



Dear Congress Member _____

Trade Associations, like the National Association of Concessionaires (NAC), play a critical role in all facets of our daily lives. From the accreditation of the doctors treating those with COVID-19, to establishing quality standards that support the essential employees in transportation and travel, associations serve virtually every field and profession in the United States. Today, however many of them are at risk because of the effects of COVID-19.

Businesses are closed forcing layoffs and furloughs as well as impacting dues revenue. Convention centers, hotels, restaurants and travel have been shut down indefinitely. This has led to the cancellation of large meetings costing our local economy billions of dollars and significantly impacting non-dues revenue. The stock market, which held many association reserve funds, was hit significantly, impacting future operations. With many businesses not reopening anytime soon, the combination of these problems is now forcing many associations to consider ceasing operations or significant scaling back operations, which impacts jobs.

Associations are a significant sector to our economy, with over 1.3 million jobs across the nation and a payroll of more than \$55 billion. In Illinois alone, associations employ more than 40,000 full-time staff and generate more than \$12.8 billion in revenue. While the numbers are big, individual associations themselves are not big businesses. They are small businesses, with staff and budgets, who collectively make a big impact in the lives of the members they serve, the professionals they educate and the communities they work in. Associations are small business and deserve economic relief like other sectors.

NAC, which serves the Concession and Hospitality Industry is at risk. As a Staff Executive/Board Member/Volunteer/Member, I depend on NAC for education, certification, networking and advocacy opportunities.

As a member of Congress, you have the opportunity to help my group by supporting efforts in the next CARES Act to fund the Paycheck Protection Program. When you support funding for 501(c)(5) and 501(c)(6) organizations you are supporting not only the association sector, but also the people we serve. In addition, you are supporting a quicker recovery post COVID-19 for your district and for this nation.

I thank you in advance for your help in this most critical time for my association.

Signed,

NAME
ADDRESS
PHONE