



## Sample Hill Visit Talking Points – October 2019

### 1. Introductions

- Thank the staff members for their time and their work in Congress; offer to exchange business cards
- Introduce yourself personally: Highlight any connections to the legislator's state or district
- Introduce yourself professionally: What is your role in your company and what brings you to the Hill?

### 2. Background Info – **Tell a compelling human story!**

- What does affordable housing property management consist of and why is it important for the state / district?
- What affordable housing programs are you involved in? (PBRA, Senior, LIHTC, Rural, etc.)
- How many units do you have and where? Whom do they serve?
- What impact does affordable housing have in your area? What challenges and opportunities do you face?

### 3. Program Needs / Ask – **Illustrate with Examples!**

#### • **Renew Funding for Affordable Housing and Community Development Programs**

Every state has a shortage of affordable homes (see NAHMA factsheet). Thanks to leaders in Congress for funding affordable housing at increased levels in fiscal years 2018 and 2019 – let's keep up the momentum for 2020:

- **Prevent** shutdowns and short-term funding bills (Continuing Resolutions) that create uncertainty for communities, inefficiencies for agencies, and payment delays for practitioners
- **Enact** robust, full-year funding bills for HUD and USDA to help address critical affordable housing shortages
- **Invest** in IT infrastructure to modernize outdated portfolio oversight systems at HUD and USDA

#### • **Strengthen and Expand the Low-Income Housing Tax Credit (LIHTC) Program**

The LIHTC is critical for both industry and community – let's keep protecting and strengthening the LIHTC:

- **Support** the "Affordable Housing Credit Improvement Act" to enact enhancing provisions, like a permanent 4% rate, additional development incentives for rural areas and veterans, and student rule improvements.

#### • **Apply Proactive Solutions to Housing Challenges for Families, Seniors and Rural Communities**

Meeting the housing needs of working families, senior households, and rural communities becomes more urgent as cost-burdens increase, baby-boomers age, and the affordable housing portfolio matures:

- **Ensure** the preservation and expansion of rural housing programs by fully funding USDA's Rural Affordable Housing programs, including Multifamily Preservation and Revitalization (MPR)
- **Expand** service-enriched housing options for low-income seniors, such as new construction in the HUD 202 (Housing for the Elderly) program and funding for new service coordinator contracts
- **Support** HUD's Family Self-Sufficiency (FSS) program by funding FSS programs at Multifamily projects

### 4. Next Steps / Follow-Up Items

- Make a follow-up plan, like sending additional information about your discussion; letting the staff know the next time you are in town; or inviting the legislator for a property tour (see NAHMA property tour resources)
- Send a quick thank you email following your visit and stay in touch with the staff (see NAHMA sample email)
- Fill out NAHMA's "Share your Advocacy Story" form or email us to help us coordinate national outreach efforts
- Share photos of your experience to amplify your advocacy efforts #NAHMA19 #ScoreMoreHousing

# House and Senate buildings sit on opposite sides of the Capitol building

Map of House and Senate office buildings

Capitol South      Federal Center  
Metro                  Metro



Union Station  
Metro  
(to right of map)