



Advocating for the Carnivals Are Real Entertainment (CARE) Act of 2023

EFFECTIVELY COMMUNICATING WITH CONGRESS

John Ariale

HUSCH BLACKWELL STRATEGIES | WASHINGTON, DC

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Purpose

The purpose of this grassroots effort by OABA is to socialize and mobilize support for the Carnivals Are Real Entertainment (CARE) Act in the 118th Congress. Like any good legislative advocacy plan, it is essential for all members of OABA to make our collective voices heard. Unlike the work we do in a coalition for the gains we make in the H-2B reform arena, garnering support for the CARE Act is limited in its impact to the mobile entertainment industry and we must work together to gain support for the proposal.

Legislative advocacy can involve anything from working personally with a legislator or aide on the wording of a bill to mobilizing hundreds, or even thousands, of people to contact their elected officials about a particular issue. If you know your Representative personally, we would urge you to reach out to them directly. If not, feel free to follow this guide in making contact on the Hill.

Advocacy, when done right, forces our group to define clearly what it needs and to communicate that clearly to others. It also makes it necessary for everyone to speak with one voice and to stick to a common purpose to accomplish what you set out to do. That is why we have put this guide together for all OABA Members to make the necessary and appropriate contact with their elected officials.

Working with and getting to know lawmakers and familiarizing them with your concerns can make them into advocates for your cause as well, and will increase the likelihood that they will listen to you and your constituents on other issues. Establishing personal relationships with legislators gives you credibility with other lawmakers and with the community at large.

How to Contact your Representative

Identify and Know Your Congressman

If you do not know who your Member of Congress is, visit the “find your representative” website by [clicking here](#). This website will provide you with the name and contact information of your representative. You will want to collect the number for the representative’s Washington, DC, Office. You should do a little research on your congressman. Find out what committees he or she is on. If they serve on the House Judiciary Committee, that is the Committee that will consider this legislation.

You should also understand where our intel indicates they may be on these issues. If they have a score of 1 or 2, we have assessed that they are friendly to the H-2B community and should be supportive of the CARE Act. If they are a 3, they are neutral and we have not been able to discern if they have a strong opinion one way or another. If they are a 4, they are likely to be against our proposal, and if they are a 5, they may be hostile to our position. No matter where they are, **making the call and expressing your views is still critical.**

Research the Legislation

Typically, understanding the legislation you are calling about is critical. In this case, you live the problem each and every day, but it's still important to understand what the Carnivals Are Real Entertainment (CARE) Act actually does. We have done that homework for you and you will find talking points and details about the legislation in this document. For information on the CARE Act, simply [click here](#).

Review the talking points, understand the details of the legislation, its impact on the industry, and why it is important to you.

Make the Contact!

You have the name of your representative, you know the bill, now you are ready to make the call. We will suggest a few techniques for making this contact, and would recommend that you follow all three methods to ensure that your point gets across.

There is one more item of research to complete BEFORE you make the call – you want to make sure that your Representative is NOT ALREADY A SPONSOR OF THE BILL. The easiest way to do that is to [click here](#) and make sure his/her name is not already on the legislation. If they are **not** listed, please call the office.

A few steps when you call:

- 1) You will most likely get the most junior person on the Representative's staff answering the phone.
- 2) When they answer, it's important to say your name, the name of your business and the fact that you are a constituent.
 - a. Start by asking who on the Congressman's staff handles Judiciary Committee and/or visa matters. Ask to speak to that person.
 - b. Get the correct spelling of that person's name, and their title.
 - c. There are four key legislative staff positions in most Congressional Offices:
 - i. **Legislative Director** – this person is in charge of the entire legislative team. They are a trusted member of the staff and work closely with the Member and the Chief of Staff on all policy matters. This person reports to the Chief of Staff.
 - ii. **Legislative Assistant** – this person is a part of the legislative team for a Member and usually handles a specific portfolio of issues for the Representative. This person reports to the Legislative Director.
 - iii. **Legislative Counsel** – this person is sometimes appointed in offices that are on the Judiciary Committee and may be an attorney who works on these legislative issues for the Representative. They generally report to the Legislative Director but sometimes simply have a more defined

portfolio of issues that may require someone with a legal background to handle in the office.

- iv. **Legislative Correspondent** – this person is typically the most junior member of the legislative team. They are a trusted member of the legislative staff and generally have a great deal of knowledge on multiple issues. This person usually reports to a Legislative Assistant or the Legislative Director. Because they are less experienced, they are sometimes more available to have detailed conversations with constituents.
- v. *Special note – sometimes, the Chief of Staff will handle legislative issues. This is the Member's right hand person and should have tremendous insight into the Member's thinking on specific issues.*

- 3) If you have the opportunity to talk to the staff member at this point, make sure you are prepared for the opportunity.
 - a. Explain your business briefly. How long you have been in business, how many generations. If you are a fair – explain your connectivity to the carnival industry. If you are a supplier/manufacturer partner to the mobile entertainment industry, explain your connectivity to the carnival industry. Try to make a connection with the Congressman or staffer.
 - b. Explain that you are calling about the Carnivals Are Real Entertainment (CARE) Act and briefly explain the [reason for the bill, what the bill does](#), and how this will help your family business.
- 4) Make the ask
 - a. This is the most important part of the conversation – ask the staffer if the Congressman would please review the bill, call you back with any questions, and co-sponsor the legislation immediately.
 - b. Explain that the bill number is H.R. 1787
 - i. ***If your Congressman is a Democrat*** – please tell them to call Congresswoman Zoe Lofgren's office and ask to be added to HR 1787. They should reach out to Arlet in her office. Arlet's contact information is: Arlet Abrahamian, Senior Legislative Counsel - 202-225-3072
 - ii. ***If your Congressman is a Republican*** – please tell them to call Congresswoman Maria Salazar's office and ask to be added to HR 1787. They should reach out to John Mark in her office. John Mark's contact information is: John Mark Kolb, Deputy Chief of Staff - 202-225-3931

5) Closing

- a. Thank them for their time and consideration

- b. Explain that you would like to follow up and ask for their e-mail address.
- c. Send a quick note to HBS with a few details of the conversation for potential follow-up by your federal team. Include the name of the staffer and any sense of support or opposition to the bill.
 - i. Send comments to John Ariale at jariale@hbstrategies.us and/or Rocky Fox at wfox@hbstrategies.us.

Follow up Resources

After your meeting and no later than 3 days after the meeting, follow up with the staff member you spoke with to thank them again. You can use some of the language in the resources we have provided, craft your own, or use any combination you feel comfortable with:

- A [sample carnival letter](#),
- A [sample Fair letter](#),
- A [sample supplier/manufacturer letter](#),
- A [proposed carnival email](#),
- A [proposed Fair email](#), or
- A [proposed supplier/manufacturer email](#)

Use these resources in this packet to customize your email/letter and ask if the Congressman had made a decision about co-sponsoring or if the office needs additional information. If you use a letter, please pdf the letter and send electronically – do not mail it.

If you have any updated news to share, please send that along to us at HBS. We strongly recommend an email to the contact you spoke with as a follow-up, but you can also send a letter like the one found in this packet.

The Extra Mile

If your Congressman holds Town Hall meetings in the District, you should consider attending one to discuss the legislation. This is an opportunity to ask questions, voice your concerns, and engage in a dialogue with your representative. If the Member has co-sponsored the bill by the time the Town Hall Meeting is scheduled, this is a chance for you to publicly thank him/her for their support.

Tips for Your Call with a Representative or a Staff Member

When communicating with a congressman, there are some common mistakes to avoid. Here are some of the most important ones:

Straying away from the Message

One of the most common mistakes to make is to stray away from the message you want to deliver. Be clear and concise in your message, and provide specific examples of how the legislation will impact the industry.

Not Clearly Identifying your "Ask"

When you meet with the member or staff, make sure to clearly identify your "ask." Be specific about what you want the congressman to do to support the legislation.

Being Disrespectful

It is important to be respectful when communicating with a congressman, even if you disagree with their position. Avoid using inflammatory language or making personal attacks.

Failing to Follow Up

After your meeting or town hall, it is important to follow up with your congressman's office to thank them for their time and reiterate your position on the legislation. Failing to follow up can make it seem like you are not serious about the issue.

Not Knowing the Issue

Legislators are concerned with multiple issues, so be sure to provide good information. Offer information, including background or leave-behind materials explaining the issue. Additionally, ask questions about your legislator's stance toward the issue, and be ready for your legislators to ask about your position.

Talking Points

NOTE: Feel free to cut and paste this two page document and insert your logo in place of the OABA logo or you may keep as is. Create a pdf of this document to attach to any follow-up email communication you provide to a congressional office to help explain the legislation. If we were knocking on doors on Capitol Hill, this would be a document we would leave with the staff.



Co-Sponsor the Carnivals Are Real Entertainment Act (H.R. 1787)

A Practical Solution for Guest Workers in the Mobile Entertainment Industry

Summary of the CARE Act

- The **Carnivals are Real Entertainment Act – or the CARE Act** – helps this unique and threatened industry address the labor shortage issue by correcting and clarifying existing laws that currently exclude mobile entertainment employers from utilizing the P nonimmigrant visa classification to secure the temporary seasonal staff they need to survive.
- While the P1 visa classification is available for foreign national entertainers coming to the U.S. temporarily, ***it historically has also been available to essential support personnel who are an integral part of the performance of a P1 entertainment.*** The P-visa structure, intent and practical application conforms well with the outdoor mobile entertainment industry and the CARE Act makes a simple adjustment to clarify and include the performing functions that are integral and essential to the operation of a mobile entertainment provider in the program.
- The CARE Act clarifies that mobile entertainment employees are indeed essential support personnel who are an integral part of the performance of a P1 entertainment.
- This new category is extremely restrictive and limited to carnivals or circuses that travel around the United States on a temporary or seasonal basis;
- P-4 applies to providers of services normally affiliated with carnivals or circuses that travel around the United States on a seasonal or temporary basis to provide services to State, county, and local fairs and festivals, or support events sponsored by not-for-profit organizations for fundraising.

Why the CARE Act Makes Sense

- The **existing framework and intention of the P-Visa Category fits the outdoor mobile entertainment industry** perfectly and does not require the creation of a new visa program;
- Adding a P-4 category that includes the mobile entertainment industry removes approximately 10,000 traditional H-2B visas allowing them to be utilized by others who require H-2B employees;
- The **annual need for H-2B visas** – as reported by the Department of Labor’s certified need – is grossly unmet despite limited cap relief provided by Congress;
- Without a reliable and legal workforce, carnivals and those industries they support will not be able to operate. For instance, **Fairs all across America rely upon the mobile entertainment industry to generate revenues that sustain agriculture programs all across the country;** and

- The **CARE Act incorporates restrictive language that Congress has enacted** in the H-2B program every year since FY17 – requiring certification that sufficient U.S. workers are not available AND the employment of such individuals will not adversely affect the wages and working conditions of workers in the United States similarly employed.

Background on the P-Visa and the CARE Act

The P nonimmigrant visa (NIV) classification was created by the Immigration Act of 1990, Public Law 101-649 of November 29, 1990, specifically to provide for certain athletes, entertainers, and artists who are coming to perform in the United States. To work for a P-1, P-2, or P-3 visa recipient in the U.S., an applicant must be coming to the United States to perform essential support services that cannot be readily performed by a US worker and is an indispensable part of the performance of services to be performed. **Historically, P-1 thru P-3 visa applicants came to the U.S. for a temporary purpose such as a festival or to tour and so forth.**

The “P” visa currently covers foreign nationals who are entertainers and artists coming to the U.S. to participate in a culturally unique program and many circus performers come to the U.S. under the P-1 visa.

While the P1 visa classification is available for foreign national entertainers coming to the U.S. temporarily, it historically has also been available to essential support personnel who are an integral part of the performance of a P1 entertainment. As such, the P-visa structure, intent and practical application conforms well with the outdoor mobile entertainment industry well.

To Co-Sponsor

To add your name as a cosponsor, please contact one of the following offices:

Representative Zoe Lofgren	Representative Maria Salazar
Arlet Abrahamian, Legislative Counsel	John Mark Kolb, Deputy Chief of Staff
arlet.abrahamian@mail.house.gov	jmk@mail.house.gov
202-225-3072	202-225-3931

For More Information

If you need additional information, please feel free to contact our Washington, DC representatives:

John Ariale
jariale@hbstrategies.us
 202-236-4836

William “Rocky” Fox
wfox@hbstrategies.us
 202-213-1726

Sample Follow-Up Email from Carnival Operator

Dear XXXXX,

Thanks again for taking my call earlier this week. As we discussed, my business and the entire mobile carnival entertainment industry, face a new series of challenges that threaten to shutter our small businesses that have been around for decades – major labor shortages. We need Congressman XXXXX to help us by supporting H.R. 1787, the Carnivals Are Real Entertainment (CARE) Act of 2023.

As we discussed, the vast majority of America's carnival owners are small, family businesses, many in their second, third and even fourth generation of ownership. Whether it is a local fair, a school event, or a private party, mobile carnivals play a crucial role in supporting local communities. They often employ local staff, utilize local resources, and collaborate with local businesses. In this way, they contribute to the economy and create opportunities for small-scale entrepreneurs to thrive.

But today, I no longer have the certainty of reliable employees and as a result, I am unable to book shows, buy equipment. Without some relief soon, I, along with many of my associates, could be forced to sell or dissolve these family businesses that have been around for generations. The CARE Act helps ensure that generations of American families are able to experience wholesome family entertainment at local carnivals, festivals, charity events and state and local agricultural fairs. On behalf of the XXX carnival, we urge you to co-sponsor H.R. 1787 today. If you need any additional information, please reach out to me.

Thanks again,

FIRST NAME

Sample Follow-Up Email from a Fair

Dear XXXXX,

Thanks again for taking my call earlier this week. As we discussed, the XXXX Fair needs your help today. Fairs have a significant economic impact on local communities, generating revenue and creating jobs. County, regional, state and agricultural fair traditions are woven into the fabric of nearly every American community. Fairs present opportunities for young people to foster life skills such as communication, leadership, goal setting, work ethic, responsibility and sportsmanship. In addition, they attract visitors from all over to our destinations and promote local economic activities through linkages of special events with other sectors of the local economy.

However, this piece of Americana is threatened by the struggles of one of our partners, who are critical to the success of our annual fairs – the mobile entertainment industry – due to that industry’s challenge of securing a reliable workforce during our annual fair season. Fairs all across the country have a symbiotic relationship with America’s carnivals. Fairs celebrate the unique agricultural heritage of a community and bring people together in one place for an event, and visitors are often attracted to these venues by the attractions, events and concessioners provided by the carnivals they work with.

Without the certainty of reliable employees our carnival partners could be forced to sell or dissolve these family businesses that have been around for generations. The CARE Act helps ensure that generations of American families are able to experience wholesome family entertainment at local carnivals, festivals, charity events and state and local agricultural fairs. On behalf of the XXX Fair, we urge you to co-sponsor H.R. 1787 today. If you need any additional information, please reach out to me.

Thanks again,

FIRST NAME

Sample Follow-Up Email from Carnival Partners (Vendors / Suppliers / Manufacturers)

Dear XXXXX,

Thanks again for taking my call earlier this week. As we discussed, my business has a unique partnership and relationship with America's carnivals and I need your help today.

A significant percentage of my business **[FEEL FREE TO REMIND THE OFFICE ABOUT WHAT YOU SUPPLY TO CARNIVALS, HOW LONG YOUR RELATIONSHIP WITH THE INDUSTRY HAS BEEN, ETC]** is connected to the carnival industry. And my business is not unique - a diverse array of vendors, including food, merchandise, game, service vendors, and ride manufacturers provide a wide range of products and experiences for carnival attendees.

However, this piece of Americana is threatened by the struggles of the carnival industry who are critical to the success of our business. Today, the mobile entertainment industry, due to that industry's challenge of securing a reliable workforce face difficult decisions regarding purchasing new rides from our vendors, or supplies and materials they typically use to run a successful carnival all around the country. Our business has a symbiotic relationship with America's carnivals and we celebrate the unique heritage of bringing people together in one place for an event and rely on the support of carnivals that contract with our company.

Without the certainty of reliable employees our carnival partners could be forced to sell or dissolve these family businesses that have been around for generations. The loss of additional carnivals in America would have far-reaching negative effects on vendors like me, local economies, and the broader mobile industry. The CARE Act helps ensure that generations of American families are able to experience wholesome family entertainment at local carnivals, festivals, charity events and state and local agricultural fairs.

We urge you to co-sponsor H.R. 1787 today. If you need any additional information, please reach out to me.

Thanks again,

FIRST NAME

Sample Letter to Member of Congress from Carnival Operator

ON CARNIVAL LETTERHEAD

Month XX, 2023

The Honorable XXXX. XXXXX
Member of Congress
123 Cannon House Office Building
Washington, DC 20515

**RE: PLEASE COSPONSOR H.R. 1787
The Carnivals Are Real Entertainment (CARE) Act**

Dear Representative XXXXXX:

On behalf of the XXX Carnival, I write to you today to seek your help with a serious challenge facing America's remaining carnivals. I hope that at some point in your life you have had an opportunity to visit a carnival, and if you have not, please know that we would welcome a visit from you at any time!

The vast majority of America's carnival owners are small, family businesses, many in their second, third and even fourth generation of ownership. The mobile carnival entertainment industry in the USA is truly one-of-a-kind, offering a unique and vibrant experience for people of all ages. Mobile amusement providers and the agricultural fairs enjoy a partnership that provides opportunities for youth participation via 4-H competitions, auctions, and other activities, while raising tens of thousands of dollars each year in scholarships, helping to ensure a future generation of farmers and agricultural leaders.

One of the most distinguishing features of the mobile carnival entertainment industry is its versatility and flexibility. Unlike traditional amusement parks that are fixed in one location, mobile carnivals can pop up anywhere and everywhere, bringing joy and excitement to communities across the country. Whether it is a local fair, a school event, or a private party, these mobile carnivals can cater to any occasion and adjust their setup accordingly.

Beyond the enjoyment they provide, mobile carnivals also play a crucial role in supporting local communities. They often employ local staff, utilize local resources, and collaborate with local businesses. In this way, they contribute to the economy and create opportunities for small-scale entrepreneurs to thrive.

But today, my business and the entire mobile carnival entertainment industry, face a new series of challenges that threaten to shutter our small businesses that have been around for decades – major labor shortages. Staff shortages have forced me to reduce hours, attractions, and ride availability. I no longer have the certainty of reliable employees and as a result, I am unable to book shows, buy equipment. Without some relief soon, I, along with many of my associates, could be forced to sell or dissolve these family businesses that have been around for generations.

I need your help today! The **Carnivals are Real Entertainment Act – or the CARE Act** – helps my carnival address the labor shortage issue by correcting and clarifying existing laws that currently exclude mobile entertainment employers from utilizing the P nonimmigrant visa classification to secure the temporary seasonal staff they need to survive. While the P1 visa classification is available for foreign national entertainers coming to the U.S. temporarily, it historically has also been available to essential support personnel who are an integral part of the performance of a P1 entertainment. The P-visa structure, intent and practical application conforms well with the outdoor mobile entertainment industry and the CARE Act makes a simple adjustment to clarify and include the performing functions that are integral and essential to the operation of a mobile entertainment provider in the program.

The CARE Act clarifies that mobile entertainment employees are indeed essential support personnel who are an integral part of the performance of a P1 entertainment. The addition of a mobile entertainment worker definition to the P visa would cover support personnel who are required to transport, assemble, operate, disassemble, and maintain mobile entertainment attractions, structures, and equipment, including rides, games, novelties, and food or beverage concessions, as well as other functions that are common in the mobile entertainment industry and are necessary for the safe and efficient operation of the mobile entertainment provider.

The CARE Act helps ensure that generations of American families are able to experience wholesome family entertainment at local carnivals, festivals, charity events and state and local agricultural fairs. On behalf of the XXX carnival, we urge you to review H.R. 1787, the Carnivals Are Real Entertainment (CARE) Act and support our industry by becoming cosponsor of this important legislation today.

Sincerely,

Sample Letter to Member of Congress from a Fair

ON FAIR LETTERHEAD

Month XX, 2023

The Honorable XXXX. XXXXX
Member of Congress
123 Cannon House Office Building
Washington, DC 20515

RE: SUPPORT H.R. 1787 – the Carnivals Are Real Entertainment (CARE) Act

Dear Representative XXXXXX:

On behalf of the XXXX Fair, I write to you today to seek your help with a serious challenge that America's Fairs and Expositions are facing today.

Fairs have a significant economic impact on local communities, generating revenue and creating jobs. County, regional, state and agricultural fair traditions are woven into the fabric of nearly every American community. Fairs present opportunities for young people to foster life skills such as communication, leadership, goal setting, work ethic, responsibility and sportsmanship. In addition, they attract visitors from all over to our destinations and promote local economic activities through linkages of special events with other sectors of the local economy.

As a matter of fact, the ten (10) largest fairs who are members of the International Association of Fairs & Expositions (IAFE) reported a combined attendance of over 17 million guests in 2022. The next 25 largest fairs had a combined attendance of 20.7 million guests, and the combined attendance for the 100 largest fairs in the United States totaled about 58 million people! To put this in perspective, the total at all NFL games in the 2022 season was just shy of 19 million fans.

Today, this piece of Americana is threatened by the struggles of one of our partners who are critical to the success of our annual fairs – the mobile entertainment industry, due to that industry's challenge of securing a reliable workforce during our annual fair season. Fairs all across the country have a symbiotic relationship with America's carnivals. Fairs celebrate the unique agricultural heritage of a community and bring people together in one place for an event, and visitors are often attracted to these venues by the attractions, events and concessioners provided by the carnivals they work with.

The mobile carnival entertainment industry in the USA is truly one-of-a-kind, offering a unique and vibrant experience for people of all ages. Mobile amusement providers and the agricultural fairs enjoy a partnership that provides opportunities for youth participation via 4-H competitions,

auctions, and other activities, while raising tens of thousands of dollars each year in scholarships, helping to ensure a future generation of farmers and agricultural leaders.

One of the most distinguishing features of the mobile carnival entertainment industry is its versatility and flexibility. Unlike traditional amusement parks that are fixed in one location, mobile carnivals can pop up anywhere and everywhere, bringing joy and excitement to communities across the country. Whether it is a local fair, a school event, or a private party, these mobile carnivals can cater to any occasion and adjust their setup accordingly.

Beyond the enjoyment they provide, mobile carnivals also play a crucial role in supporting local communities. They often employ local staff, utilize local resources, and collaborate with local businesses. In this way, they contribute to the economy and create opportunities for small-scale entrepreneurs to thrive.

Today the mobile carnival entertainment industry faces a new series of challenges that threaten to shutter these small businesses that have been around for decades – major labor shortages. Staff shortages have led to reduced hours, attractions, and ride availability. Owners without the certainty of reliable employees are now unable to book shows, buy equipment, or worse yet, are forced to sell or dissolve a family business that has been around for generations.

The **Carnivals are Real Entertainment Act – or the CARE Act** – helps this unique and threatened industry address the labor shortage issue by correcting and clarifying existing laws that currently exclude mobile entertainment employers from utilizing the P nonimmigrant visa classification to secure the temporary seasonal staff they need to survive. While the P1 visa classification is available for foreign national entertainers coming to the U.S. temporarily, it historically has also been available to essential support personnel who are an integral part of the performance of a P1 entertainment. The P-visa structure, intent and practical application conforms well with the outdoor mobile entertainment industry and the CARE Act makes a simple adjustment to clarify and include the performing functions that are integral and essential to the operation of a mobile entertainment provider in the program.

Because of the seasonal nature of this industry, combined with the unique nature of the mobile entertainment industry, the challenges of securing reliable seasonal labor threaten the very existence of our critical partners - the remaining 200 carnivals in America. The CARE Act solves this problem and helps ensure that generations of American families are able to experience wholesome family entertainment at local county, regional, state and agricultural fairs all across the country.

On behalf of the XXX Fair, we urge you to review H.R. 1787, the Carnivals Are Real Entertainment (CARE) Act and support our industry by becoming co-sponsor of this important legislation today.

Sincerely,

Sample Letter from Carnival Partners (Vendors / Suppliers / Manufacturers)

ON YOUR BUSINESS LETTERHEAD

Month XX, 2023

The Honorable XXXX. XXXXX
Member of Congress
123 Cannon House Office Building
Washington, DC 20515

RE: SUPPORT H.R. 1787 – the Carnivals Are Real Entertainment (CARE) Act

Dear Representative XXXXXX:

I write to you today to seek your help with a serious challenge that my business is facing due to significant workforce shortages that one of our partners faces . The carnival industry is struggling due to severe workforce shortages that have led to reduced hours, attractions, and ride availability. Carnival owners without the certainty of reliable employees are now unable to book shows, buy equipment, or worse yet, are forced to sell or dissolve a family business that has been around for generations.

A significant percentage of my business **[FEEL FREE TO REMIND THE OFFICE ABOUT WHAT YOU SUPPLY TO CARNIVALS, HOW LONG YOUR RELATIONSHIP WITH THE INDUSTRY HAS BEEN, ETC]** is connected to the carnival industry. And my business is not unique - a diverse array of vendors, including food, merchandise, game, service vendors, and ride manufacturers provide a wide range of products and experiences for carnival attendees.

The mobile carnival entertainment industry in the USA is truly one-of-a-kind, offering a unique and vibrant experience for people of all ages. Mobile amusement providers and the agricultural fairs enjoy a partnership that provides opportunities for youth participation via 4-H competitions, auctions, and other activities, while raising tens of thousands of dollars each year in scholarships, helping to ensure a future generation of farmers and agricultural leaders.

One of the most distinguishing features of the mobile carnival entertainment industry is its versatility and flexibility. Unlike traditional amusement parks that are fixed in one location, mobile carnivals can pop up anywhere and everywhere, bringing joy and excitement to communities across the country. Whether it is a local fair, a school event, or a private party, these mobile carnivals can cater to any occasion and adjust their setup accordingly.

Beyond the enjoyment they provide, mobile carnivals also play a crucial role in supporting local communities. They often employ local staff, utilize local resources, and collaborate with local businesses. In this way, they contribute to the economy and create opportunities for small-scale entrepreneurs to thrive.

The **Carnivals are Real Entertainment Act – or the CARE Act** – helps this unique and threatened industry address the labor shortage issue by correcting and clarifying existing laws that currently exclude mobile entertainment employers from utilizing the P nonimmigrant visa classification to secure the temporary seasonal staff they need to survive. While the P1 visa classification is available for foreign national entertainers coming to the U.S. temporarily, it historically has also been available to essential support personnel who are an integral part of the performance of a P1 entertainment. The P-visa structure, intent and practical application conforms well with the outdoor mobile entertainment industry and the CARE Act makes a simple adjustment to clarify and include the performing functions that are integral and essential to the operation of a mobile entertainment provider in the program.

Because of the seasonal nature of this industry, combined with the unique nature of the mobile entertainment industry, the challenges of securing reliable seasonal labor threaten the very existence of our critical partners - the remaining 200 carnivals in America. The CARE Act solves this problem and helps ensure that generations of American families are able to experience wholesome family entertainment at local county, regional, state and agricultural fairs all across the country.

We urge you to review H.R. 1787, the Carnivals Are Real Entertainment (CARE) Act and support our industry by becoming co-sponsor of this important legislation today.

Sincerely,