January X, 2020

President Donald J. Trump
The White House
1600 Pennsylvania Ave NW
Washington, D.C. 20500

Dear President Trump,

We, the undersigned companies, are the leading manufacturers of lawn care equipment for the green industry.

Together we create thousands of high-paying American manufacturing jobs at our plants in Alabama, Arizona, Georgia, Maryland, Maryland, Mississippi, Missouri, New York, Ohio, Tennessee and Wisconsin. As a sign of confidence in the Trump economy, we have significantly increased our hiring over the last three years and have brought jobs back to the United States from abroad. We fully support your Administration’s focus on returning manufacturing to the United States. A strong manufacturing sector equals a strong middle class.

Our sales directly correlate with the health of the landscape industry. The stronger the landscape industry, the greater our sales. We can then hire additional American workers and expand our American manufacturing facilities.

Unfortunately, our lawn care equipment sales have been hampered by lack of adequate labor to staff the landscape companies, a direct result of the insufficient number of H-2B visas available to the landscape industry. The landscaping industry is the largest user of the H-2B program. The booming economy has resulted in an unemployment rate of under 4% and a record number of job openings in all industry groups, but most especially the low-skill categories. The number of jobs available has exceeded the number of job seekers for eighteen consecutive months. Landscaping is a seasonal business. Seasonal employers are the first to suffer in a tight labor market. Job seekers naturally prefer full-time, year-round work. The need for additional H-2B visas is a sign of a healthy, strong economy.

The current cap of 66,000 visas was set in 1990 and despite the fact that the U.S. GDP has tripled since then, the cap has remained unchanged. The last three years Congress has given the Administration the authority to release additional visas and the recently-enacted Consolidated Appropriations of 2020 has again granted the Administration the authority to release up to 69,320 additional visas. In 2017 15,000 visas were released; in 2018 15,000 visas were released and in 2019 30,000 were released. All were insufficient to meet demand although they did ameliorate widespread business losses. Further, they were not released until after the employers’ busy spring seasons. Demand for H-2B visas continues to exceed the available visas by a factor of close to four.

Thousands of employers currently do not know if they will have the labor this year to operate their mowers. Understandably, they are holding off purchasing our mowers and other lawn care equipment which hurts our businesses accordingly.

It is critical that DHS continue to release visas to the maximum number (the additional 69,320) authorized by the spending bill) so that the workers arrive in time for their busy spring seasons. Releasing the visas will keep our businesses robust and provide further rocket fuel to the already strong economy.

Thank you for the consideration.