



10440 Little Patuxent Parkway  
Suite 300. Columbia, MD 21044  
P. 410-290-5410  
**NACE.net**

March 23, 2020

By Electronic Delivery

The Honorable Mitch McConnell  
Majority Leader  
United States Senate

Dear Leader McConnell:

I am writing to you on behalf of the **National Association for Catering and Events** an association that is part of the Events Industry Council (EIC). EIC is a federation of associations representing business event professionals.

As you consider economic relief and assistance for any sectors impacted by the COVID-19 crisis, especially hospitality, we urge you to take an expansive view to include events, conferences, exhibitions and associations.

The scale of the severe economic damage extends beyond hotels, airlines and restaurants. It includes countless services such as, but not limited to, catering companies, rental companies, venues, entertainment companies, florists and event management firms.

Our people, businesses, associations, meetings, tradeshow and exhibitions are key drivers to the economy. In fact, business events contribute an estimated \$1.5 trillion USD of annual GDP and \$1.07 trillion in direct spend globally. We support 26 million direct and indirect jobs globally.

Today, millions of workers in the business events sector are being furloughed. Our sector has been forced to sharply curtail, or eliminate entirely, all activities. Businesses are faltering. NACE members, fully half of which work for small businesses with 8 or fewer employees, are in distress about their ability to make ends meet.

Thousands of companies that engage in conceptualizing, organizing and executing events that help drive our economy are on the verge of collapse. In NACE's recent impact survey, more than 75% of respondents reported they have already experienced personal and business hardship, including furloughs, layoffs or loss of job. But this is not just about the immediate pain of closures. The people, companies and associations that we represent are the same ones who will play a key role in financial and social health recovery.

For these reasons, events industry companies must be eligible for any and all relief – e.g. deferring tax payments, payroll tax reductions, tax credits to retain employees, loan guarantees, loan forbearance, cancellation of debts through executive action etc. – that is provided to the hospitality, or any, industry sector.

Sincerely,

A handwritten signature in black ink that reads 'Lawrence Leonard'.

Lawrence Leonard, CAE, CMP  
Executive Director



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The Honorable Steven Mnuchin  
Secretary of the Treasury

Dear Secretary Mnuchin:

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Lawrence Leonard, CAE, CMP  
Executive Director

March 23, 2020

By Electronic Delivery

The Speaker of the House of Representatives  
United States Capitol  
Washington, DC 20515

Dear Madam Speaker:

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Executive Director



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By Electronic Delivery

The Honorable Chuck Schumer  
Minority Leader  
United States Senate

Dear Senator Schumer:

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