Your Title]

[Your Company Name]

[Your Contact Information]

Dear Representative –

Would you like to have a greater impact in your district?

What if you could reach more voters and businesses in your district?

Would it be beneficial for you to have access to industry leaders who are connected with influential businessmen and women?

The staffing industry has your solution.

Did you know that in Wisconsin, the Staffing Industry is:

- **Contributing to Broad Economic Growth.** In 2022, the industry overall contributed \$2.3 billion to Wisconsin's economy.
- **Expanding Employment Opportunities.** Over 297,200 temporary workers are placed annually in Wisconsin, with 57,300 placed each week. As a reference point, Kwik Trip, the 2nd largest employer in the state, employs about ½ that number at 28,000.
- **Supporting Key Industries.** Key industries benefiting from our services include manufacturing, transportation, technology, office and administrative support, and business operations.

As a staffing firm (executive or owner), I invite you to hear the real success stories of people who are keeping the lights on at 1000's of businesses across the state.

Let's work together to help our state

(insert your personal objective or choose one/all)

1. Focus on successful re-entry programs for offenders by offering quality employment opportunities.
2. Make it affordable for employers to give a pathway to legal employment for the states undocumented workers.
3. Keep business cooperative legislation on the books so that Wisconsin can continue to attract top business and talent to the state.
4. Provide more technical manufacturing training in schools to address the current skills gap.

As a staffing firm (executive or owner), I invite you to hear the real success stories of people who are keeping the lights on at 1000's of businesses across the state. I invite you to visit our office and see firsthand the work we do to keep Wisconsin working. Ideally, we'd like to schedule a road tour to visit the top employers and staffing companies in your district.

Thank you for your time and consideration, and we look forward to welcoming you to our office soon.

Sincerely,

[Owners/President's Name, Agency & Contact Information]