

## ENGAGING LAWMAKERS DURING AUGUST

A key element of effective grassroots advocacy is the August Congressional Recess period. Meetings during August provide an opportunity for you to communicate directly with your members of Congress, engage on key issues and ask them important questions.

Direct constituent interactions have more influence on lawmakers' decisions than other advocacy strategies.

The best political education many lawmakers get is when they travel off "the Hill" and attend meetings in the district.

**82 percent of Congressional staff noted that "in-person district meetings" are important.**

## HOW TO PREPARE FOR MEETINGS WITH LAWMAKERS

- Gather a small group of Farm Bureau members.
- Research the position of your legislators on issues.
- **Plan who will say what and tell a story.**
- Be prepared to share photos and stories from your farm.
- Ask clarifying questions about their position and ask them to take a specific action.

## TELL YOUR STORY

Facts, data, and policy proposals are important, but members of Congress and their staff hear this information daily and have it readily available. Tell them something they have never heard before – YOUR STORY!

### Think about these questions when preparing your story:

- How is your farm or ranch affected by \_\_\_\_\_?
- What would you be able to do better if \_\_\_\_\_ was changed?
- Because of \_\_\_\_\_, I now have to \_\_\_\_\_.
- How is your community being affected by \_\_\_\_\_?

## AFTER YOUR MEETING

Don't let your one meeting be the only contact you have with your Member of Congress and their staff. Influential advocacy is all about the long game that requires follow up. **Continuing the dialogue is extremely important with every successful legislative effort.**

Be sure to do one or more of the following:

- Send a thank you e-mail to the staff you met with.
- Make a social media post about your meeting and tag the member.
- Schedule a follow up to see your member at their office in your district.

For more information visit: [fb.org/issues](http://fb.org/issues)



**AMERICAN FARM BUREAU FEDERATION®**

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## PROTECT STEPPED-UP BASIS FOR AMERICAN FAMILY FARMS!

Proposals to impose capital gains at death and to repeal stepped-up basis would be devastating to family farms. Repealing stepped-up basis by imposing capital gains taxes at death would force many family-owned farms and ranches to liquidate assets to cover the tax burden. Farm Bureau seeks permanent tax law that allows family-owned farms and ranches to transfer from one generation to another.

### Main Messages

- Eliminating the stepped-up basis would make continuing on the family farm extremely costly. The next generation could be forced to sell the farm piece-by-piece just to pay the taxes.
- The value of many farms is tied up in land and equipment. Most farmers don't have the money on hand to pay large capital gains taxes and would be forced to liquidate assets—or even sell the farm.
- According to [analysis by EY](#), eliminating the stepped-up basis would result in:
  - The loss of 80,000 jobs a year.
  - \$10 billion loss of gross domestic product (GDP) every year.
  - Wages of workers would be reduced by \$32 for every \$100 raised by taxing capital gains at death.

### THE ASK:

Do not support legislation or proposals that would tax capital gains at death and eliminate stepped-up basis as a way to raise revenue for government spending. **This would be devastating to farm and ranch families.**

**Farm Bureau supports stepped-up basis and believes capital gains taxes should not be collected at death.**

### Supporting Messages

- Many farmers and ranchers hold assets such as land and equipment for decades, so tracking the appreciation of those assets over the years adds a complex and unnecessary burden to farmers and ranchers. It's extremely difficult and potentially impossible.
- Eliminating the stepped-up basis would lead to more consolidation of farms. Small, family-owned farms would be forced out of business because of the tax liability.
- Eliminating the stepped-up basis would hurt the middle class disproportionately in a disproportionate and target hardworking families who have spent a lifetime building businesses and creating jobs.

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