FROM: Mike Smith

DATE: March 27, 2015

SUBJECT: Mid-Atlantic Finance Director, End of Cycle Memo

**OVERVIEW**

The DCCC Mid Atlantic region is comprised of: DC, MD and VA. Most of the region’s activities take place in DC through various programs and events. The 2013-2014 Mid-Atlantic Finance team included a Director, Deputy Director and a shared Finance Assistant responsible for national PAC and Labor fundraising and for mid- to high-dollar individual fundraising in DC, Maryland and Virginia. There were no consultants in this region. During the 2014 cycle, the Mid-Atlantic donor program focused on raising through lobbying firms/executive raising programs, Member-hosted meetings/events, staff driven events as well as donor hosted events. Because of the nature of Washington, DC, many of the events also included PAC money. During 2013-2014, the Mid-Atlantic region managed fundraising events mostly in Washington, DC or its suburbs in Maryland and Virginia.

The DC finance director was responsible for overseeing the day-to-day operations of the region, managing the deputy and assistant positions, taking the lead on most major fundraising events in the region, and serving as the primary contact and liaison between the DCCC and the labor, lobbyist, and PAC communities.

Each member of the team worked with certain fundraising aspects:

1. Finance Director – Focused on PAC, individual and firm-based events in DC. Primarily handled raising PAC money and DC individual money. Organized the DCCC Business Council, Labor Council, Chairman’s Council in DC, LGBT Council in DC, Speaker’s Cabinet in DC, and oversaw the high-dollar individual raising efforts across the region.
2. Deputy Finance Director – Focused on raising high dollar individual money from the region (mostly Speaker’s Cabinet Members) and handled the DCCC WomenLEAD Council in DC and assisted with the Chairman’s Council and Defense Council efforts in DC.
3. Assistant – focused on drafting briefings, compliance, and keeping event RSVPs. Assisted with most aspects of the PAC fundraising program and took a lead role with the DCCC LGBT Council.

**Total Raised: $11,872,574**

**Individual:** $4,063,758

**PAC:** $7,808,816

**RESPONSIBILITIES:**

The DC director was responsible for overseeing the following areas:

* Communication with Business and Labor leaders
* One-on-One Meetings with PAC and Individual Donors
* Lobbyist and Member hosted fundraising events
* DCCC Business Council
* DCCC Labor Council
* DCCC Defense Council
* DCCC LGBT Council in DC
* DCCC WomenLead Council in DC
* DCCC Chairman’s Council in DC
* DCCC Speaker’s Cabinet in DC
* Organization Executive Raising

These programs made up the DCCC’s PAC and individual fundraising efforts with the District of Columbia. Each council served a different purpose.

**Communication** – The DC Finance Director is responsible for maintaining regular communication with all PAC donors and major lobbyists in DC. This includes business, trade association, and labor PACs. There is a blast email list available in the DC finance share drive and donor information can be pulled from NGP. All events should be placed on DCCC Member Services Directory of Events. The finance assistant was responsible for adding those to the list. Additional emphasis needs to be made to coordinate the messaging from the DCCC to these various interest groups. Additionally, providing a more constant and consistent stream of information flowing from the DCCC to these groups is critical.

**One-on-One Meetings** – Over the course of the cycle, we organized around 100 one-on-one meetings between individual donors and/or PAC donors and Members of Congress. The majority of these meetings revolved around check drop meetings with Chairman Israel, but additional meetings were organized with various Members, including Reps. Becerra, Hoyer, Pallone, Waxman, etc, based on the interests of the PAC or individual donor.

**Lobbyist and Member hosted Events** – Within DC, the majority of fundraising events are either hosted by lobbyists/lobbying firms or by Members of Congress. These events are listed in more detail below.

**Business Council** – The DCCC Business Council is the DCCC’s PAC membership program. PACs are provided a series of benefits on an annual basis for PAC contributions ranging from $5,000 to $15,000. See attached 2014 benefits document as a reference. The purpose of the Business Council program is to raise PAC money by providing an opportunity for lobbyists, PAC supporters, and the general downtown to community to interact with and build relationships with key Members of Congress.

The DC Finance Director is responsible for organizing the events calendar. Large event logistics are scheduled with the DCCC Events Coordinator and smaller coffees are organized by the DC finance assistant (exe: Business council coffees). In years past, each exclusive committee hosted at least one business council coffee per year. Since we were in the minority this cycle, each coffee was scheduled based on relevant topics and available Members of Congress.

In addition to the organization of schedule, the regional director heads up the March PAC event and all subsequent DC-based large PAC events. There are usually 150 – 400 people at these events depending on the time of year. These events must be scheduled with Leader Pelosi’s office and Chairman Israel. We used different Members of Congress in leadership to host our events. This is done through a series of events:

* Monthly Coffees – Hosted by Business Council Chairs (Reps. Sewell and Neal this past cycle), these coffee receptions take place on a monthly basis throughout the year. In the past, we invite the ranking member from one of the important committees to serve as a special guest. We also invite the rest of that particular committee’s democrats to attend. In 2014, these were our Special Guests and other invited VIPs:
	+ December 2013: Sandy Levin – Ways & Means
	+ February: Chris Van Hollen – Budget Committee
	+ April: Nita Lowey – Appropriations
	+ June: Jim Clyburn – CBC & Leadership (celebrating his book)
	+ July: Hoyer – Chief Deputy Whips
	+ September – DCCC Leadership & Frontline Members
* PAC Receptions – The DCCC hosts quarterly PAC receptions. The entire Democratic Caucus is invited to participate. All DCCC PAC donors and individual donors contributing at the $5,000+ level are invited to attend. We typically have anywhere from 150-400 people attended these events.
* Staff Happy Hours – In 2014, we did two “Staff Happy Hours,” and both featured House Democrats’ Chiefs of Staff. The events are low-cost and held close to the Hill on a get-away day. The downtown community likes these events. It’s also an opportunity to raise some low-dollar individual lobbyist money.
* New Member Mixers / Meet and Greets – We held a series of new member mixers earlier in 2013 that went over well with the downtown community and with members. We also tried out a “speed dating” format where Members rotated among groups of lobbyists. The reaction was mixed – some liked it; others hated it.
* Political Updates/Race Reviews – We hosted a series of political updates over the course of the cycle that ranged from large scale updates held here at the DCCC to firm or organization specific updates held across DC.
* NYC Issues Conference – The Issues Conference is open to $5k+ individual donors and $15k PAC donors.

**DCCC Labor Council –** The DCCC Labor Council is very similar to the Business Council Program. Labor PAC contributors receive the same benefits that other PACs receive. Additionally, we have done a series of labor-specific events over the cycle. Early in 2013, we hosted a candidate recruitment meeting with Rep. Pocan, Rep. Edwards, and DCCC staff and the political directors from the major labor unions. We also held a series of dinners and breakfasts with the labor community.

* Recommendations – Labor requires a lot of time and energy. Need to implement a consistent engagement plan that includes meetings around recruitment, messaging, etc.

**Defense Council –** During the 2014 cycle, the DCCC had a Defense Council that focused on raising PAC and some individual money from the defense community. Defense Council Chairs typically host these events.

**DCCC LGBT Council** – The DC region typically hosts one annual LGBT Equality Reception. The event is an opportunity to raise money from LGBT individuals, lobbyists, and staff in the DC area. LGBT Member staff and LGBT staff are critical to this event’s success. Without their help, the event would raise little to no money. Brad Jacklin, the Hill’s LGBT Caucus Executive Director, and the Members and Chiefs of LGBT Caucus are very helpful if pushed aggressively. It’s helpful to expand this to have other LGBT staff participate in the raising.

**DCCC WomenLEAD** – The DC region typically hosts one large annual WomenLEAD luncheon in Washington, DC. The event includes all women MOCs and women candidates. This event is built in conjunction with the DCCC Director of Member Dues and focuses on raising PAC, individual and Member contributions. Table hosts were asked to write/raise $2,500 in individual contributions. Members of Congress were asked to contribute $10,000 in dues for a table. The 2014 luncheon had 262 guests and raised $886,650, including $497,350 in Member Dues, $144,000 for Frontline and Red to Blue candidates, $207,300 from individuals and $38,000 from PACs for the DCCC.

**DCCC Chairman’s Council** – The DCCC Chairman’s Council program focuses on raising $5,000 contributions from individual donors. This is the only other individual donor program other than the DCCC Speaker’s Cabinet program that the DCCC offers. Chairman’s Council donors are treated as $15,000 PAC donors and receives the equivalent level of benefits. Additionally, we coordinated a series of Chairman’s Council specific events over the course of the cycle, including dinners, breakfast, etc. In addition to coordinating Member specific events for our Chairman’s Council program, we also solicited the help of Chairman Israel’s CoS and Rep. Himes CoS to organize monthly roundtable discussions with Chairman’s Council members.

**DCCC Speaker’s Cabinet –** The DCCC Speaker’s Cabinet program focuses on raising $32,400 contributions from individual donors. These donors have access to most of the events the DCCC offers, including an invitation to the Leader’s Napa Valley Weekend and Issues Conference.

**Executive Raising** – The Executive Raising program falls under the responsibilities of the DC Finance Director and bridges all of the finance regions at the DCCC. The DC Finance Director is responsible for identifying organizations capable of raising funds from their executives as well as coordinating raising plans and events with their government relations staff. The most effective executive raising groups during the 2012 cycle were the National Association of Realtors, Comcast, and NRG Energy. In the 2014 cycle, primary responsibilities related to the Comcast executive raising fell to the Northeast region. It would like make more sense for this responsibility to move back under the DC director’s portfolio. Executive raising must be discussed with other regional directors to avoid duplicate efforts.

**HELPFUL MEMBERS:**

This region is unique because we work with Members from all over the country. In terms of Members from our actual region, Ruppersberger, Hoyer, Van Hollen, and Edwards are consistently the most helpful. Other Maryland Members have been supportive through various events as well and need to be engaged. Rep.-elect Don Beyer will also likely be very helpful in the next cycle. Many more members are helpful with different industries for PAC calls.

**Hon. Dutch Ruppersberger (MD)**

Ruppersberger’s district is in Baltimore and he plays a critical role to any event we do in the area. You should always go through his chief of staff, Tara Ousler. She goes back and forth between DC and Baltimore and will sit down with you to plan out our events there, go over targets, assign calls, etc.

**Hon. Don Beyer (VA)**

Beyer’s district is the DC suburbs of Arlington and McLean. We hope he will take an active role in anything the DCCC does in that area as mentioned above in the event descriptions.

**Hon. Steny Hoyer (MD)**

The Whip is helpful, but has the capacity to do much more for us. He does events in DC and should also call his donors from MD and across the country for us. His finance person, Pattie Fiorello, and his political director, Julie Merz, are your best contacts.

**Good Members for PAC Calls:**

**Joe Crowley – finance/general business**

**Frank Pallone – healthcare (plus everything else with his new ranking member slot)**

**Doris Matsui – telecom/tech**

**Anna Eshoo – telecom/tech**

**Adam Smith - defense**

**Mark Pocan - labor**

**John Larson - insurance**

**James Clyburn – little bit of everything**

**Xavier Becerra - healthcare**

**Steve Israel – defense/Alzheimer’s groups/little bit of everything**

**Jim Himes – finance/business**

**Richie Neal - insurance**

**Dutch Ruppersberger - defense**

**Pete Visclosky - defense**

**Jared Polis – LGBT/Venture Capital (NO labor calls)**

There are also several members who are good for one or two different PAC calls that are specific to their districts. You can find old call sheets for members in the call sheet folder. Example: Kathy Castor can call the cruise lines for PAC checks.

**ANNUAL EVENTS:**

In this section, you will find an overview of fundraising events that occur annually for the DCCC. For all events, please look at the briefings folder for additional information on how much each event raised and for the event structure.

**DCCC Reception Hosted by Steve Elmendorf**

**Typically Scheduled:** Q1

**Point of Contact:** Steve Elmendorf

**Members Involved:** Leader Pelosi and Members chosen by Steve.

**Background:** Steve has hosted an annual event for the DCCC for several years. Guests for this dinner include clients from his firm and principals from Elmendorf Ryan. Steve has annually contributed the maximum to the DCCC through this event – either breaking his contribution up into recurring contributions over the year or doing the full amount in one lump sum contribution.

**Speaker’s Cabinet Notes:** Steve is close friends with Michael Paese. Steve raised Michael’s $32,400 contribution in 2013.

**DCCC Dinner Hosted by Mehlman Castagnetti Rosen Bingel & Thomas**

**Typically Scheduled:** Q1

**Point of Contact:** David Thomas

**Members Involved:** Members chosen by David Thomas

**Background:** This was the third year David hosted this dinner. David contributed $8,000 through a series of monthly contributions for this event.

**Pros/Cons:** David is relatively easy to work with and can raise a handful of PAC and individual contributions. However, like other PAC related events, a lot of double counting occurs. Pressure should be put on them to make sure firm partners are writing at between the $1,000 - $10,000 level.

**DCCC Finance Dinner hosted by Frank Pallone**

**Typically Scheduled:** Q1

**Point of Contact:** Jeff Carroll

**Members Involved:** Pallone

**Background:** This is an annual event hosted with the physician community. Jeff Carol, Congressman Pallone’s Chief of Staff, takes the lead in reaching out to the physician organizations for this event.

**DCCC Finance Dinner hosted by Eshoo, Matsui, and their Chiefs Julie Eddy & Terri Glaze**

**Typically Scheduled:** Q1

**Point of Contact:** Julie Eddy and Jena Gross

**Members Involved:** Eshoo & Matsui

**Background:** This event was hosted by Julie Eddy, Congresswoman Matsui’s Chief of Staff and Terri Glaze, Congresswoman Eshoo’s Chief of Staff. Julie Eddy will the primary point of contact for this event. This event raised telecom and tech money.

**DCCC Finance Dinner hosted by New Dems**

**Typically Scheduled:** Q1

**Point of Contact:** JD Grom

**Members Involved:** New Dem Leadership

**Background:** This event was very successful in raising early PAC money. The New Dem Vice Chair Chiefs of Staff served as event hosts. They all made calls to the downtown community for the reception and dinner. I would highly recommend doing this event again.

**DCCC Finance Dinner hosted by Sandy Levin**

**Typically Scheduled:** Q1/Q3

**Point of Contact:** Hilary Chambers/Molly Allen

**Members Involved:** Ways and Means Dems

**Background:** This dinner was hosted by Congressman Levin and featured each Member of Congress from the Ways & Means Committee. Congressman Levin and his chief of staff invited those members to the event. The original idea was to have several lobbying firms raise money and serve as table hosts for the event but was not that successful in raising additional funds. I would highly recommend doing this dinner again. The business community thought it was great.

**DCCC Breakfast hosted by Patton Boggs**

**Typically Scheduled:** Q1-Q4

**Point of Contact:** Larry Harris (no longer with firm) – contact Micah Green

**Members Involved:** Members chosen by Squire Patton Boggs

**Background:** Patton Boggs has been hosting this breakfast annually in their offices since 2004. During the restructuring, they did not host a 2013 event. The majority of the guests at this breakfast are attorneys at Patton Boggs, but a few of their clients who are contributing PAC money attend as well. Patton Boggs PAC contributes $15,000 annually through this event.

**DCCC Dinner Hosted by Hon. Dick Gephardt**

**Typically Scheduled:** Q2

**Point of Contact:** Greg Carnick, *Gephardt Government Affairs*

**Members Involved:** Leader Pelosi and the Chairman of the DCCC

**Background:** This is an intimate dinner with members of Gephardt Government Affairs and their clients. Sharon Daniels was particularly helpful in raising contributions for the 2014 dinner. The 2014 raised $71,900 for the DCCC. The 2013 dinner raised $77,900 for the DCCC.

**Speaker’s Cabinet Notes:** Hon. Dick Gephardt and Tom O’Donnell typically renew their support to the DCCC through this event.

**DCCC Dinner Hosted by Brownstein Hyatt Farber Schreck**

**Typically Scheduled:** Q1

**Point of Contact:** Manny Ortiz/Zach Pfister

**Members Involved:** MOCs chosen by BHFS

**Background:** BHFS hosts this as a reception/dinner. They like to invite Dem Leadership to the reception portion and then additional members to the dinner portion. BHFS raises from their PAC clients, but does little personal money through this event. They do significantly more personal money through their DSCC event. Start scheduling early and stay on top of them.

**DCCC Dinner Hosted by Tony Podesta**

**Typically Scheduled:** Q1

**Point of Contact:** Daniele Baierlein, *the Podesta Group*

**Members Involved:** Leader Pelosi and Members chosen by Tony Podesta.

**Background:** Tony Podesta has hosted an annual event for the DCCC since 2007. The 2014 dinner was the first year Tony hosted this event without his former wife, Heather Podesta. Tony and Heather finalized their divorce in June 2014. The 2014 dinner raised $203,500 for the DCCC, $7,500 to PAC to the Future, and $5,000 to Israel for Congress ($216,000 total). Guests for this dinner include clients from his firm, principals from the Podesta Group and Tony’s friends. At the time of the event (and prior to the April 2014 McCutcheon v. FEC Supreme Court ruling) Tony Podesta was federally maxed to Party Committees and did not make a personal contribution. In 2013, 2012 and 2011, Tony personally contributed $25,000 to the DCCC through his annual dinner. Following McCutcheon, Tony contributed $25,000 to the DCCC in August 2014.

**Speaker’s Cabinet Notes:** Tony Podesta raised Conrad Cafritz’s contribution.

**DCCC Dinner Hosted by Heather Podesta**

**Typically Scheduled:** Q1

**Point of Contact:** Mary Beth Stanton, *Heather Podesta + Partners* or Teal Baker, *Heather Podesta + Partners*

**Members Involved:** Leader Pelosi and Members chosen by Heather Podesta.

**Background:** 2014 was the first year Heather hosted this dinner without her former husband, Tony Podesta.Tony and Heather finalized their divorce in June 2014. This dinner raised $134,900 for the DCCC and $7,800 for Nancy Pelosi for Congress. Heather did not personally contribute to the DCCC through this dinner but raised a $32,400 contribution from her California-based boyfriend, Stephen Kessler. Mary Beth Stanton was instrumental in the raising for this event—she also personally contributed $10,000 to the DCCC through this dinner.

**Speaker’s Cabinet Notes:** Karen Dixon and Nan Schaffer are clients of Heather Podesta + Partners.

**DCCC Dinner Hosted by Nancy & Harold Zirkin**

**Typically Scheduled:** Q1

**Point of Contact:** Nancy Zirkin, *Leadership Conference on Civil Rights*

**Members Involved:** Leader Pelosi and Members chosen by Nancy Zirkin

**Background:** This is an annual Speaker’s Cabinet dinner hosted at the Zirkin’s home in Chevy Chase, MD. The 2014 dinner raised $174,600 for the DCCC and the 2013 dinner raised $188,600 for the DCCC. This is a very intimate dinner and usually raises the same contributions each year.

**Speaker’s Cabinet Notes:** Trish & George Vradenburg, PJ & Cam Cowan and Nancy & Harold Zirkin typically renew their support to the DCCC through this event.Also, Nancy Zirkin raised Robert Raben’s 2014 contribution.

**DCCC Reception Hosted by Margie & Hon. Tommy D’Alesandro and Lynn & Hon. Ted Venetoulis**

**Typically Scheduled:** Q2/Q3

**Point of Contact:** Lynn & Hon. Ted Venetoulis

**Members Involved:** Leader Pelosi and Members of the Maryland delegation.

**Background:** This is an annual event hosted by Tommy & Ted. Please note, Tommy D’Alesandro is Leader Pelosi’s brother and the former Mayor of Baltimore. Ted is a longtime friend of Tommy D’Alesandro and Leader Pelosi. Ted & Tommy as well as Leader Pelosi and Reps Ruppersberger and Sarbanes are helpful in raising for this event. The 2014 reception featured Senator Elizabeth Warren and Governor Martin O’Malley and raised $251,400 for the DCCC. The 2013 dinner raised $120,000 for the DCCC.

**Speaker’s Cabinet Notes:** Scott Plank, John Coale, Len Moodispaw and Keith Campbell typically renew their support through this event.

**DCCC Reception Hosted by Congresswoman Donna Edwards**

**Typically Scheduled:** Q3

**Point of Contact:** Adrienne Christian, *Rep. Edward’s Chief of Staff* or Jeremiah Pope, *Rep. Edward’s fundraiser*

**Members Involved:** Leader Pelosi

**Background:** This is an annual low-dollar event hosted by Congresswoman Donna Edwards in National Harbor, MD. The 2014 reception did not occur due to the Congresswoman’s active raising for the *When Women Succeeds, America Succeeds* bus tour. The 2013 reception raised $57,750 for the DCCC.

**Speaker’s Cabinet Notes:** Congresswoman Edward’s typically raises Morty Funger, Patricia Bauman and Adelaide Gomer’s contributions through this event.

**DCCC WomenLEAD Luncheon**

**Typically Scheduled:** Q2

**Point of Contact:** DCCC Staff

**Members Involved:** Leader Pelosi, WomenLEAD Chairs and Women Members of the House Democratic Caucus

**Background:** This is an annual luncheon with members of the DC lobbyist and PAC community. This event is built in conjunction with the DCCC Director of Member Dues and focuses on raising PAC, individual and Member contributions. Table hosts were asked to write/raise $2,500 in individual contributions. Members of Congress were asked to contribute $10,000 in dues for a table. The 2014 luncheon had 262 guests and raised $886,650, including $497,350 in Member Dues, $144,000 for Frontline and Red to Blue candidates, $207,300 from individuals and $38,000 from PACs for the DCCC. The 2014 luncheon was the culminating event of the *When Women Succeed, America Succeeds* bus tour. The 2013 luncheon raised $291,250 for the DCCC.

**Speaker’s Cabinet Notes:** N/A

**DCCC Dinner Hosted by Hon. Dick Gephardt**

**Typically Scheduled:** Q2

**Point of Contact:** Greg Carnick, *Gephardt Government Affairs*

**Members Involved:** Leader Pelosi and the Chairman of the DCCC

**Background:** This is an intimate dinner with members of Gephardt Government Affairs and their clients. Sharon Daniels was particularly helpful in raising contributions for the 2014 dinner. The 2014 raised $71,900 for the DCCC. The 2013 dinner raised $77,900 for the DCCC.

**Speaker’s Cabinet Notes:** Hon. Dick Gephardt and Tom O’Donnell typically renew their support to the DCCC through this event.

**DCCC Finance Event hosted by NRG Energy**

**Scheduled:** Q2 of the on year

**POC:** Jim Massie with the Alpine Group

**Members Involved:** Leader Pelosi and others selected by NRG

**Background:** Isabella de la Houssaye (day-lah-HOO-SAY) and David Crane, CEO of NRG, host this event for the DCCC each cycle. Jim Massie, founder of Alpine Group and a current DCCC Speaker’s Cabinet member was instrumental in getting this event organized. Guests attending are clients, executives, and personal friends of NRG Energy and the Crane family. The 2014 event raised approximately $190,000 for the DCCC. The 2012 event raised approximately $130,000 for the DCCC. Isabella de la Houssaye and David Crane contributed $10,000 personally and NRG PAC contributed $15,000 towards the event.

**DCCC Finance Reception hosted Dennis McClellan & Steve Deggendorf**

**Scheduled:** Q3 of the on year

**POC:** Dennis McClellan

**Members Involved:** Leader Pelosi and others selected by Dennis

**Background:** Dennis McClellan and his spouse Steve Deggendorf offered to host this reception. They hosted a similar event in September 2012. Ticket prices for this reception include: Host - $2,500 per person; Sponsor - $1,000 per person; Friend - $500 per person; and Guest – $100 per person. Guests include friends and colleagues from the DC area of Dennis & Steve. Dennis & Steve each contributed $2,500 for a total of $5,000 to the DCCC through this reception. Dennis is also personal friends with Jim Sauber from the National Association of Letter Carriers, and can potentially help raise candidate money from them.

**2014 CYCLE SPECIFIC EVENTS:**

In this section, you will find an overview of fundraising events that occurred for the first time in the 2014 cycle or are not always annual events for the DCCC.

**DCCC Roundtable hosted by Congressman Don Beyer with special guest President Barack Obama**

**Point of Contact:** Don Beyer

**Members Involved:** Leader Pelosi, Chairman Israel and Don Beyer

**Background:** This was a round table and dinner at the home of Tori Winkler Thomas in October 2014. Tori Thomas raised the majority of the contributions for this event and should be engaged through Don Beyer to host another event in 2015. Efforts should be made to make this into an annual event.

**DCCC Dinner Hosted by Linda and Sen. Tom Daschle**

*\*This event needs to be scheduled well in advance. Conversations should begin in Q1.*

**Point of Contact:** Linda Daschle

**Members Involved:** Leader Pelosi and Members chosen by Linda & Sen. Tom Daschle

**Backgound:** The 2014 dinner was the third event the Daschles have hosted for the DCCC and raised $167,400 for the committee. Their last event was held in October 2011 and raised $65,000 for the DCCC. Their first event, held in May of 2010, raised $125,000 for the DCCC. The Daschles are heavily involved with the Senate and so this event needs to be scheduled well in advance. Chairman Steve Israel called Linda and requested the 2014 event after they were over-extended with 2013 fundraising requests.

**Speaker’s Cabinet Notes:** Linda and Tom are able to raise Edgar Bronfman & Tom Van Coverden’s contributions.

**DCCC Dinner hosted by Congressman Chris Van Hollen with special guest President Barack Obama**

**Point of Contact:** Sam Gross, *Finance Director to Congressman Chris Van Hollen*

**Members Involved:** Leader Pelosi, Chairman Israel and the Maryland delegation

**Backgound:** There were two DCCC dinners with President Obama in 2014. The first was hosted by Congressman Chris Van Hollen at the home of Lora & Jeff Drezner in Potomac, MD. Leader Pelosi asked Congressman Van Hollen to host this event. Congressman Van Hollen was extremely instrumental in the raising for this event as was the Drezner family. This dinner raised $579,500 for the DCCC.

**Speaker’s Cabinet Notes:** Congressman Van Hollen was able to raise contributions from the Bainum family, Drezner family, Cowan family, Mary Ann Stein & Agnes Williams for this event.

**DCCC Luncheon hosted by Congressman Dutch Ruppersberger with special guest Vice President Joe Biden**

**Point of Contact:** Tara Oursler, *Chief of Staff to Congressman Dutch Ruppersberger*

**Members Involved:** Leader Pelosi, Chairman Israel and the Maryland delegation

**Backgound:** Leader Pelosi asked Congressman Dutch Ruppersberger to host this event at the home of Connie Caplan. Congressman Ruppersberger was extremely instrumental in the raising for this event as was Congressman John Sarbanes. This luncheon raised $206,400 for the DCCC.

**Speaker’s Cabinet Notes:** Congressman Ruppersberger was able to raise contributions from Peter Angelos, Michael Greenebaum, Frank Kelly, Ed St. John, Wayne Rogers, Keith Campbell and Jay Salkini for this event.

**SPEAKER’S CABINET DONORS**

**Anne & Ron Abramson**

Anne & Ron contributed a combined $63,200 to the DCCC during the 2014 cycle. Anne & Ron are close friends to Leader Pelosi and Leader Pelosi’s daughter, Alexandra, interned for Anne during her undergraduate degree. They typically renew their support through the Q1 Finance Dinner hosted by Nancy & Harold Zirkin.

**Georgia & Peter Angelos**

Georgia & Peter contributed a combined $64,800 to the DCCC during the 2014 cycle. Peter Angelos is a childhood friend of Leader Pelosi. He is a high profile national Democratic donor and typically meets with Leader Pelosi when she travels to Baltimore.

**Sandy & Stewart Bainum**

Sandy & Stewart contributed $64,800 to the DCCC in 2013 following a call from Congressman Chris Van Hollen. Prior to the McCutcheon v. FEC ruling, Stewart & Sandy were federally maxed to campaign committees in 2014. As a result, Congressman Chris Van Hollen asked Stewart to raise $50,000 from his family to attend the May 19th DCCC dinner with President Barack Obama. Stewart raised contributions from his sister, Barbara Bainum and her husband, Wilfried Busse. He also raised a contribution from his brother, Bruce Bainum. In 2009, Congressman Chris Van Hollen raised $60,800 from Stuart and Sandy for the DCCC.

**Patricia Bauman & Hon. John Bryant**

Patricia & John contributed a combined $42,400 to the DCCC during the 2014 cycle. Patricia & John are very close to Congresswoman Donna Edwards and she is typically the one to raise their contributions for the DCCC.

**David Bradley**

David annually splits his Speaker’s Cabinet membership between a personal & PAC contribution to the DCCC. David typically meets with the Chairman of the DCCC to renew his support. Congresswoman Betty McCollum sets up this meeting.

**Jan Brandt**

Jan contributed a combined $64,800 to the DCCC during the 2014 cycle. Jan contributed $32,400 on both occasions following a call from Leader Pelosi. She attended the 2014 Napa Valley Weekend Issues Conference and repeatedly indicated that she would want to attend again in the years moving forward.

**D. Keith Campbell**

Keith contributed $30,000 to the DCCC during the 2014 cycle. He typically attends Baltimore based events and is a friend of Congressman Dutch Ruppersberger.

**PJ & Cam Cowan**

PJ & Cam contributed a combined $94,000 to the DCCC during the 2014 cycle. They have been members of the DCCC Speaker’s Cabinet since 2007.

**Karen Dixon & Nan Schaffer**

Karen & Nan were new donors to the DCCC during the 2014 cycle. Between contributions to Nancy Pelosi for Congress & the DCCC, they contributed a combined $97,200 this cycle. Karen and Nan met with Leader Pelosi in September 2013 for a prospective donor meeting. Following that breakfast, Karen contributed $32,400 to the DCCC. They are both clients of Heather Podesta + Partners.

**Lora & Jeff Drezner**

Lora & Jeff hosted the May 19th DCCC dinner with President Barack Obama. Through that event, Lora & Jeff contributed $32,400 to the DCCC and raised an additional $87,500 for the DCCC. Their nephew is David Schneider.

**Joan Huffer & Rob Dugger**

Joan & Rob were lapsed Speaker’s Cabinet donors until August 2014 when they contributed $10,000 to the DCCC through the dinner hosted by Linda & Sen. Tom Daschle and an additional $10,000 to the DCCC through the dinner with President Barack Obama in McLean, VA.

**Steve Elmendorf**

Steve has been a Speaker’s Cabinet member since 2008 and annually renews his support through his DCCC reception. Steve’s 2014 reception raised $118,400 for the DCCC. In 2013, Steve’s reception raised $242,000 for the DCCC—including Michael Paese’s $32,400 contribution that Steve raised.

**Therese Keane & Otho Eskin**

Otho has been a Speaker’s Cabinet member since 2004. He generally renews his support at the beginning of each year following a staff-level solicitation call. In October 2013, Leader Pelosi met with Otho and Therese for lunch to ask Therese to renew her support to the DCCC. Therese did not ultimately renew her support. She used to annually support the DCCC up until 2011.

**Natalie Wexler & Jim Feldman**

Natalie & Jim contributed a combined $60,000 to the DCCC during the 2014 cycle. They never attended any DCCC events but responded to staff level solicitations and voicemails from Leader Pelosi.

**Barbara Fried**

Barbara Fried contributed $32,400 to the DCCC through the October 14th dinner hosted by Congressman-Elect Don Beyer with President Barack Obama.

**Caroline Gabel**

Caroline contributed a combined $25,000 to the DCCC in 2014. She contributed $5,000 to the DCCC to attend the July 30th dinner hosted by Linda & Sen. Tom Daschle and contributed an additional $20,000 to the DCCC following that dinner.

**Page Gardner & Ron Rosenblith**

Page & Ron contributed a combined $97,200 to the DCCC during the 2014 cycle. Page and Ron have a long history in Democratic politics, with Page having been political director at the DSCC and Ron, the founder of a phone consulting firm.

**Hon. Richard Gephardt**

Congressman Gephardt has hosted an annual event for the DCCC since 2008. In 2013 and 2014, Congressman Gephardt renewed his support to the DCCC through his annual dinner.

**Debbie Driesman & Frank Islam**

Debbie & Frank contributed a combined $77,400 to the DCCC during the 2014 cycle. Frank typically renews his support to the DCCC through the dinner hosted by Nancy Zirkin.

**Jan & Randy Kell**

Jan & Randy contributed $32,400 to the DCCC through the October 14th dinner hosted by Congressman-Elect Don Beyer with President Barack Obama. Randy works at the Mark Winkler Company which was founded by Tori Winkler Thomas’ father.

**Austin Ligon**

Austin contributed $32,400 to the DCCC through mail solicitations. He was originally based in Virginia and has since relocated to Austin, Texas.

**Carol & Eugene Ludwig**

Carol & Gene contributed a combined $74,800 to the DCCC during the 2014 cycle. This was their first major contribution to the DCCC. Gene met with Leader Pelosi in April 2013 for a prospective donor meeting. Following that breakfast, Gene contributed $32,400 to the DCCC. Gene served in the Clinton administration and had been acquaintances with the Leader for many years prior to this meeting.

**Jim Massie**

Jim has been a Speaker’s Cabinet member since 2009 and was instrumental in organizing the June 2014 reception hosted by Isabella de la Houssaye & David Crane that raised $150,000 for the DCCC.

**Larry O’Brien**

Larry typically renews his support for the DCCC through a personal contribution and raising the other half from a member of his family. He is typically attends Speaker’s Cabinet and Chairman’s Council events.

**Carolann & George Najarian**

Carolann and George contributed a combined $63,200 to the DCCC during the 2014 cycle through staff-level solicitations. Please note, their daughter, Nancy Najarian, ran for the VA-08 2014 primary but did not qualify to be on the ballot.

**Michael Paese**

Michael was a 2013 Speaker’s Cabinet member. This was his first major contribution to the DCCC and it was raised by Steve Elemendorf. In 2014, Michael contributed $5,000 to the DCCC and was involved in raising contributions from members of the financial services community for Frontline members.

**J. Scott Plank**

Scott contributed a combined $40,000 to the DCCC during the 2014 cycle. He typically renews his support through Baltimore-area events.

**Tony Podesta**

Tony contributed a combined $50,000 to the DCCC during the 2014 cycle. He typically renews his support to the DCCC through his annual event.

**Dame Jillian Sackler**

Dame Sackler contributed a combined $64,800 to the DCCC during the 2014 cycle. This was her first major contribution to the DCCC. Dame Sackler met with Leader Pelosi, at the suggestion of Roz Wyman, in July 2013 for a prospective donor meeting. Following that breakfast, Dame Sackler contributed $32,400 to the DCCC.

**David Schneider**

David is the nephew to Lora & Jeff Drezner and is based in California. He attended the May 19th DCCC dinner with President Obama in Potomac, MD and was seated next to the Leader Pelosi. Following that dinner, David contributed an additional $22,400 to the DCCC.

**Raj Sharma**

Raj contributed $44,400 to the DCCC during the 2014 cycle. This was his first major contribution to the DCCC. He is a client of California-based fundraising consultant, Shelly Kapoor Collins.

**Chandler & Paul Tagliabue**

Chandler and Paul contributed a combined $30,000 to the DCCC during the 2014 cycle. Their contributions were made in lieu of their attendance at the May 19th DCCC dinner with President Obama and November 8th luncheon with Vice President Biden. They are close friends to Leader Pelosi.

**Tori Winkler Thomas**

Tori hosted the October 14th DCCC roundtable with President Barack Obama in McLean, VA. Congressman-Elect Don Beyer asked Tori to host this event. Tori contributed $32,400 to the DCCC and raised an additional $131,300 through members of her family.

**Patricia “Trish” & George Vradenburg**

Trish & George contributed a combined $57,400 to the DCCC during the 2014 cycle. Trish and George typically renew their support to the DCCC through the DCCC dinner hosted by Nancy Zirkin. Please note, they prefer to contribute at the $25,000 level.

**Christy & Scott Wallace**

Christy and Scott contributed a combined $37,400 to the DCCC during the 2014 cycle. They regularly travel abroad for their foundation.

**Bob & Cindy Whitehead**

Bob and Cindy contributed $32,400 to the DCCC in 2014. This was their first major contribution to the DCCC. They are actively pursuing approval from the FDA for their pharmaceutical product, Flibanserin.

**Nancy & Harold Zirkin**

Nancy & Harold annually host a Speaker’s Cabinet dinner for the DCCC. They also annually renew their support through that dinner. Nancy is also heavily involved with the Senate and EMILY’s List.

**FINANCE PLAN**

**FEEDBACK:**

Need to figure out a way to keep labor, business, and the downtown community more consistently engaged over the course of the year and mitigate multiple/disconnected messaging coming from the DCCC.