



FOR IMMEDIATE RELEASE
March 24, 2015

Contact: **Stephanie Waties**
202.659.7901
swaties@apcoworldwide.com

Federal Workers: In-Person Meetings Advance the Mission of Government Agencies

New survey shows nine out of ten government employees report that face-to-face interaction enhances productivity, collaboration, effectiveness

Washington, D.C. – Federal workers place tremendous value on in-person meetings, conferences and events, according to a new survey by the national coalition [Meetings Mean Business](#). The survey was conducted among 100 federal employees who organize, attend or influence meetings and travel as part of their jobs. Ninety-eight percent of those surveyed say that in-person meetings are important for advancing their agency’s mission. Ninety-two percent say that engaging with colleagues, peers, partners and vendors face-to-face improves their ability to work effectively.

“Face-to-face meetings are vital for conducting government business in the most effective and efficient way possible,” says David Peckinpugh, president of Maritz Travel Company and co-chair of Meetings Mean Business. “The survey results show that sitting down and interacting with others one-on-one provides real-time productivity and continuous opportunities for engagement.”

Government meetings and travel provide positive value to taxpayers by increasing efficiency and productivity. Meetings enable successful information sharing, employee training and development, taxpayer services as well as collaboration with other agencies and private-sector partners. Conventions and conferences are critical education platforms, developing advanced skills and enabling workforce training.

“Government-wide, travel and in-person meetings facilitate rapid information sharing, cross-agency collaboration, professional development and private-sector partnerships,” says Michael Dominguez, senior vice president of corporate sales for MGM Resorts International and co-chair of Meetings Mean Business.

“Meetings are a tool for creating personal connections and driving positive business outcomes,” Dominguez says, adding that it is “important for agencies to be good stewards of taxpayer dollars *and* be able to distinguish legitimate meetings and travel activities from isolated instances of abuse we have seen in the past.”



At a time when many government agencies are limited by tight budgets and numerous travel restrictions, 84 percent of federal workers agree that America’s future innovation and competitiveness require engagement, collaboration and learning with those inside and outside of government. Meetings provide a platform for innovation through collaborative environments that bring people together to learn from one another, to exchange new ideas and to develop new ways of doing things.

Virtual meetings and teleconferences are useful tools that complement in-person meetings, events and training opportunities. However, the overwhelming majority of federal workers experience increased value from in-person meetings as opposed to remote ones, noting that face-to-face interaction offers a superior learning environment for training, continuing education and networking.

When asked more specifically about the value of in-person meetings:

- Two in three federal employees say that collaborating and innovating is best done face-to-face.
- Eight in ten agree that in-person training is better for meeting and engaging with the “right people.”
- Four in five say that they have attended an in-person event that would not have resulted in the same level of success if conducted remotely.

“When people meet face-to-face, relationships are developed in a way that simply cannot be recreated or matched,” adds Peckinpugh.

#

About the Survey

The survey was conducted among 100 federal agency employees from March 2-10, 2015. All respondents have travel-related responsibilities as part of their roles at 35 randomly selected agencies. This includes attending meetings and events; coordinating or evaluating meetings and travel of someone else; and setting, influencing or enforcing travel policies. The survey was conducted using a mixed-mode methodology offering respondents the opportunity to complete the survey either online via APCO’s web-based platform, insightwebpoll.com, or over the telephone administered by trained interviewers from APCO Insight Data Collection Services in Colorado Spring, CO. A randomized sample list of federal agency employees was purchased from Leadership Directory. Data have not been weighted. The survey was sponsored by Meetings Mean Business and conducted by APCO Insight, an international opinion research firm.

About Meetings Mean Business



The Meetings Mean Business coalition was created in 2009 to showcase the incredible value that business meetings, travel and events bring to the U.S. economy. Its members span all facets of the face-to-face meeting and events industry, which have come together behind a common goal: providing the resources, tools and information to show the real impact the industry has on businesses, economies and communities. For more information, visit www.MeetingsMeanBusiness.com.