FROM: Liz Robertson, Midwest Finance Director

DATE: November 26, 2014

SUBJECT: End of Cycle Memo

**OVERVIEW**

***General Overview:***

The Midwest region includes the following states: West Virginia, Kentucky, Ohio, Indiana, Illinois, Missouri, Kansas, Nebraska, North Dakota, South Dakota, Michigan, Wisconsin, Minnesota, Iowa, and Washington.

**The majority of Midwest individual contributions came from donors in Illinois, Minnesota, Michigan, Wisconsin, and Washington. The Chicago, Minneapolis and Seattle metropolitan regions comprised the majority of our Speaker’s Cabinet members.**

Many of the DCCC’s donors from the Midwest are repeat donors and have been cultivated either by Leader Pelosi, other Leadership or Members from these specific states. It includes donors involved in technology, law, and private sector business.

The Midwest region is responsible for two national DCCC fundraising programs: the DCCC Tribal program and the DCCC Muslim American Program (MAP).

***Duties of the Midwest Finance Director:***

The duties of the Midwest director are specific to any finance director: structure a plan, plot out events, cultivate donors and finally, raise contributions. The Midwest director is responsible for hiring a Midwest finance assistant and managing that role.

The Midwest assistant reports directly to the director, who reports to the National Finance Director. The Midwest director is responsible for instructing the assistant on all processes and procedures of the region, as well as involving them in day-to-day functions of the Finance Department.

Total Raised: $4,200,000

Individual: $2,700,000

Tribe: $1,500,000

**MIDWEST PROGRAMS\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

***Muslim American Program (MAP)***MAP was conceived by Congressman Keith Ellison, MN-5 in 2007. The program was conceived as Congressman Ellison as a fundraising arm of the DCCC with the Muslim-American community in conjunction with his annual DC Leadership Summit. The Summit is a two day event – partially political and partially official. Visitors come from across the country to take part in official discussions and also participate in the DCCC events. These donors are nationwide, but many are concentrated in Congressman Ellison’s home state of Minnesota.

Congressman Andre Carson is heavily involved in MAP as well, since he is the 2nd Muslim American Congressman. He hired a new finance director in 2014, Lauren Ganapini, who is extremely helpful. In years past Congressman Carson’s team has been less than helpful, but Lauren really tried to up that this year and was successful. They should be included in the planning process.

Congressman Ellison’s main point of contact is Tim Mynett, his national finance director. Tim will be the leader of this event, and the Congressman’s chief of staff, Kari Moe, will assist. Kari is very helpful with the official side of things (which his office will fully handle and fill the DCCC in on), but should be copied on all initial emails with Tim for scheduling purposes. The DCCC’s National Finance Director should also be copied on these emails.

The DCCC MAP raised more than $300,000 this cycle. This is a yearly event with two components: a dinner or reception and a breakfast. In 2013, the event was a dinner followed by a breakfast the next morning. Leader Pelosi usually attends the dinner (or reception), and the Chairman can attend both, or just one. Congressman Ellison requests the DCCC Executive Director give a short political presentation at the breakfast.

Congressman Ellison personally invites Members to attend the events, but the MW assistant should confirm Members have received this invite (like all events), and confirm attendance. Tim should be updated daily on Member attendance as you get closer to the event.

The 2013 MAP schedule:
Tuesday – Dinner with Leader Pelosi & Members

Wednesday – Breakfast with DCCC Executive Director Kelly Ward (political presentation)

The 2014 MAP schedule was a bit different due to Vice President Biden’s participation. He was able to attend the breakfast, so the dinner portion of the event was changed to a reception to keep costs low. This worked out beautifully, but should be approached

2014 MAP schedule:

Tuesday – reception with Leader Pelosi & Members

Wednesday – Breakfast with VP Biden, Chairman Israel & Members

A main challenge for the MAP this cycle was that many past MAP donors or hosts from across the country were very difficult to reengage. Many of them felt they had made their contribution – monetary or otherwise – to the DCCC and are not accustomed to renewing their support over many years.

**\*Important note: MAP is an internal name. On all Summit materials (invitations, memos, spreadsheets, etc.) it should be referred to as the DC Leadership Summit breakfast/dinner.**

***DCCC Tribal Program***

The DCCC Tribal Program raised $1.5 million this cycle. This is in large part thanks to the awesome Tribal Co-Chairs and Members who raised contributions by calling Tribal representatives and members alike.

The Tribal program was started as a DCCC fundraising program in the beginning of 2009 and is designed to foster and renew DCCC financial support directly from U.S. Indian Tribes and Nations. Tribes can contribute as if they were an individual contributing to a candidate or committee. Like an individual, they can contribute $32,400 to each committee per calendar year and $5,200 to candidates (or whatever the 2016 limit will be).

The Tribal Program is unique in that it spans the worlds of both DC fundraising and outside of the beltway style fundraising. You will need to maintain relationships with the Tribe’s DC lobbyists as well as the local Tribal Council/leadership of certain tribes. Some tribes prefer you directly work with their designated lobbyist. DC Tribal lobbyists are very concerned with local DCCC events and benefits that the Tribe is able to take advantage of, as well as regional DCCC events the Tribe is able to attend (example, the Muckleshoot Tribe of WA State always attends our Seattle events with Leader Pelosi).

ALL Tribal contributions have to be approved by the respective Tribal Council/leadership, but most often the request for the contribution is originated by the DC lobbyist. **My advice – call the lobbyist before calling any tribal leader.** Members are most effective when they call the lobbyist or chair/chief of the Tribe directly.

Donor maintenance is extremely important with the Tribal Program, as almost a majority of contributions come from Speaker’s Cabinet tribes in the first two quarters of the year. **I cannot emphasize this enough – donor maintenance is extremely important to Tribes.**

Please see attached for documents describing the benefits of the DCCC Tribal Program as well as Program’s Council and Leadership Committee. These will be updated for the 2016 cycle. In brief, Speaker’s Cabinet Tribes are invited to attend our Spring NYC Issues Conference, Summer Napa Valley Retreat, quarterly DC/PAC receptions, and monthly DC PAC Business Council events (coordinate with team DC on these events since they conduct the events – your role: forward DC invites to the Tribes). Tribes have traditionally contributed in Q1 to be able to participate in as much DCCC events/programming as possible, and should continue to be heavily solicited in Q1 each year. They like to renew.

One final note on this program is that the DC Tribal lobbyist community is very finite and small. While not all of the Tribal lobbyists mix or get along with each other, they all talk constantly so be wary of playing favorites or selectively getting out information to the community without heavy repercussions that will get you entangled quickly.

**Key people:**

**Debbie Ho, Mapetsi** – Debbie is fantastic and your go-to for anything going on in the Tribal world. Debbie does not get along with Ietan and Ietan does not get along with Debbie. Key SPC tribes: Poarch Creek of AL. Her tribe comes to everything – including Napa and NYC. Debbie traditionally hosts the first quarter DCCC dinner with her tribes including Puyallup, Muckleshoot, MS Choctaw & Tunica-Biloxi. This event traditionally raises around $150,000 in the first quarter, but should be pushed to do more.

**Allison Binney, Akin Gump** – Allison is your other go-to in Indian Country. Allison is like Switzerland with regard to Ietan/Debbie and should be treated as such. She is responsible for three of our SPC tribes and is a great source of knowledge and information on this community. She is a former Dem. Staffer and is just a lovely/cool person. Key SPC tribes: Gila River, Oneida of NY, Seneca of NY (new SPC tribe as of 2014). Allison participates in the annual 1st quarter Akin Gump DC event hosted by former Congressman Vic Fazio. These three SPC tribes contribute for this event, and you will get almost $100k in Tribal contributions for this. Especially loves Chairman Luján. Very, very close with new Governor Stephen Lewis of the Gila River tribe – he is a huge democrat and is AWESOME. He loves NYC Issues and Napa, so does Allison. Become friends with Allison.

**Rob Harmala, Kilpatrick Stockton** – Rob is fantastic and represents two of our SPC tribes: Agua Caliente of CA and Ak-Chin of Arizona. Rob is very low key and is another of our go-to lobbyists. Agua is an original SPC member, but Ak-Chin is new and needs to be hand held a little. They both are Napa-attending tribes, but generally don’t show up the week of. Rob is a really straight shooter, so if you have questions about Tribes or about candidates, he is your go-to. Ak-Chin really loves Congresswoman Ann Kirkpatrick and invested heavily in her race (including HMP and the AZ party). They are not huge fans of Sinema.

**Larry Rosenthal –** Larry is the main contact at Ietan Consulting, the other major Tribe lobbying group in DC. He represents a multitude of tribes, but mainly Seminole in FL and the Saginaw Chippewa in Michigan. He is a Michigan native and was COS to Congressman Dale Kildee for many years. He is close with Congressman Dan Kildee and his chief of staff, Andy Leavitt. Larry and the elder Congressman Kildee started the Tribal program at the DCCC and are very protective of it. He hosts his own event with Ietan every year, and should be given priority in scheduling of NP’s schedule.

**Holly Cook Macarro –** Holly is a partner with Larry at Ietan Consulting. Holly is married to the Chairman of the Pechanga Tribe of CA, a SPC tribe. Holly and Chairman Macarro will attend Napa.

**Jim Wise –** Jim is in the Ietan camp, but really operates on his own. He pairs with Ietan on their annual event. Jim and his wife Patty are beyond lovely and they both have a real affinity for Dem. fundraising staff. Jim operates PACE Government Affairs and represents the Salt River Tribe, the Chumash Tribe of CA, The Morongo Tribe and others. Be friends with him. He and Patti attend Napa each year.

**Casey Sixkiller –** Casey is your go-to on all things Pacific Northwest. He is awesome and a former Dem House & Senate staffer and knows how this works. He represents a few SPC tribes: the Muckleshoot Tribe and the Nisqually Tribe. He has a number of smaller tribes that contribute between $5,000 - $15,000 annually to the DCCC. He is close with Congressman Kilmer and his team. Casey is especially helpful for Seattle-area events with Leader Pelosi.

**Hon. Gerry Sikorski –** Gerry was a Member from MN in the 70-80’s, but has worked at Holland and Knight for years. He represents the Minnesota tribe, Mille Lacs (mill-lacks), and the Choctaw Nation of OK, both SPC tribes. You’ll have to bother him for both checks early, but generally the Mille Lacs only contribute $15k per year and the Choctaw $32,400. The Mille Lacs contributed extra for the MPLS POTUS event in June 2014. Congresswoman McCollum and Congressman Nolan can be helpful with the MN tribes, but they generally like to attend events. Choctaw – just bother Gerry for this, no Member necessary.

**Key Tribes:**(*additional information can be found in the 2014 Tribe Tracker:* *S:\Midwest\Midwest 2013-2014\Tribal Program)*

**Puyallup Tribe of WA** – they have new lobbyists this cycle, including Nathaniel Amdur-Clark at Sonosky. This is a Congressman Kilmer tribe and they’ll contribute in the first quarter. Always invite them to WA state events!

**Chickasaw Nation of OK** – Pete Kirkham reps this tribe, and he is a huge fan of Chairman Luján. Pete was the ED at the NRCC in 2008, but is really nice and will always answer your emails/voicemails. They usually contribute in the 2nd quarter. Have Chairman Luján call Pete directly.

**Cow Creek (OR)** – generally SPC tribe, but ask DeFazio to get this. His new chief is Kristie Greco.

**Tunica-Biloxi (LA)** - you can email Chairman Marshall Pierite directly for this check. This is a NEW SPC tribe from Louisiana and they are gun shy. They love Leader Pelosi and will want to attend the NYC event and any other events. Included Chairman Pierite on all your Tribe blasts to keep him in the know and ask him early for his 2015/16 checks. He has a very thick Louisiana accent, but is a great guy. Likes Congressman Becerra. Would be a good tribe for Chairman Luján to get to know.

**Mississippi Band of Choctaw Indians –** This is Eddie Ayoob’s tribe and he is very protective of him. An ask should be made from Congressman Bennie Thompson of Mississippi. Eddie is a Senate guy (worked for Reid), but will contribute $15k to the Debbie dinner yearly. Need to stay on him to get this check.

**Pascua Yaqui tribe of AZ –** this is Jennifer Farley’s tribe and is a SPC tribe. They don’t really attend anything unless DC events and AZ events. They should be invited to **ALL AZ** events with Leader Pelosi. Be friends with Jen or you’ll never get this check. Give her your cell and text her. They really love Congressman Ron Barber, but not so much Sinema.

**REGIONAL EVENTS RECAP\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*See attached spreadsheet.*

**SPEAKER’S CABINET DONORS\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Updating two liners in NGP is a rolling process and will be completed by Adam next week.*

**Key Donors**

**Gilbert (Buzz) Silverman, SPC 2013:** Gilbert “Buzz” Silverman is a leading Midwest-based real estate developer, entrepreneur and investor. As Chairman and CEO of the Silverman Companies - headquartered in Bingham Farms, Michigan – Buzz has helped to develop more than 25,000 multi-family and single-family units valued at well over one billion dollars, ranging from affordable to ultra-luxury. Buzz renewed his Speaker’s Cabinet membership in March 2012 after a meeting with Leader Pelosi in Chicago, IL. Buzz is not married. He’s close with Congressman Sandy Levin, but Congressman Levin was unable to get a SPC check out of him for 2014 as he was “too busy” with personal projects. Buzz and Levin sat down with Leader Pelosi in Detroit in May 2013 to get this initial check. He likes to come to Chicago events and Napa.

**Nazie Eftekhari, SPC 2013-14**: Nazie is the Founder, Chair and Chief Executive Officer of HealthEZ, Inc., a Minneapolis-based company providing services designed to streamline health care billing and payment. Nazie is a member of the Leader’s Speakers Cabinet. She also hosts an annual event in Minneapolis. Nazie is amazing and a close friend of Leader Pelosi. She is a key ally in Minneapolis and will tell you the best gossip, but be wary of repeating that to any members or staff.

**Thomas Little, SPC 2013** – Thomas is a manager at Brandenberg Industrial Service Co. located in Chicago, IL. Tom is a donor of Schakowsky and was unable to max in 2014 due to splitting his money between Senate/House both years.

**Beverly Grossman, SPC 2013-14** – Beverly is a local philanthropist in Minneapolis. She is a trustee of the Minneapolis Society of Fine arts. Beverly survives her late husband, Bud Grossman, a prominent Minnesota businessman who owned and operated a chain of car dealerships. Bud died in January, 2010 from complications of Alzheimer’s disease. In 2007, Beverly donated $10 million to the University of Minnesota’s Center for Memory Research and Care in Bud’s honor. The Center is now named the N. Bud Grossman Center for Memory Research and Care. Beverly is a donor cultivated by Nazie. She spends most winters at her Arizona home and can be reached via her cell and email. She also likes letters sent to her asking for the contribution directly. She will also do NP4C and P2F.

**Marie and Anthony (Tony) Rossi, SPC 2013-14** – Tony Rossi is the President at RMK Management, a Chicago based real estate property management firm with more than 23 properties and 8,000 units throughout the Midwest. Tony founded the firm in 1978 with his business partners, Thomas Kearney and Diana Pittro. Tony received a B.S. from Loyola University in 1963 and a law degree from DePaul University in 1969. Mr. Rossi received his C.P.A. from the State of Illinois in 1963 and passed the Illinois Bar in 1969. He is a member of the Illinois Bar Association and the American and Illinois Institute of Certified Public Accountants. Mr. Rossi is also a licensed Real Estate Broker in Illinois and Florida. Tony is married to Marie Rossi, a real estate agent with RMK Management. Tony is a reliable SPC donor each January and should be solicited as soon as January 2. Email or call him. Loves NP.

**Charlotte and Jack Marco, SPC 2013** – Jack is a principal consultant at Marco Consulting. Prior to joining MCG, John worked with the Denver Area Labor Federation, AFL-CIO as an organizer, researcher and lobbyist. Charlotte is a homemaker. Jack contributed $32,400 in 2013 for Napa, but was unable to do more than $15k in 2014 due to other commitments. They are extremely active in Chicago fundraising and are especially fond of pro-labor candidates. Have a home in Ruiz district and host an event for him.

**Fred Eychaner, SPC 2013-14** – Fred is one of the largest Dem. Donors in the country, but you’ll have to work to get this check with Missy. He is close friends with Leader Pelosi. Fred also will cut up to $60k of candidate checks in the on year.

**Jerry Springer, SPC 2013** – Yes, the Jerry Springer. Gerald Norman "Jerry" Springer is an American television presenter, best known as host of the tabloid talk show The Jerry Springer Show. Prior to starting the Show, Jerry served as the Democratic mayor of Cincinnati, Ohio. Jerry ran for Congress in Ohio in 1970, nearly beating the entrenched Republican incumbent, Donald Clancy. In 1971, he won a seat on the Cincinnati City Council and served five terms before becoming mayor at the age of 33, with the largest plurality in the city's history. Springer served two terms as Mayor of Cincinnati. Jerry joined the Leader’s 2012 Speaker’s Cabinet in August after a private meeting in Columbus, OH and contributed $25,000 following a call from NP in 2013. He was unable to contribute in 2014, but still remains a “huge fan of Nancy.”

# Howard Gottlieb, SPC 2013 – Howard is a retired businessman from Chicago who is now involved with the boards of the Chicago Symphony and Lyric Opera of Chicago. He is also a collector of rare musical instruments and other antiques. He runs the Howard Gottlieb Foundation, a nearly million dollar foundation which gives to a variety of causes including Northwestern University and Alzheimer’s research. He is a contributor to the New Israel Fund, which is a mostly Jewish fund that seeks to promote religious tolerance, close socioeconomic gaps, and promote civil rights in Israel. Howard keeps a home in Aspen, Colorado as well as in Chicago. He sponsors the Chamber Music concert at the Aspen Music Festival. Howard contributed in 2013 for the POTUS event in Chicago, but was splitting his contributions in 2014 and unable to give more (or so David says…). David Rosen in Chicago raises this check and you should reach out to David directly or have NP call Howard. Howard is widowed.

**Dianne Shumaker, SPC 2013-2014** – Dianne is philanthropist in KS0. Her former husband, Paul, (now deceased) founded Garmin International, which develops GPS navigation equipment and smart phone technologies. In addition to the DCCC, Dianne gave to 2013 DCCC Red to Blue Candidates, DSCC, Trust Women PAC, Emily’s List, and PAC to the Future. She contributed the full amount in 2013, but contributed $15k in 2014 + candidate contributions. She is a regular attendee of Napa, but was unable to make it this year. She was married to Robert Southard in November 2014.

**Michael & Cari Sacks, SPC 2013x2 (HMP)** – Michael is the CEO of Grosvenor Capital Management, L.P. Grosvenor is a privately owned hedge fund sponsor. The firm primarily provides its services to pooled investment vehicles. It also provides its services to investment companies and pension and profit sharing plans. The firm invests in the alternative investment markets of the United States and internationally. Grosvenor Capital Management was founded in 1971 and is based in Chicago, Illinois. They contributed $64,800 in 2013 following a meeting with Leader Pelosi in Chicago, but only contributed to HMP in 2014.

# Pamela and James Deal, SPC 2014 – Jim is retired, but is the founder and Honorary Chairman of NAU Country Insurance Company, which provides crop insurance for farmers in the United States. Jim and Pam live in Anoka, MN, which is located in Minnesota’s 6th Congressional district. They have strongly opposed Michele Bachmann’s campaigns in the past two cycles and actively supported the campaigns of El Tinklenberg and Tarryl Clark. The Deals also contributed almost $200,000 to Win Minnesota, Alida Messinger’s organization that was formed to elect Democrats in the state. Jim and Pam are longtime DCCC contributors and need to be seen IN MINNESOTA to get this check. Their assistant, Val, is fantastic and really approachable. The Deals are very close with Congressman Walz, who should be utilized in securing this contribution. Also ask them when they’re coming to DC.

**Dick Holland, technically SPC** – Dick is a philanthropist and the retired Chairman of Holland, Dreves & Reilly Advertising. Among his many philanthropic efforts, Dick most recently became the chairman of Building Bright Futures, an organization committed to improving the educational outcomes of children in poverty living in a two-county area in Nebraska. Dick was an early investor with Warren Buffet and saw large gains in his investment portfolio as a result. Dick contributed almost $30k to the DCCC this cycle, but was very active in NE politics as well. Congressman Brad Ashford in Omaha should be used to make this SPC ask early next cycle.

**Antonio (Tony) Romanucci, SPC 2013-2014** – Tony Romanucci is a partner at Chicago based law firm Romanucci & Blandin, LLC. Tony has been a member of your Speaker’s Cabinet since 2009. In addition to the DCCC, Tony also gave to candidates, DSCC, AAJ PAC, and House Majority PAC this cycle. Tony is your go-to in Chicago and is a close friend of Leader Pelosi.

**Nancy Nordhoff & Lynn Hays, SPC 2013** – Nancy is an American philanthropist and environmentalist. Her work is primarily focused in the Seattle and Langley, Washington regions, where she works to empower women, support rural communities and promote environmentalism of Washington's flora and fauna. In 2006 she was designated a Women's History Month Honoree by the National Women's History Project. Lynn is a self-employed painter. Nancy gives to EVERYONE and had serious fatigue in 2014, so did not give to the DCCC this year. She gave $42,400 in 2013. She and Lynn were married Summer 2014.

**Frances & John Pepper, SPC 2013-2014** – Francie is a homemaker and lives in Cincinnati, OH. She and her husband give a lot of money to political campaigns. Francie does not fulfill the entire SPC contribution each year, but is a friend of Leader Pelosi and should be considered SPC and invited to women-centric events.

**Jim Sinegal** – James Sinegal is co-founder and CEO of Costco, which is headquartered in Issaquah, Washington. He was born in 1936 in Pittsburgh, Pennsylvania. Jim was a protégé of Sol Price, who pioneered the concept of the warehouse store that sells high volumes of a small variety of goods. Jim contributed $15,000 to the DCCC in 2014 at the request of Leader Pelosi. They are friendly, but Jim is wary of contributing large sums to multiple committees. It’s most effective to have Leader Pelosi call him and ask for $10-15k. He is responsive via email and message.

**Amb. Fay Hartog-Levin and Dan Levin** – Daniel is the Chairman of The Habitat Company, a real estate firm based in Chicago and Fay is the former Ambassador to Hungary. Dan is the first cousin of Congressman Sandy Levin, and Congressman Levin should be the one to raise this contribution.

**Rev. Mark Yackel-Juleen, SPC 2014 –** Mark was a new SPC member this year and contributed to attend the POTUS event in Minneapolis. He is a friend of Congressman Walz, and the Congressman should reach out to him for the new cycle. Very, very nice man.

**Sonia Floria, SPC 2014 –** Sonia is a friend of Fred Eychaner, and contributed at his request following a meeting with Fred and Leader Pelosi in Chicago. Fred should be asked to get this again, but Sonia is reachable by phone as well.

**Jay Cowles –** Jay and his wife, Page, are large MPLS donors who contributed $20,000 to the DCCC in 2014 for the POTUS event. They should be cultivated in the 2016 cycle. Page showed a great interest in Napa this year, but couldn’t make it work with their schedule. This would be a great Pelosi/Walz meeting target.

**Garrison Keillor –** Yes, from Prairie Home Companion. Garrison is a lovely human and friends with Leader Pelosi. He is reachable by phone, but continuously contributes online via our email program. He should be asked for $10k in the new year for an event or a renewal.

**David Rosen –** David is not a donor but a consultant from Chicago. He raises from Elzie Higginbottom (who you can separately reach through Schakowsky and by email) and Howard Gottlieb. Pretty helpful, but sometimes sketchy.

**Dr. Delia Jampel & John Frank, SPK 2013 –** Delia and John are some of our best people in Seattle. John works at Microsoft and is the Jon Shirley gatekeeper. They should be considered SPC. John was immensely helpful for our POTUS event in Seattle and raised $160k from Microsoft and friends. Their daughter attends Georgetown so John is frequently in DC.

**Laura Ricketts, SPC 2013 –** Laura lives in Chicago and, along with her brothers, owns the Chicago Cubs. She is close with Congressman Quigley, and sat down with Leader Pelosi in Chicago last August. She contributed $32,400 following that meeting, but was wary of the new limit situation in 2014 (so many requests), so declined to contribute the full amount. She should be reached out to next year for a meeting. Her political advisor is Patrick Lannon.

**Nick Hanauer, SPC 2013 –** Nick is an entrepreneur in Seattle and contributed the full amount following a phone call from Leader Pelosi in late 2013. He should be approached by Leader Pelosi or Congressman Kilmer/Smith.

**Bettylu & Dr. Paul Saltzman, SPC 2013 –** Bettylu is a very, very special person. They hosted our 2013 POTUS event in Chicago, and are close personal friends with the President. Google her. They contributed $50,000 for this event and raised almost $200k from family alone. They should always be considered SPC.

*There are many new SPC members from Seattle and Minneapolis from POTUS events who you should familiarize yourself with. They will need strong handholding to come back into the fray.*

**Seattle:**

Mollie and John Kauffman
Ann Wyckoff

Martha Wyckoff

David & Joanna Beitel

Eugene Kahn

**MPLS:**

Andris Baltins

Mark Yackel-Juleen

Kaplans

Mathias Samuel (especially loves Rick Nolan)

Jay & Page Cowles

**MEMBER INVOLVEMENT\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

While there are numerous Members in the MW region, only a portion of them directly support DCCC MW fundraising through soliciting and raising direct contributions from individual and Tribal donors. Below are key members and notes on their involvement.

Unless instructed otherwise, members should be invited to events that are in or near their home districts and will expect to be. I cannot stress this enough. I would suggest emailing and calling member offices, and recording who you speak with, to leave a paper trail that proves they were invited. Members should be asked to either raise for an event or contribute dues. For all POTUS/principal events, Members are required to raise to attend these events (usually equivalent of two ticket prices).

I would suggest reaching out to all of the MW Members as soon as you are hired to introduce yourself to their chief, scheduler and fundraising/political contact.

***Illinois***

**Jan Schakowsky**

The Congresswoman is easily the most helpful MW Member. FYI she is engaged with all aspects of the DCCC so will also deal with the MW Political Director, Candidate Services Director, etc. The Congresswoman’s political/finance director is Sarah Gersten. You can go to Sarah to get offline advice or just bounce ideas off of. She is honest with her feedback and will let you know if she isn’t the best contact for certain information. The Congresswoman should be the first to know when anyone is traveling to Chicago for DCCC fundraising and also hosts an annual Chicago event that raises approximately $100,000 for the Committee. Sarah will keep you on the phone a while, but just endure it because she is SUPREMELY HELPFUL.

**Contact: Finance Director, Sarah Gersten**

**Mike Quigley**

Congressman Quigley wasn’t especially helpful this cycle, but became more helpful at the end of 2014. He contributed almost $50k in candidate contributions as well as dues contributions. He wanted to host a DCCC event at Wrigley Field in early 2013, but this event was cancelled due to the POTUS events in May 2013. Congressman Quigley is trying to up his involvement in the next cycle and should be relied on in Chicago.

**Contact: COS, Juan Hinojosa**

***Indiana***

**Andre Carson**

The Congressman should be included on all MAP events but does not actively support MAP in the manner than Congressman Ellison does. He really tried to up his involvement this year, and was moderately successful. Like mentioned above, his new finance director Lauren is great and should be relied on heavily for MAP. Congressman Carson should also be asked to host an Indianapolis event with Cindy Simon Skjodt (of the Mall Simons).

**Contact: finance director, Lauren Ganapini**

***Michigan***

**Sandy Levin**

The Congressman is extremely supportive of the DCCC – in all matters. His Chief of Staff, Hilarie Chambers, is the best contact for his operation and is very candid when she or the Congressman can or can’t help with something. Addionally, his PAC consultant Molly Allen has been the #1 contact this cycle. The Congressman has traditionally hosted a DCCC MI event in cycles past, but was unable to do so this year. He should be asked to host one in the new cycle and be asked to raise from Buzz Silverman and Dan Levin (his first cousin). Dan should be SPC this cycle since Senator Levin is retiring. They traditionally max to the DSCC.

**Contact: PAC consultant in DC, Molly Allen**

**Dan Kildee**

Congressman Kildee over his uncle’s seat (MI-05). Both Dale and Dan have a very very good relationship with Indian Country and Dan should be leaned on heavily with Tribes, especially Ietan tribes. He is close friends with Larry Rosenthal.

**Contact: chief of staff, Andy Leavitt**

***Wisconsin***

**Mark Pocan**

Congressman Pocan was very helpful to the DCCC through DC and Labor fundraising, but not necessarily for Wisconsin raising. He should be asked in the new cycle to host an event in Madison.

**Contact: Chief of Staff, Glenn Wavrunek**

**Gwen Moore**

The Congresswoman is extremely eager to help the DCCC but has a somewhat limited ability to fundraise for the DCCC from WI individual donors. In previous cycles she hosted a Milwaukee event with Leader Pelosi each cycle that usually raised approximately $50,000 for the DCCC. The Congresswoman is very good on Tribal issues though and should be asked to call the Oneida Tribe of WI and the Forest Country Pottawatomi Tribe of WI. She will call whatever tribe you ask, really. Her chief, Minh is supremely helpful.

**Contact: chief of staff, Minh Ta**

***Minnesota***

**Tim Walz**

Congressman Walz was helpful in Minneapolis raising this cycle, but always has a tough race so needs to be pushed by the Chairman. He should be asked to raise SPC checks from Jim and Pam Deal.

**Contact: deputy chief, Sara Severs**

**Keith Ellison**

The Congressman was extremely helpful to the DCCC this cycle. His DC Finance Director, Tim Mynett, is a HUGE help for all things related to the MAP and again, Congressman Ellison is the lead Member on all MAP activities.

**Contact: NFD, Tim Mynett**

**Betty McCollum**

The Congresswoman was our go-to Member for DCCC fundraising in the Twin Cities. She is also an instrumental Member of the DCCC Tribal Program Council and should be asked to solicit all of the MN Tribes as well as other national Tribes as needed.

**Contact: finance director, Charlie Hammond (in MN)**

***Washington***

**Derek Kilmer**

Congressman Kilmer is the best, hands down. He is supremely helpful in all things Seattle and Tribal fundraising. Congressman Kilmer will do a lot of call time, so prepare accordingly with call sheets.

**Contact: chief of staff, Jonathan Smith & finance director, Liz Hall**

**Rick Larsen**

Congressman Larsen is our other go-to for all things Seattle. He was supremely helpful in raising for the 2013 POTUS event and his reach extends to donors that other Members are unable to get. I would go to him first for an event because he will immediately get on the phones.

**Contact: finance/political director, Brooke Davis**

**Adam Smith**

Congressman Smith is also very helpful in Seattle, but has a somewhat limited reach since his fundraising is very DC concentrated. His chief of staff Shana Chandler is always very honest about what he can do and he usually is willing to contribute dues or candidate contributions for an event.

**Contact: chief of staff, Shana Chandler**

**Denny Heck**

Congressman Heck is not a huge help, but should be alerted when Leader Pelosi is traveling to Seattle. Has a relationship with the Tulalip Tribe and should be asked on January 1 to get a SPC contribution from them. It will take all year.

**Contact: chief of staff, Hart Edmonson**

**Suzan DelBene**

Congresswoman DelBene was on Frontline this cycle, but was always eager to help in any way possible. She won her race by larger than expected margins, and should be leaned on in Seattle this cycle. She has an AMAZING network due to her experience working with Microsoft and has a nationwide reach. Her chief is very helpful. They should be alerted when Leader Pelosi is traveling to Seattle.

**Contact: chief of staff, Aaron Schmidt**

***Ohio***

**Joyce Beatty**

Congresswoman Beatty’s district is wholly within Columbus and should be asked to raise $100,000 for the DCCC from that area. She likes to go rogue and raise a lot of PAC money, which is great for PACs but not for the event. She will need concrete targets and you should ask her to come in for call time at the DCCC so you can monitor her progress.

**Contact: finance director, Zach Cummings**

**Marcy Kaptur**

Congresswoman Kaptur’s new district stretches to Cleveland, where she hosted a DCCC event in 2013. She is very eager to help with DCCC fundraising and especially female candidates. Her chief is pretty nonresponsive, but you can stalk him. Congresswoman Kaptur is VERY NICE and will totally love it if you go to Member services and introduce yourself.

**Contact: chief of staff, Steve Katich and finance consultant, Wendy Balodis (in Ohio)**

**Tribe Members:**

**Xavier Becerra**

Congressman Becerra is your go-to on the Tribal Council and has the best relationships with Tribes, hands down. He is a great sounding board on how to improve the Council and DCCC Tribal Program as a whole. As is his staff.

**Contacts: chief of staff, Sean McCluskie, fundraiser Madalene Mielke**

**Raul Ruiz**

Congressman Ruiz was on Frontline this cycle so wasn’t leaned on heavily with tribes, but he is very easily their favorite Member. He should be included in the Tribal Council this year and asked to fundraise from CA tribes.

**Contact: fundraising consultant, Amy Strathdee**

**FINANCE PLAN**

See attached document.

**DRIVE LINKS**

Midwest 2013-2014 drive: S:\Midwest\Midwest 2013-2014
Chicago 2013-2014: S:\Midwest\Midwest 2013-2014\CHICAGO
Seattle 2013-2014: S:\Midwest\Midwest 2013-2014\SEATTLE
Tribal Program 2013-2014: S:\Midwest\Midwest 2013-2014\Tribal Program
MAP (located in the main Finance drive): S:\Ellison Leadership Summit

**FEEDBACK**

First of all, I cannot stress how important it is to be organized in your role here. You will accomplish nothing if you can’t fully wrap your brain around what you have to do and how to get there. Secondly, working with Members is your bread and butter – be respectful of their time (and their staff’s time) and when encouraging them to do everything possible for the DCCC, make sure you have resources and tools to back that up. That includes call sheets, spreadsheets, research, memos, etc. Do not be dismissive of Members or Staff. They’ll turn on you.

The DCCC is what you make of it, and I’ve found that having a positive and encouraging attitude will go very far here. Everyone has something to offer and if you choose to only work within finance that will affect your ability to connect with folks in other departments on work things. Keep your head down, listen and be friendly! Make a real effort to connect with the Midwest Pod (political regional, fundraiser, communications, research, and so on) – they are great people and can really help you connect with Members, staff, donors, etc. They are also a source of knowledge on your region. Don’t know anything about Iowa? The Political regional definitely does. Everyone at the DCCC has something to offer.

With regards to working on things for Leader Pelosi, my honest advice is to not complain about the process. They will not change because you are mad you have to write or edit another twoliner. All the things we do to prepare Leader Pelosi make her good at her job, and in turn help YOU RAISE MONEY. So things like names of grandchildren, where they went to college (“oh you went to Georgetown, let me help you write that $32,400 check.”), where they have vacation homes, if they have family in Baltimore or San Francisco, the wedding she went to in 2007 for a donor’s child…all these things are very important to her and should be kept in an organized manner.

Be respectful of Leader Pelosi’s time. If she is doing call time for you, it is paramount the MW Assistant (or you) check all the numbers. That means ALL the numbers; cell, home, work, etc. I cannot explain how embarrassing it is to get a Finance All email containing a note about a wrong number. CHECK THEM.

If you sit in my desk next cycle, try not to be too loud or loudly use profanity while Members are in session. If the Chairman or another Member walks by and you are screaming about some shitty donor, you’ll look really stupid.

When dealing with Presidential/Principal advance staffers on events, be as nice and as clear as possible. They don’t value finance like campaign people value finance, so it’s important to say thank you as much as possible. Make them like you so you get what you need.

The DCCC events director is the unsung hero of the Finance department. She plans all of your events and does the dirty work so you can focus on fundraising. If she asks you to do something crazy or weird, just do it and don’t question her (use your judgment if it seems out of place with the event). A lot of time she is moving from city to city, so it’s important to make things as easy for her as possible.

Important people to be friends with in the office:
Chairman’s scheduler – she/he knows everything that’s going on
Chairman’s chief of staff – you never know
Staffer in charge of Visas
Research/Comms/Political desks – will give you all the good/cool details on races to pass on to your donors
Operations assistant – how you book all the rooms in the building
DCCC front desk person – largely overlooked DCCC staffer. Be nice to them.
Targeting directors – they know everything about Excel
KRISTA JENUSAITIS
Everyone

I worked on a handful of non-Finance events and enjoyed all of them. The Sacramento rally with President Clinton was my absolute favorite, and where I got to use all my finance/organizational skills. You will work with the Candidate Fundraising team on the Tribe stuff, and it’s important to have good relationships with the regionals as well as deputy director. They will ask for your advice and help on Tribal issues/lobbyist/raising, so be prepared to work extra hard there.

The Red Alert program fell under the MW region this cycle and was its own particular challenge. Basically the Red Alert program serves to promote certain Members and Challengers by raising direct campaign contributions from the nationwide network of DCCC donors. Unlike in past cycles, this year’s candidates did **not** rotate and were included week to week (with the exception of one rotating candidate). This was challenging in the fact that most of these candidates had been leaning on our large donors ALL cycle and most did not have a nationwide reach or did not align to certain donor’s personal politics. Add that to the fact that this was a bad year for Democrats and that Leader Pelosi and Chairman Israel were not engaged, and you have a recipe for disaster.

I also found working with the Candidate Fundraising Director really challenging. That department had their own fundraising goals for the same members, but then finance was being asked to add on to that goal? It was never clear whether we were raising the entirety of their goal or just part of it. It didn’t make a lot of sense. Our Member Outreach director was asked to raise Member contributions, but then those were debated within the department – so and so raised this and should get credit, etc., which was honestly just stupid. If you are asking someone to help you raise, they should be encouraged to do so, not discouraged by an argument about credit. Furthermore, if Member money is going to be debated, just take that out of the equation ENTIRELY.

Some things that were debated, but ultimately not used to help with Red Alerts:
Member emails (somewhat worked!)
Member calls
Chairman calls/emails (emails worked)
Leader Pelosi calls/emails (this actually worked very well, but was deployed way too late)

With regards to the Political piece of Red Alerts – I might have this wrong, but it seemed to me that Chairman Israel was not alerted to the members included on this program. Program rollout was delayed by not alerting him.

Another issue I found totally stupid was giving campaigns **extravagant expectations** for Red Alert contributions. After the first week we should have discussed lowering these goals. Finance was still planning and executing events, raising their own goals, etc., and then to add approximately $50,000 in candidate contributions *per week* on top of that was very difficult. These were unreal expectations which no one hit (and this is a department who **consistently** outkicks their coverage). Campaigns should not have been told they would receive $xxx amount each week. It should have been a fluid number, bonus money, not a line item in their finance plans.

Also putting someone who eventually lost by more than 15 points on Red Alert puts Finance in a really sensitive situation with donors.

The Women’s Bus Tour was another not exclusive to Finance thing I was able to assist with. I think it was a great idea and ultimately looked really great, but if we are going to do that again the fundraising piece needs to be tighter. The DCCC event in Columbus was ultimately turned into a Rep. Beatty fundraising event and she was unable to raise practically any DCCC contributions.

The cubicle reorganization was welcome, but these cubicles give you absolutely zero privacy. I sit in the middle of the office. My voice carries. It’s nearly impossible for me to have a private conversation with a donor at my desk. People are constantly yelling and talking over someone else. Dtrippers were CONSTANTLY coming up to my back and having conversations over my head across the office. It drove me absolutely insane and was really disrespectful. I’ve worked on campaigns, and I realize this is a campaign-style environment, but it’s also a professional work space where people should be cognizant of their own behavior. I was on calls with Speaker’s Cabinet donors where I had to apologize for the office being so loud. That’s embarrassing.

While I worked with the Regional Pod a lot (and absolutely loved them), there was really no reason for us to be located around each other. I would have much rather been close to my other Finance Directors just due to the nature of our jobs. I bounce ideas off them, consult them on issues and a lot of times, work with them on events. I don’t necessarily do that with the Pod. If I needed to meet with Patrick Brown or Molly Ritner I would just shoot them an email or ask them a question. I can do that from across the office. I will say however, I would not have been as close to them as I am now had our desks now been in close proximity. For that I am thankful.

Midwest is not as fast paced as West or NE, but there is definite room to grow. Because it’s not as busy, you have the unique opportunity to help in all aspects of the Finance department. Make yourself as willing as possible to assist other Directors (or even assistants – they’re people too) in their events. Midwest donors are always looking to get out of the Midwest, so if there is a big Principal event in New York or LA, let your people know! Especially in winter. I assisted on numerous West and South events this cycle, and it not only makes you better at your job, but the people around you notice and appreciate your hard work on something you’ll ultimately get no credit for. It’s a good feeling. Plus you get to take fun trips to Miami and San Francisco! It’s better than Cleveland.