**MEMORANDUM**

**To: Members of the Virginia Legislative and Regulatory Committee and Virginia Metropolitan Political Action Committee**

**From: Brian M. Gordon, Vice President of Government Affairs, Virginia**

**Bismah Ahmed, Director of Government Affairs, Virginia**

**Date: May 29, 2018**

**Subject: Virginia Political Action Committee Budget for 2018**

**A Strategy to Rebuild PAC Coffers in a “Down” Year for Virginia Elections**

AOBA’s Metropolitan Political Action Committee (METPAC Virginia) continued to be a significant player in Virginia’s state elections in November of 2017, a cycle in which all 100 seats of the Virginia House of Delegates were on the ballot. Through its political giving program, METPAC Virginia has developed a strong reputation and visibility among candidates and elected officials and has helped to build relationships and open doors for the industry with decision makers from across the Commonwealth.

Our political giving strategy, which was adopted by the PAC in 2011, involves contributing more heavily in odd years in which state elections are held and scaling back in even years in order to rebuild and rearm the PAC’s coffers for the ensuing cycle. In November 2019, all 140 seats of the Virginia General Assembly will be on the ballot.

As Virginia METPAC again looks to scale back its political program in 2018, a year in which no state elections are slated to take place, the proposed budget departs from previous strategy in that focuses contributions on members of the Northern Virginia delegation and members that have been specifically helpful to our industry. Additionally, select never members of the legislature are identified to receive introductory contributions in aims of building relationships.

With a scaled back budget for 2018, METPAC Virginia will again be able to position itself to take on an aggressive role in the 2019 state election cycle, which will feature all 140 seats of the Virginia legislature.

**The 2018 Virginia METPAC Budget**

The proposed budget calls for $17,150 worth of contributions in 2018 to be spread among 48 elected officials statewide (12 members of the Senate and 36 members of the House of Delegates) and 5 local elected officials. With its focus on Northern Virginia seats, the proposed budget designates 16 Republicans and 32 Democrats as recipients..

Consistent with previous strategy, the proposed budget calls for contributions ranging from an introductory level of $100 for new members that have been favorable to the industry and up to $1,000 for select legislators who are in positions of power or who have been particularly helpful to AOBA’s agenda. Of the 53 recommended contributions, six have been slotted at the $1,000 level. The individuals slated to receive contributions at the $1,000 level are reflective of seniority, Committee assignments relevant to legislation of interest to AOBA and leadership demonstrated in support of AOBA’s agenda. This elite group includes several of the Senators and Delegates that carried legislation on AOBA’s behalf during the 2018 legislative session. This list includes Senator Mark Obenshain (R-Harrisonburg), Delegate Mark Keam (D-Fairfax), Majority Caucus Chairman Tim Hugo (R-Clifton), Delegate Dickie Bell (R-Staunton), Delegate Tony Wilt (R-Harrisonburg), and Virginia Housing Commission Chairman Delegate Chris Peace (R-Mechanicsville). These individuals all played critical roles in advancing AOBA’s legislative agenda in 2018 and serve in leadership positions vital to the outcome of industry initiatives.

Ten Delegates and two Senators warrant contributions of $500, in recognition of their consistent support for AOBA initiatives and positions and because they hold prominent positions of power overseeing legislation and policy affecting our industries. Others have been tagged to receive this level of support in appreciation of specific assistance or actions in furtherance of our industries’ legislative agenda during the 2018 General Assembly session. These include Delegate John Bell (D-Loudoun), Chairman of the House Courts Committee; Delegate David Bulova (D-Fairfax), House Speaker Kirk Cox (R-Colonial Heights), Delegate Charniele Herring (D-Fairfax), Delegate Eileen Filler-Corn (D-Burke), a minority whip; Delegate Todd Gilbert (R-Shenandoah), House Majority Leader; Delegate Paul Krizek (D-Fairfax), Delegate Danny Marshall (R-Danville), Senator Dave Marsden (D-Fairfax), Delegate Luke Torian (D-Montclair), a budget conferee; Minority Leader David Toscano (D-Charlottesville), and Senate Minority Leader Dick Saslaw (D-Springfield).

With local elections on the horizon, we have also slated a total of $2,000 in contribution for elected officials who have been especially friendly to our industry. Local officials that warrant a $500 contribution include Vice Mayor Justin Wilson (D-Alexandria), Supervisor John Vihstadt (I-Arlington), and Supervisor Marty Nohe (R-Prince William). Local officials that warrant a $250 contribution include Supervisor Pat Herrity (R-Fairfax) and Supervisor Jeanine Lawson (R-Prince William).

The balance of the contributions proposed for 2018 under the constrained spending plan are slated at $250 or $100, with the majority going to legislators who offered measurable assistance in advancing AOBA’s agenda during the 2018 session: Delegate Les Adams (R-Henry), Delegate Lashrecse Aird (D-Chesterfield), Delegate Hala Ayala (D-Woodbridge), Delegate Jennifer Boysko (D-Fairfax), Delegate Carroll Foy (D-Woodbridge), Delegate Karrie Delaney (D-Fairfax), Delegate Wendy Gooditis (D-Clarke), Delegate Elizabeth Guzman (D-Prince William), Delegate Patrick Hope (D-Arlington), Delegate Riley Ingram (R-Chesterfield), Delegate Matthew James (D-Chesapeake), Delegate Kathleen Murphy (D-Fairfax), Delegate Ken Plum (D-Fairfax), Delegate David Reid (D-Loudoun), Delegate Mark Sickles (D-Fairfax), Delegate Chris Stolle (R-Norfolk), Delegate Rip Sullivan (D-Arlington), Delegate Bob Thomas (R-Stafford), Delegate Kathy Tran (D-Fairfax), Delegate Vivian Watts (D-Fairfax), Delegate David Yancey (R-Newport News), Senator George Barker (D-Prince William), Senator Wiliam Desteph (R-Virginia Beach), Senator Adam Ebbin (D-Alexandria), Senator Barbara Favola (D-Arlington), Senator Jennifer McClellan (D-Richmond), Senator Chap Petersen (D-Fairfax), Senator William Stanley (R-Moneta), and Senator Scott Surovell (D-Mount Vernon).

Please feel free to contact either of us (bgordon@aoba-metro.org or  bahmed@aoba-metro.org) if you have any questions about the above information.