

## *Communicating the Fiscal Impact – Advice from a Legislative Aide*

Many state legislators have not served in local government and thus may not be familiar with local government revenues and expenditures. When sharing the fiscal impact of legislation, you need to communicate in terms they can relate to. Below is an example:

The fiscal impact to your city as a result of HB 1309 – Mortality Tables is \$1,000,000 per year. For a legislator, that may not seem like a large amount when they're addressing a state budget of \$70+ billion each year. However, if you translate that into a percentage of your annual budget, and equate it to what that same percentage would equate to at the state level...then you've got their attention.

Formula: \$1,000,000 = 5% of my city's annual budget. If the state were subjected to a similar mandate resulting in a negative fiscal impact of 5%, that would = \$3.5 billion!

Also, when we say, "The result of this legislation is that we may have to raise taxes", one of their first reactions is to question why. They often wonder if this is your first option or your only option. It's **very**, **very** important to explain this in greater detail, especially if you've explored all other options to **exercise fiscal restraint** before considering a tax increase.