

# Prevailing Wage Toolkit

## For Supporting Organizations



### Meet Danny

Danny is a US Navy veteran, a father, and union Carpenter. He served our country and then came back and helped build his community. **Thanks to Missouri's Prevailing Wage law, Danny is paid fairly for his work on public projects,** and employers aren't able to undercut wages.

Most people don't know what Prevailing Wage is, or how important it is for all workers, their families, and Missouri's economy. **Greedy CEOs, corporate extremists and career politicians are counting on that, as they've been trying to repeal Prevailing Wage here in Missouri.**

We're not going to let them get away with it. **With your help, we'll educate folks across the state about supporting Prevailing Wage, starting with this [short video](#) about Danny.**

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## Message Guidance on Prevailing Wage

Corporate special interests are attempting to **repeal** Missouri's Prevailing Wage law as part of their ongoing attacks on workers in order to increase their profits at the expense of the middle class.

These greedy corporations, CEOs and career politicians are counting on the fact that no one really understands what policies like Prevailing Wage are. And that's why it's so important to continue these education and awareness efforts.

Attacks on Prevailing Wage continue in the Missouri legislature, but with help from your organization we can educate the public about these attempts to destroy Missouri's middle class.

### Key talking points about Prevailing Wage that you can share:

**LOCAL JOBS** - Prevailing wage ensures that firms that bring in lower-cost, out-of-state labor do not outbid private companies that use state labor, keeping jobs local.

**SAFER SCHOOLS AND PUBLIC BUILDINGS** - Prevailing Wage laws ensure our schools and roads are built safely, by qualified and skilled workers, not by out-of-state companies or undocumented workers.

**LESS GOVERNMENT ASSISTANCE** - Prevailing Wage allows employees to receive more comprehensive benefit packages and reduces reliance on the public sector for health insurance, retirement benefits, and other forms of public assistance.

**KEEPS MISSOURI'S ECONOMY STRONG** - Cutting constructions workers' pay and allowing out-of-state companies to build in Missouri will have a direct effect on tax revenues throughout the state, hurting the economy.

**QUALITY WORK, UNDER BUDGET** - When you look at Prevailing Wage states, workers finish projects more quickly, more safely, and under budget.

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## Resources You Can Use

- **Fact Sheet (PDF):** [Prevailing Wage Fact Sheet](#)
- **STUDY:** [The Adverse Economic Impact of the Repeal of the Prevailing Wage Law in Missouri](#) - In 2016, Dr. Michael Kelsay of the University of Missouri - Kansas City updated a previous study from 2011 which finds that repealing Missouri's Prevailing Wage law is bad for the entire state.
  - [Executive Summary of Dr. Kelsay's findings](#)
  - **Highlights from study**
    - The repeal of the prevailing wage statute in Missouri will not result in any cost savings in school construction costs as alleged by the opponents of prevailing wage.
    - The total economic loss due to the repeal of the prevailing wage law in Missouri would be a loss of income and revenue between \$225.3 million and \$360.7 million annually.
    - Real compensation packages, health benefits, and pensions are higher in prevailing wage states than in non-prevailing wage states.
- Examples for writing, emailing, and calling elected officials can be found here in a [Pick and Choose Letter you can share with others to take action](#)
- [Danny's Story Video](#)



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## Social Media Resources

We need the help of your organization to increase our awareness efforts so that we can educate the public and fight the attacks on Missouri's middle class.



You can help in the following ways:

- Email your members/audience to inform them about our campaign.
  - [Sample Email for Your Organizations](#)
- Follow Protect MO Families on Facebook and Twitter
  - <https://www.facebook.com/ProtectMoFamilies>
  - <https://twitter.com/protectMO>
- [Shareable Factoids from Dr. Kelsay's Prevailing Wage Study](#)
- [Visit the Protect MO Families website's Prevailing Wage section](#) and **share** the link on your organization's website, in your newsletters, and through social media.
- [Buzzfeed Article: 11 People In Your Life Who Would Benefit From A Prevailing Wage Law](#)
- [Sign up for Protect MO Families email list](#) and encourage your members to as well.
- Share the video and facts with your followers on [Facebook](#) and [Twitter](#)
- Keep the message going by using these hashtags for the campaign:

#ProtectMoWages

#1U

#MoLeg

#ProtectPrevailingWage

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# ACTION ALERT



## Take Action to Protect Prevailing Wage NOW

In 2017, more than half a dozen bills were filed in the Missouri Legislature that would weaken or repeal Prevailing Wage. More than ever, it is critical that we join together to TAKE ACTION NOW and **encourage allies and members to do the same.**

- **Email your elected officials by [clicking here](#).**
- **Lookup your Representative AND Senator [here](#) and CALL their office.**
- **Call Governor Eric Greitens at 573-751-3222.**

They've already come after workers with so-called "Right to Work" and we need to make sure they know how important Prevailing Wage is for keeping local jobs local, workplaces safe, and ensuring quality workmanship.

**Thank you again for taking action during this critical time. Working together, we will protect Missouri's working families.**

**Follow Protect MO Families on  
[Facebook](#) and [Twitter](#)  
to receive up to date information that you can  
share with your organizations.**