



Policy Principles

Our Point of View

- Great things happen when people come together. Face-to-face interaction is the platform on which deals are struck, relationships are forged, information is shared and new ideas are generated. Major corporations, industry associations, nonprofit organizations and government entities gain real value from participating in meetings, conferences, conventions, incentive travel, trade shows and exhibitions.

What We Stand For

- Ensuring all business decision makers and government officials understand how our industry provides value by creating personal connections, driving positive business outcomes and building strong communities.
- Supporting smart government policies that recognize the critically important role of face-to-face meetings and travel to the business of government.
- Propelling the industry as an economic driver. Meetings and events support millions of jobs, generate tax revenue for all levels of government and contribute significantly to our national GDP.

The business and organizational value derived from face-to-face meetings

- Meetings play a critical role in connecting people and driving positive business results. Face-to-face meetings – whether a one-on-one business meeting or a large-scale exhibition – build and nurture strong relationships. Organizations depend on in-person meetings to develop high-performing talent, initiate public-private partnerships and close deals.

- In-person meetings more effectively capture the attention of participants to inspire positive emotional climates and drive collaboration by building meaningful relationships. Meetings create a shared sense of mission and purpose, foster empathy across organizational lines and create camaraderie that positions organizations for success.
- In-person meetings are a hub for education and training, through conventions and conferences that focus on skill-building and workforce development. They provide a better learning environment than virtual meetings and are more effective for capturing the attention of participants.

The critically important role of face-to-face meetings and travel to the business of government

- Congress and federal workers rely on in-person meetings and travel as an indispensable tool to do their jobs more effectively. These meetings enable successful information sharing, employee training and development, taxpayer services, and collaboration with other agencies and private-sector partners in a way that cannot be accomplished by other means.
- Meritorious government meetings and travel provide a positive value for taxpayers by increasing efficiency and productivity. The dialogue that takes place between the government and the private sector is essential to the development of informed policymaking that facilitates economic growth and job creation.
- Federal employee travel is an essential component of, for example, conducting food safety inspections, aircraft inspections, accident safety inspections, law enforcement inspections, military training and emergency preparedness and response.



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- Conferences are the focal point for the productive exchange of ideas across industry, academia and government. Restricting participation of federal personnel, especially those in science, is debilitating and limits the productivity of important federal agencies. Over time, such restrictions will diminish America's innovation capacity and competitiveness.
- Fiscal responsibility and the reduction of unnecessary spending is important, however, across-the-board cuts to travel budgets and the need to obtain senior-level approval for conference attendance means fewer federal employees are well-trained, educated and engaged in important issues, or generally advancing the agency's mission. The focus on travel cost reduction ultimately results in a less effective government.

The significant economic impact of the industry and its role as an economic driver

- Meetings, conferences and conventions help drive travel and tourism into communities and are often the lifeblood of visitor spending. In local communities across the country, they create jobs, generate revenue and provides tax revenue at all levels of government.