

AMP UP

Amplifying the Voice
of the **American Grassroots**

FREEDOMWORKS 2019 ANNUAL REPORT



FreedomWorks





STOP THE CIRCUS
KEY DEMOCRATS
GO IMPEACH YOURSELF!
DON'T "CHECKMATE" TO DEMOCRATS

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President's Overview



Amplifying the Voice of the American Grassroots

2019 was supposed to be the year the Trump presidency ended, and the freedom movement died.

After all, the results of the 2018 elections gave U.S. Rep. Nancy Pelosi (D-CA) the Speaker's gavel. The Mueller investigation was still ongoing, and our national media elites were salivating at the thought of House Democrats issuing a never-ending stream of subpoenas, which would surely force the President's resignation.

Instead, the Mueller Report came and went and the President still stood. The following hysterical push for impeachment – to overturn the results of the 2016 elections – also ultimately failed.

In 2020, the Democrats will once again attempt to take out the President and usher in a new era of Big Government socialism all across America.

But this time, the American people will decide what happens – not the "Swamp."

In the following pages of our 2019 Annual Report, you'll see how FreedomWorks' investors enabled us to make a tremendous impact on a number of fronts during the past year – some of which will pay huge dividends in 2020.

One of the biggest was exposing the Left's increasing radicalism to American voters. Emboldened by the results of the 2018 midterms, Democrats raced to the Left calling for a radical socialist takeover of the economy through Rep. Alexandria Ocasio-Cortez's (D-NY) so-called "Green New Deal," Euro-style socialized medicine, new restrictions on free speech, higher taxes, and unfettered illegal immigration.

Throughout the heat of these battles, FreedomWorks' activists drove millions of messages, signatures, and tweets to lawmakers and regulators in Washington, D.C.

We also won important victories by ensuring the Senate acted on and confirmed President Trump's judicial nominees. This truly is one of the biggest successes of President Trump's first term and will have a lasting impact far beyond his years in the Oval Office.

While policy gains were bottlenecked at the federal level with Speaker Pelosi controlling the House, FreedomWorks racked up tremendous victories at the state level stopping ObamaCare expansion in Kansas, ending unnecessary occupational licensing in Ohio and Oklahoma, halting a minimum wage hike in Virginia, passing expungement reform in Kentucky, and expanding school choice in Pennsylvania.

Of course, I could go on and on. But you'll get a more detailed look at our programs by reviewing the following pages of this 2019 Annual Report.

As you read through them, please understand what you're really seeing isn't a collection of facts, statistics, and stories.

What you're seeing is your investments in action – the impact FreedomWorks' grassroots activists are making with your generosity.

The great news is, our impact is growing.

With technology making communication easier, FreedomWorks is working day-in and day-out to "AMP up" the voices of our activists in Washington, D.C. with a unique focus on digital and social media mobilization – something few organizations on the political Right can claim.

As political party bigwigs, Congressional leaders, media elites, career politicians, and Washington, D.C. insiders and bureaucrats grow more despised, grassroots Americans matter more and more.

I truly believe good men and women all over the country who still believe in our country's promise of individual liberty and prosperity – not the Washington, D.C. "Swamp" – will decide what happens in November 2020.

And you can rest assured FreedomWorks will continue fighting on the frontlines alongside them with everything we have.



Adam Brandon,
President, FreedomWorks

AMP'ING UP ACTIVISM



"What matters in politics is real people -- people who knock on doors, call, and text their friends, family members, and acquaintances.

"FreedomWorks commitment to the grassroots is unmatched. They've helped me and so many others make an impact for liberty in our communities, state capitals, and even in Washington, D.C.

"I'm so grateful for FreedomWorks -- and for those who give to help make their important work possible."

CAROL DAVIS,
CHAIR OF FREEDOMWORKS
ACTIVIST ADVISORY COUNCIL



"If we're going to save our country's legacy of liberty for future generations, each and **every one of us has a duty to fight.**

"FreedomWorks gives grassroots activists from all backgrounds the tools and training we need to stay on the cutting edge of technology and make the biggest impact possible."

JACK ADKINS,
FREEDOMWORKS ACTIVIST
OREGON



"Most politicians in Washington, D.C. would love it if they could go about their business and never hear from the folks back home.

"FreedomWorks' goal is to ensure that our voices are loud enough to overcome all of the insiders, lobbyists, and media elites. That's the only way we'll ever really Drain the Swamp."

LISA WATSON,
FREEDOMWORKS ACTIVIST
SOUTH CAROLINA

FREEDOMWORKS ACTIVISTS IN ACTION





With a grassroots army standing behind its name, FreedomWorks, Inc. is a force multiplier, mobilizing an activist community to support constitutionally limited government, free markets, and personal freedom.

As a 501(c)(4) organization, FreedomWorks, Inc. is tasked with:

1. Sounding the alarm about politicians' records to ensure they're held accountable during critical election years like 2020.
2. Mobilizing the grassroots and amplifying their voices to help pass or defeat legislation at the state and federal level.

FEDERAL POLICY INITIATIVES AND ACCOMPLISHMENTS

Left-wing special interests were more emboldened than ever in 2019 after the Democrats' takeover of the U.S. House in 2018, forcing House Speaker Nancy Pelosi's (D-CA) caucus dramatically to the Left on issues like presidential impeachment - all to cheers from our national media.

FreedomWorks worked hard in 2019 exposing left-wing radicalism, defending the Trump tax cuts, and confirming President Trump's judicial nominees.

All of the time, preparing for the 2020 election year has been at the top of our priority list as we've worked to deepen ties with allies, grow our activist base, and continue to modernize grassroots activism with our Activism Modernization Plan (AMP).



AMP'ING UP ACTIVISM

The power of social media and online activism is only increasing.

It's the new game in town within the Washington, D.C. Beltway – one that the Left has been dominating for years now, using social media to affect policy and influence legislators.

But in 2017, FreedomWorks launched our Activism Modernization Plan (AMP) to bring our grassroots advocacy to social media. Along with releasing a handbook outlining best practices, we've held over a hundred trainings across the country and have trained thousands of activists on Twitter, Facebook, and text messaging activism.

Using AMP, we've already seen a massive increase in conservatives contacting federal and state legislators via social media and we've begun using this program on targeted elections as well.

All in all, our AMP program is helping us to bring grassroots activism to the next level, making it more powerful along the way.

With the Left now more radical than ever – and all that's at stake in 2020 – it's never been a more important time to "AMP" up activism!



81%

of Americans have a social media profile



68%

of U.S. adults are on Facebook

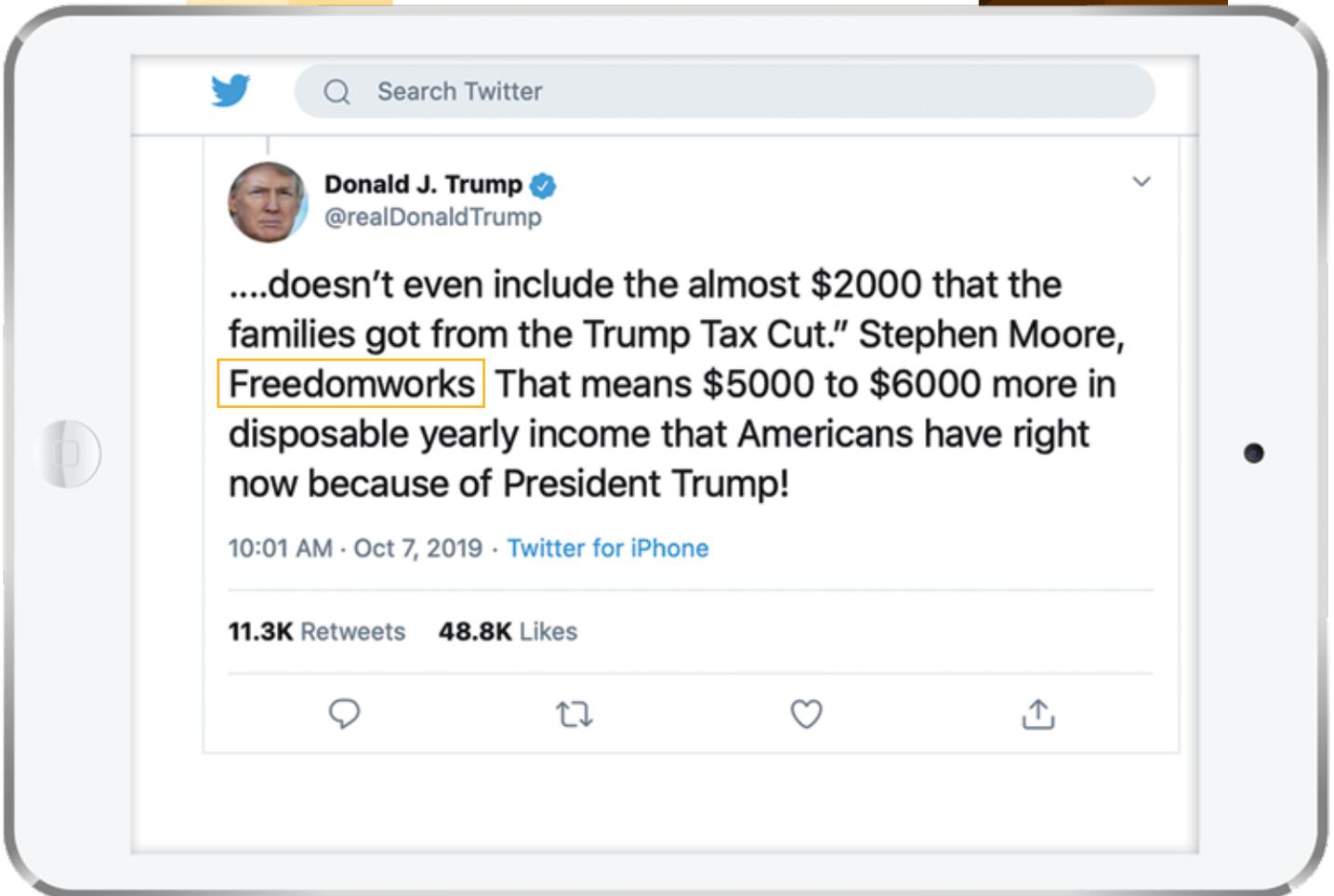


62%

of U.S. adults get news on social media

Source: Pew Research Center

AMP'ING UP ACTIVISM ⚡



Forbes 2019 SOCIAL MEDIA RANKINGS

APRIL 10, 2019

	Twitter	Facebook	YouTube	SimilarWeb	Alexa
ADVOCACY GROUPS	2019	2019	2019	2019	2019
FreedomWorks	282,000	4,937,703	11,921	245,280	273,339
Americans for Prosperity	106,000	1,093,600	7,199	n/a	732,226
UNIVERSITY BASED					
Hoover Institution (Stanford U)	102,000	341,043	112,847	551,470	82,567
Mercatus (GMU)	29,800	37,059	10,913	268,810	152,038
STUDENT ADVOCACY					
Turning Point	226,000	1,274,291	74,343	133,280	286,073
Young Americans for Liberty	51,400	675,804	2,750	n/a	726,325
Young America's Foundation	71,100	351,843	101,598	98,260	231,720
Students for Liberty	38,200	140,779	3,085	122,660	332,114
MAGAZINES AND MEDIA FOCUSED EFFORTS					
PragerU	205,000	3,224,524	2,006,102	1,170,000	61,625
Media Research Center	156,000	1,848,020	71,975	503,000	260,509
National Review (Magazine)	318,000	1,068,833	12,838	12,090,000	7,940
Reason	229,000	462,960	413,642	5,730,000	13,921
The Daily Signal (Heritage Action)	61,600	869,602	19,383	2,940,000	42,005
COMPETITION					
MoveOn.org	334,000	1,641,639	46,126	1,440,000	62,220
Brookings	358,000	407,952	69,295	3,000,000	12,659

 **FREEDOMWORKS REMAINS THE TOP ADVOCACY ORGANIZATION ON SOCIAL MEDIA FOR SIX YEARS IN A ROW**

AMP'ING UP ACTIVISM



FACEBOOK

2018

TOTAL IMPRESSIONS:

298,276,444

TOTAL REACH:

148,926,176

ENGAGEMENTS:

17,029,239

REACH-TO-ENGAGEMENT RATE:

11.43%

2019

TOTAL IMPRESSIONS:

491,162,007 ▲ 64.67%

TOTAL REACH:

281,470,549 ▲ 89.01%

ENGAGEMENTS:

45,997,360 ▲ 170.11%

REACH-TO-ENGAGEMENT RATE:

16.34% ▲ 42.96%

IMPRESSIONS: The number of times our content is displayed.

REACH: The number of people who see our content.

ENGAGEMENT: The number of interactions that users reacted to on our message during the reporting period.

REACH-TO-ENGAGEMENT: The number of times users engaged with our content as a percentage of our reach.

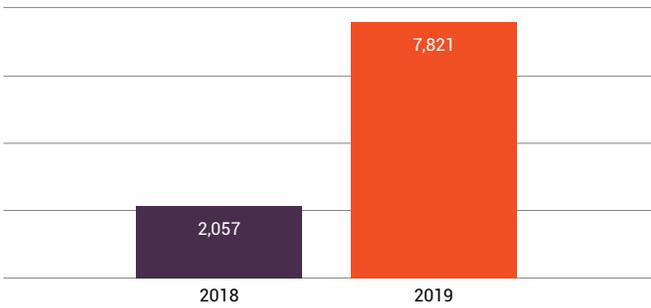
FREEDOMWORKS, INC. 2019 REPORT

AMP'ING UP ACTIVISM

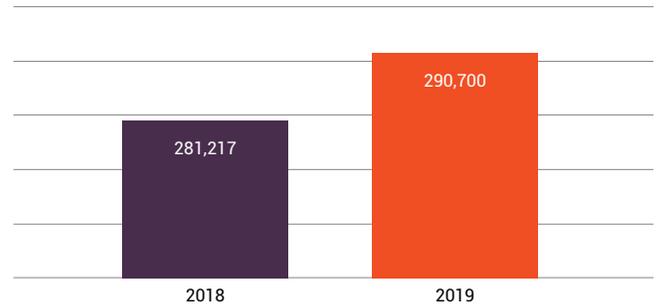


TWITTER

Adam Brandon Twitter Follower Growth

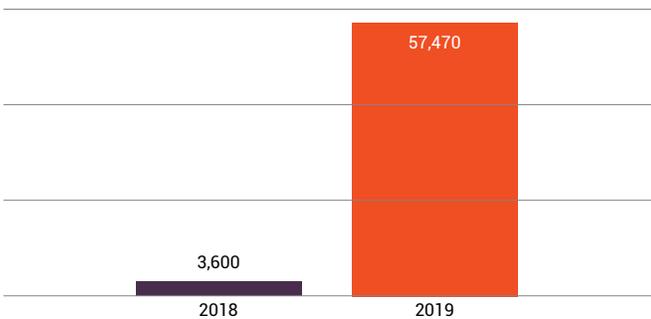


FreedomWorks Twitter Follower Growth

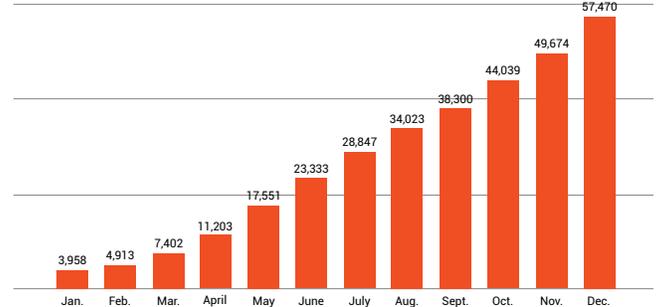


INSTAGRAM

Instagram Growth (2018 vs. 2019)



FreedomWorks Instagram Growth 2019



EXPOSING LEFT-WING LUNACY



FreedomWorks drove
611,000 actions
to stop the Green New Deal



CONFRONTING THE SO-CALLED “GREEN NEW DEAL”

There isn't a better poster-child for Democrat radicalism than freshman U.S. Rep. Alexandria Ocasio-Cortez (D-NY). And her so-called “Green New Deal” has become the signature piece of legislation from the unhinged and admittedly socialist Left. It's so bad, even the AFL-CIO came out in opposition!

If ever adopted by Congress, the so-called “Green New Deal” would destroy the American economy overnight.

“The Green New Deal is Communist Manifesto 21st Century”

by Jason Pye, Vice President of Legislative Affairs
RealClearPolitics: 2/11/19

REAL
CLEAR

“Green is the New Red”

by Stephen Moore, FreedomWorks Senior Economic Advisor
Washington Times: 2/11/19

The
Washington
Times

Under this scheme, air travel would be banned, an estimated 10 million jobs would be lost, and costs would likely reach over \$100 trillion over the next decade. To put that in perspective, the United States government's already-bloated annual budget is roughly \$4.1 trillion annually.

In yet another example of just how out-of-touch our media elites are, *The Atlantic* ran an article praising the legislation saying, “The Green New Deal Has Already Won!”

Fortunately – with the explosion of information online – a handful of liberal media outlets no longer have a monopoly on the information people see and hear.

Upon introduction of the “Green New Deal,” FreedomWorks went to work immediately exposing just how damaging this legislation would be.

Ultimately, FreedomWorks drove more than 611,000 messages, signatures, and tweets against the proposal.

Recognizing just how toxic the “Green New Deal” was to Democrats, Senate Majority Leader Mitch McConnell (R-KY) brought up this proposal for a vote. With all of the heat FreedomWorks was able to generate against this scheme, all Senate Democrats, including the lead sponsor, U.S. Sen. Markey (D-MA) voted “present” instead of voting for or against it.

While this is a short-term victory, the stakes are far higher than just derailing the so-called “Green New Deal” and exposing U.S. Rep. Alexandria Ocasio-Cortez.

Schemes like the “Green New Deal” and “Cap and Trade” are certain to be back – especially if Democrats succeed in seizing total control of Washington, D.C. in 2020. With our supporters' help, FreedomWorks will continue to stand guard.





“Democrats Have Weaponized the Impeachment Hearings Against Donald Trump” by Adam Brandon, President | USA TODAY: 11/20/19



BATTLING IMPEACHMENT

From the moment President Trump was declared the winner over the “Swamp’s” anointed candidate, Hillary Clinton, in November 2016, Democrats have smeared him as an “illegitimate President” – refusing to acknowledge that the American people just didn’t want the Democrats.

First, it was the firing of notorious leaker James Comey that was going to spell President Trump’s doom. Then it was the “Russian Collusion” investigation culminating in the Mueller Report dud.

So when a third “opportunity” rolled around, resulting from a now-infamous call with Ukrainian President Volodymyr Zelensky, the “Swamp” jumped on it – even after the Trump administration released a transcript of the call showing nothing inappropriate was said.

From the moment the impeachment sham began, FreedomWorks ramped up our activist base.

We understood that if the Left and their pals in the media were successful in browbeating Republican House members into voting for impeachment, it would only encourage weak-kneed Senate Republicans like U.S. Senators Mitt Romney (R-UT), Susan Collins (R-ME), Lisa Murkowski (R-AK), and others into joining the Democrats’ scheme to remove the President.

Throughout this battle, FreedomWorks drove over 1.2 million messages, tweets, and signatures to Congress against presidential impeachment.

When the U.S. House voted to impeach the president on December 18, 2019, not one Republican voted with the Democrat caucus – resulting in the first purely partisan impeachment vote in U.S. history.

This put the president on a strong footing with the battle headed to the U.S. Senate – and the Left on thin ice with voters. In fact, one Democrat congressman, U.S. Rep. Jeff Van Drew (NJ), chose to switch parties to Republican.

After this vote, House Speaker Nancy Pelosi (D-CA) waited nearly four weeks to transfer the articles of impeachment to the U.S. Senate, recognizing her case was so weak and this sham was hurting her party.

She’s right. The House impeachment debacle is virtually certain to come back and bite Democrats in November 2020.

FIGHT BACK: CONDEMN THE DEMOCRATS’ IMPEACHMENT INSANITY NOW!



FreedomWorks drove **1.2 million actions** to stop impeachment 

STOPPING ATTACKS ON FREE SPEECH

You can tell a lot about a party's priorities by one of the first pieces of legislation they introduce in a new Congress. So what does House Democrats' decision to introduce H.R. 1, the so-called “For the People Act,” tell us about their goals?

They're interested, first and foremost, with gaining and keeping power, and they'll do just about anything to get it – even if that means rigging elections and trampling on the free speech rights of those who disagree with them.

There are numerous bad parts of H.R. 1, but perhaps the worst aspect is that it would effectively force grassroots organizations like FreedomWorks to reveal our donors so the Left can target them for harassment and intimidation – all at a time where privacy has never been more important.

These days, it's not just vengeful bureaucrats and politicians we have to worry about targeting political opponents. Imagine working for one of many of today's “woke” corporations like Google, Twitter, Nike, or Levi's and having to explain to your boss that you're proud to fly the American flag.

Upon introduction of the bill, FreedomWorks alerted our activists to the dangers posed by H.R. 1, driving nearly 50,000 messages to Congress opposing this scheme.

It passed the U.S. House on March 8, 2019, but FreedomWorks has successfully held off Senate action so far.

One thing is for sure, however. With the Left's new-found love for censorship, schemes like this are not going away anytime soon. FreedomWorks must continue to stand strong for free speech.



FreedomWorks drove
50,000 messages
to stop H.R. 1



WHAT WOULD H.R. 1 DO?

- Hand congressional redistricting to the “Swamp;”
- Hand control of all voting machines to the “Swamp;”
- Tell states who can vote and who can't;
- Effectively muzzle grassroots organizations like FreedomWorks with bureaucratic red tape.

STOPPING CONGRESS' PAY RAISE

If there's one thing that gets under voters' skin, it's when Members of Congress start complaining about how little money they make. Currently, U.S. Representatives make \$174,000 a year – which is an unfathomable sum of money for many Americans.

Nevertheless, House Democratic and Republican leadership attempted to sneak a \$4,500 pay raise for Members of Congress in the annual Legislative Branch appropriations bill.

The deal backfired once grassroots activists started firing back at Congress. In fact, during this battle, FreedomWorks drove nearly 50,000 actions in opposition to the proposed pay raise.

In the end, the pay raise was denied, giving grassroots activists a small victory over self-serving members of Congress.



FreedomWorks drove **50,000 messages** to stop the Congressional Pay Raise





FIGHTING SOCIALIST PRICE CONTROLS ON PRESCRIPTION DRUGS

A CASE STUDY ON FREEDOMWORKS
ACTIVISTS IN ACTION



NEXT PAGE

“Republicans Face Critical Test of Integrity on Drug Price Controls”

by Adam Brandon, President | *The Hill*: 8/22/19

THE
HILL

Many people agree the price of prescription drugs is too high. But is importing price controls European countries place on prescription drugs the answer?

As we saw in the former Soviet Union, price controls only lead to scarcity. Do we really want that in American healthcare?

The true culprit for high prescription drug costs in America is other countries' price controls. That leads to market distortion, which means life-saving drugs are far less available overseas and Americans are forced to pay for the majority of drug companies' research and development costs.

If we import those price controls, research and development could virtually end – meaning the end of hope for Americans suffering from diseases we could cure.

But with Republicans pushing this scheme, would FreedomWorks' activists dare to fight it?

WHERE IT ALL BEGAN:

In December 2018, the Department of Health and Human Services (HHS) began soliciting feedback from the public on a proposal to use an index of price controls from foreign single-payer healthcare systems to determine reimbursement levels for drugs under Medicare Part D.

FreedomWorks' activists took a stand early for principles over politics and delivered over 2,100 unique comments to HHS in under a month opposing this proposal, at the end comprising 55 percent of the total number of comments received by HHS.

In the days before Christmas 2018, FreedomWorks rallied to stop the administration from allowing foreign governments to set American prescription drug prices – a small victory in a much longer fight that was quickly creeping up on the horizon.



TARGETING THE BUREAUCRACY

Despite our pushback, in the spring of 2019, the defiant Department of Health and Human Services announced that it was considering yet another proposal to import socialist price controls.

Upon this announcement, FreedomWorks responded by launching the largest advocacy campaign in the organization's history.

Over the course of three months, FreedomWorks teamed up with conservative personalities like Ben Shapiro, Glenn Beck, Pat Gray, Lauren Chen, and Andrew Wilkow to amplify our message in Washington, D.C. and in target congressional districts.

And while we bombarded digital media and the airwaves, the FreedomWorks policy team was meeting with representatives and senators on Capitol Hill to gather intel and educate them on the dangers of socialized price controls.

From news reports, Secretary Alex Azar was certainly feeling enormous pressure from our campaign, which caused tension with the White House.

Ultimately HHS had no choice but to back down. But as we quickly learned, the battle was still not over.



GRASSROOTS ACTION

- 35 events and activist meetings
- 150 activists flown in to Washington, D.C.
- 50 congressional offices visited
- Highly attended press conference denouncing socialist price controls
- 40,000 phone calls driven to HHS Secretary Alex Azar and top Senate targets
- Hundreds of thousands of messages driven to Congress and Secretary Azar against socialist price controls
- 6,000 public comments generated



POLITICO 6/18/19

‘They’re all fighting him’: Trump aides spar with health secretary

“Azar has spent months battling White House ... officials over proposals targeting high drug prices, Medicaid and Obamacare, individuals inside and outside the administration said. But Azar has been repeatedly overruled.”

THE BATTLE MOVES TO THE SENATE

After the momentum stalled within the HHS, the push for importing socialist price controls into America quickly grew in the Senate – particularly in the Senate Finance Committee chaired by Senator Chuck Grassley (R-IA).

In July 2019, the Senate Finance Committee unveiled its bipartisan bill that included socialist price controls through Medicare Part D's inflationary caps.

Without hesitation, FreedomWorks once again moved into action.

Using grassroots activism, digital advertising, and traditional marketing, FreedomWorks informed Americans about the dangers of drug price controls and the legislation making its way through the SFC.

Because of our enormous efforts last summer, we helped make this legislation so toxic that other Republican senators started distancing themselves from its socialist price controls.

Even Senate Majority Leader Mitch McConnell knows this is bad policy and has continued to block the legislation in the Senate.

THE HILL

McConnell, Grassley at odds over Trump-backed drug bill

12/6/19

KHN

KAISER HEALTH NEWS

GOP Senators Distance Themselves From Grassley And Trump's Efforts to Cut Drug Prices

7/25/19

FREEDOMWORKS LAUNCHES OUR

DIGITAL DAY OF ACTION

AUGUST 23, 2019



12

live streams

1.5 million

views of videos from influencers like Andrew Wilkow, Steve Moore, and U.S. Rep. Dan Crenshaw (R-TX)

Over

3.5 million

conservatives reached

Over

500,000

messages driven to Congress against socialist price controls

Over

10,000

“thank you cards” delivered to Senators who remained principled

HOUSE DEMOCRATS TAKE UP THE FIGHT

As socialist price control legislation seemed blocked in the Senate, House Speaker Nancy Pelosi (D-CA) saw a perfect opportunity to introduce her own form of socialized medicine in H.R. 3.

While the impeachment inquiries began in the House of Representatives in October 2019, House Democrats were constantly being attacked for failing to do their jobs and not focusing on the American people.

Her solution was picking up the battle for socialist price controls on prescription drugs. This is where FreedomWorks stepped in.

During the months of November and December, FreedomWorks launched an aggressive, Washington, D.C.-focused digital advertising campaign that leveraged the immense grassroots opposition to drug price controls to pressure members in the House, Capitol Hill staffers, and health care industry employees within Washington, D.C.

Unfortunately, because of the makeup of the U.S. House, H.R. 3 passed the U.S. House in late December and is currently awaiting action in the U.S. Senate.



THE BATTLE CONTINUES IN 2020

(AND LESSONS FROM 2019)

Considering both parties' current and past support for socialist price controls, it would be foolish to believe this issue will be off the table in 2020.

Many Members of Congress in both parties would love a deal over something to show the voters back home they can "work with the other side."

All of this means that FreedomWorks will have to remain on guard.

The good news is, FreedomWorks proved that with the appropriate funding, we can turn up enough heat on the "Swamp" to change their behavior, affect battles, and win fights – even when it's some of our allies who are behind the bad ideas.

Not many organizations can credibly claim they can move the needle in Washington, D.C. – or would even dare to try if it means putting principle ahead of politics.

But with our supporters' generosity, FreedomWorks will always battle for our mission of limited government, low taxes, and more freedom.

And as we move into 2020 and beyond, we'll continue to fight like never before.

 **11.5 million**
views on social media

 **10.5 million**
digital ad impressions

 **3.5 million**
live stream views

 **1.1 million**
messages and petition
signatures sent to Congress

 **400,000**
phone calls to HHS, Congress,
and the White House

 **10,000**
"thank you" postcards
sent to Congress

 **30**
newspaper ads

 **8**
op-eds

 **36**
weeks on Ben Shapiro's
180+ radio stations

 **47**
grassroots events
with over 6,000 attendees

 **50**
in district office visits by
grassroots activists

 **3**
sponsored conferences
with 3,500 attendees

MAKING PROGRESS AND LAYING THE FOUNDATION FOR VICTORY IN 2020

ENSURING CONFIRMATION OF PRESIDENT TRUMP'S JUDICIAL AND OTHER FEDERAL APPOINTEES

One of the biggest successes of President Trump's first term in office is the remaking of the federal judiciary.

While the confirmation of U.S. Supreme Court Justices Neil Gorsuch and Brett Kavanaugh is the most notable, that's far from the end of the story.

Since taking office on January 20, 2017, President Trump has nominated and the Senate has confirmed 50 appellate court judges and 135 district court judges. In 2019 alone, the Senate confirmed 20 appellate court judges and 80 district court judges.

Appellate courts have been a key focus of Senate Republicans due to the influence they have as the most immediate stepping stone to the Supreme Court.

Two appellate court nominees stood out to us: Neomi Rao, who was nominated to the Court of Appeals for the D.C. Circuit, and Daniel Bress, who was nominated to the Court of Appeals for the Ninth Circuit.

During their confirmation battles, FreedomWorks drove nearly 600,000 messages in support of the confirmation of Rao and Bress, who were both confirmed by the Senate.

We also drove nearly 37,000 messages in support of Eugene Scalia, the son of the late Supreme Court Justice Antonin Scalia, to serve as the Secretary of Labor. Eugene Scalia was confirmed by the Senate in September.



President Trump with Ninth Circuit Court of Appeals nominee Daniel Bress (top). Newly confirmed D.C. Circuit Judge Naomi Rao with Justice Clarence Thomas (bottom).



Roll Call 2/4/19

"FreedomWorks, a hard-line conservative advocacy group, cheered [Rao's] pick in November, saying she was someone who could rein in the excesses of the administrative state as she had in the White House. "Now she has the opportunity to do so from the bench and set precedents that cannot be easily undone by future administrations," Adam Brandon, the group's president, said at the time."

"Conservative activists are calling on Senate Majority Leader Mitch McConnell to support funding to upgrade voting machines across the country that critics argue are out of date and insecure. Anti-tax activist Grover Norquist and Freedomworks President Adam Brandon issued a call Wednesday for Congress to allocate additional money for election equipment upgrades and to mandate that elections use paper ballots that can be used for an independent audit." 9/18/19



SECURING AMERICAN ELECTIONS

You'd think after all of the controversy surrounding Russia and the 2016 elections, the Left would be more interested in ensuring America's election processes are protected. But sadly, that's far from the truth.

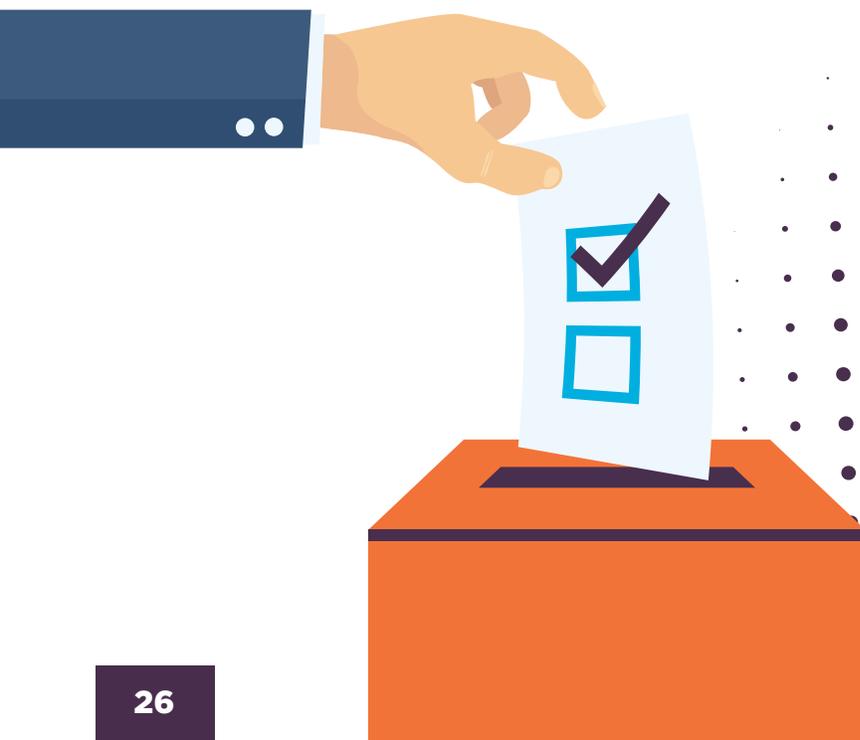
The voting machines employed by a number of states are very susceptible to infiltration and the current funding system allows very little in the way of verifying the integrity of elections.

States employing these devices must have the ability to use voter-verified paper backup ballots to be able to certify the results. FreedomWorks held numerous meetings on Capitol Hill with legislators to increase funding for states to conduct post-election audits. We also briefed our activists at a number of grassroots events across the country.

FreedomWorks President Adam Brandon held a press conference alongside other Washington, D.C. influencers to discuss the issue. Ultimately, Congress appropriated \$600 million for these audits and the House Administration Committee is holding a hearing on election system vendors.



FreedomWorks Vice President Jason Pye talks with election security expert Lt. Col. Tony Schaffer.



REFORMING OUR JUSTICE SYSTEM

Criminal justice reform has long been a top priority for FreedomWorks as we believe one of the best ways to keep Americans safe – and lower the costs of prisons in the United States – is to ensure those who've done their time can gain suitable employment, so they're not tempted to fall back into a life of crime.

With the passage of the Fair Chance Act in December – thanks to incessant FreedomWorks lobbying, holding more than 50 individual meetings with Hill contacts and White House staff – we achieved another victory.

This legislation allows those with a criminal record to get their foot in the door in a federal job or a federally contracted job by delaying background checks until the conditional offer phase of hiring.

Lack of gainful employment upon release from prison is one of the leading factors in reincarceration.

Expanding job opportunities, as the Fair Chance Act does, for those who have paid their debt to society for their past actions helps to reduce crime and enhance communities across America.

We are dedicated to seeing policies that increase employment among former offenders passed into law, including record sealing and expungement opportunities along with more fair chance hiring.



Below: Matthew Charles - who spent two decades in federal prison for a drug crime - talks criminal justice reform with FreedomWorks' Director of Policy Sarah Anderson.



PUSHING FOR TERM LIMITS

American voters elected President Trump in 2016 to “Drain the Swamp.” To succeed at this, Congress must ultimately pass term limits for U.S. House and Senate Members.

Under current law, Members can be re-elected to two-year House and six-year Senate terms as many times as they are able to win.

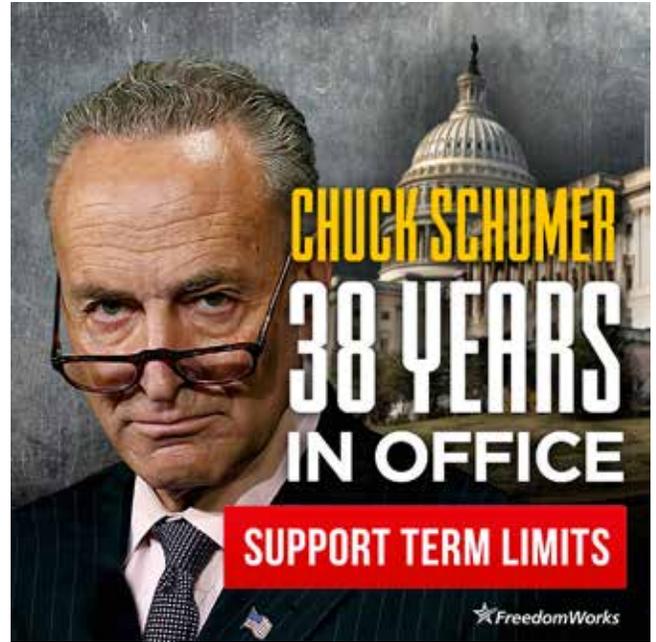
Some of the most egregious examples are Sen. Patrick Leahy (D-VT) who has been in the Senate since 1975 and former Rep. John Dingell Jr. (D-MI) who served a record 59 years in the House.

Having Members of Congress in Washington, D.C. this long ultimately means they become more loyal to the “Swamp” than they are to their constituents.

Fortunately, the movement for term limits has significant and bipartisan support inside of Congress itself, an effort which FreedomWorks is proud to support.

Throughout 2019, our activists drove more than 55,000 actions to the House and Senate in support of the constitutional amendments introduced in the 116th Congress, H.J. Res. 20 and S.J. Res. 1, to implement term limits.

As a result, a total of 22 offices that our activists have driven actions to are now cosponsors of the legislation.



LOOKING AHEAD



“There is No You in Medicare-for-All”

by Adam Brandon, President | *Fox News Business*: 10/10/19

**FOX
NEWS**

With 2020 now here, and Congress divided, opportunities to pass significant legislation at the federal level will continue to dwindle as we approach November 2020.

Nevertheless, FreedomWorks can continue to help confirm more federal judges – most of whom will hold their positions long after the Trump presidency – and help ensure our allies rally around the most effective and popular reforms in 2020.

At the national level, healthcare was arguably the top issue in the 2018 midterm elections.

In 2018, Republicans were hammered by Democrats on healthcare, specifically the issue of pre-existing conditions.

Emboldened with that victory, most House Democrats and many Senate Democrats are now pushing a single-payer healthcare plan, “Medicare for All,” which would make private health insurance illegal or a “public option” that

would compete with private health insurance. A public option will, of course, be able to undercut private health insurers and eventually collapse the system.

Free-market solutions are desperately needed with all that's on the line in 2020.

Although the Trump administration has lifted some regulations to inject more choice and promote portability, most changes in the healthcare system must come from Congress.

The Republican Study Committee (RSC) has rolled out a plan entitled, “A Framework for Personalized, Affordable Care.”

Although FreedomWorks was involved in some various aspects of the Republican Study Committee's healthcare plan ahead of its public release, we've also been working on some ideas of our own for 2020.



Adam Brandon walking a new section of border wall in El Paso, TX.

IMMIGRATION AND THE 2020 ELECTION YEAR

27%

of Americans say immigration
is the top issue our country is facing



Another issue that will be enormous in 2020 is immigration – an issue FreedomWorks has never before delved into.

But with polls showing that 27% of Americans – nearly one-third – saying that immigration is the top issue our country is facing, we have no choice. Only five other issues have reached that level since 2001.

FreedomWorks' interest in immigration comes from the viewpoint of making America's immigration system based on merit and maintaining economic growth.

The fact is, America needs more workers. In October, for example, there were 7.26 million job openings, according to the Federal Reserve. Only 5.85 million people were actively looking for work.

Although this is a sign of a healthy economy and means there is a high demand for workers, it's not a recipe for continued economic growth.

In 2019, FreedomWorks began working with other conservative partners, such as the Texas Public Policy Foundation, on fundamentally reshaping America's immigration system to a merit-based system similar to Australia and Canada.

This means an immigration system based on age, education, proficiency in English, and the willingness to contribute to American society.

Crime and human trafficking will continue to be an issue so long as our borders remain unsecured, so border security must be part of the equation while we address the worker-shortage in a smart, targeted way that meets the needs of the economy.

President Trump has put forward a framework for a merit-based immigration system that overhauls current law, which was largely written in the 1960s, for today's economy.

FreedomWorks will make this issue a key priority throughout 2020.



Adam Brandon with Donald Trump Jr. and Kimberly Guilfoyle in El Paso, Texas for the Symposium at the Border.

STATE POLICY INITIATIVES AND ACCOMPLISHMENTS



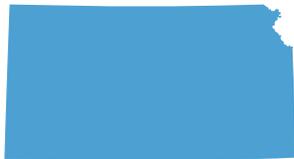
While the national media focused almost solely on the day-to-day in Washington, D.C., throughout 2019, FreedomWorks continued to rack up some tremendous victories throughout the country.

State legislatures are important incubators for policy. States can test new methods and initiatives to address policy concerns on a small scale before a national push.

Throughout 2019, our activists drove nearly 40,000 actions in the six states where we focused most intensely.

We will continue to support legislation that applies the principles of smaller government, lower taxes, free markets, personal liberty, and the rule of law at the state level in 2020 and look forward to further victories.

Following is an overview of each state battle we engaged in and won.



STOPPING OBAMACARE EXPANSION IN KANSAS

FreedomWorks teamed up with the Foundation for Government Accountability's team on the ground and their researchers to put a stop to the State Senate's efforts to expand ObamaCare. We drove dozens of calls directly to leadership to kill this bad legislation.



ENDING UNNECESSARY OCCUPATIONAL LICENSING IN OKLAHOMA

Continuing our partnership with the Justice Action Network, we focused our efforts on an important bill that reforms Oklahoma's broken licensing rules, which for years kept former offenders out of countless professions unnecessarily. This will help them get a job and become a productive member of their community, rather than returning to a life of crime. FreedomWorks drove nearly 3,000 messages to target legislators in support of this important rollback in state regulations.



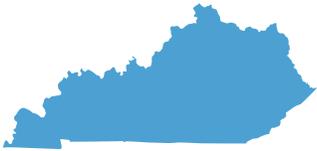
HALTING A MINIMUM WAGE HIKE IN VIRGINIA

FreedomWorks sponsors activist-driven "state legislative cooperatives," small groups of citizens who are working together to identify bad legislation and lobby against bad bills. Our activists defeated a bill in the Virginia legislature (S.B. 1200) that would have increased the minimum wage to \$15/hour. We were the only national conservative group to engage on this legislation. In less than a week, FreedomWorks activists drove over 3,000 messages to the General Assembly, which was only defeated by two votes in the Virginia Senate.



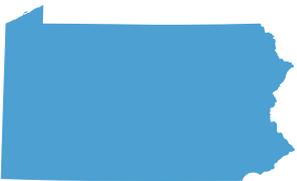
ENDING UNNECESSARY OCCUPATIONAL LICENSING IN OHIO

State Sen. Rob McColley introduced S.B. 255 in Ohio to require one-third of all licenses be reviewed every two years, with automatic sunset if they are not renewed. It also defines criteria for review, aimed at “least restrictive regulation.” The bill had already passed the Senate but got stuck in the State House as the legislature completed the session for the year. Fortunately, FreedomWorks activists were able to drive over 11,000 calls and emails to pass S.B. 255 and get it signed by the governor.



PASSING EXPUNGEMENT REFORM IN KENTUCKY

FreedomWorks drove over 4,000 calls and emails in support of S.B. 57, which allows discretionary expungement of certain low-level Class D felonies after five years. The individual must apply for expungement and pay a \$250 application fee. The law allows a prosecutor to object, if he or she is compelled to do so, and provides the individual with an opportunity to provide clear and convincing evidence that expungement wouldn't negatively impact public safety, that he or she has participated in rehabilitative activities, expungement serves the interest of justice, and other issues deemed appropriate by the court.



EXPANDING SCHOOL CHOICE IN PENNSYLVANIA

For far too long, countless children have been trapped in failing schools and their parents have been totally powerless to do anything about it – all simply because they live in the “wrong” zip code. That's why FreedomWorks always looks for school choice legislation to support like Pennsylvania's H.B. 800 and H.B. 1800, which greatly expands access to charter schools. Throughout these battles, our activists sent well over 15,000 messages in Pennsylvania this year to state legislators and the governor, urging them to support school choice.

LOOKING AHEAD

With Congress deadlocked, we'll continue to focus at the state level to advance priorities that affect Americans' daily lives. Continuing to reform our justice system will be one priority. Another is reforming licensing laws to allow more entry and more competition.

Another, which has broad appeal across demographics, is school choice.

Clearly, those closest to students should be the ones making decisions about their educational opportunities. That would be the students themselves, their parents, their teachers, and their local communities.

It certainly should not be government bureaucrats.

By working to pass state legislation that increases or creates useable vouchers, scholarship tax credits, education savings accounts, and charter schools, we are expanding school choice at a time when our economy desperately needs new highly-educated workers.

Going into 2020, FreedomWorks has already laid the groundwork for extensive work in the education scholarship tax credit space in Kentucky, partnering with EdChoice Kentucky and the Institute for Justice to get a meaningful bill across the finish line. We are looking to continue and expand our work in other states as well.

By all measures, 2020 will be an enormous year for FreedomWorks. With help from our activists and supporters, we believe it can be a special one.



As a tax-deductible 501(c)(3) organization, FreedomWorks Foundation focuses on educating the public on key freedom issues – as well as keeping tabs on the Executive and Judicial Branches, and the “Fourth Branch of Government,” the Regulatory State.

In the long-term, education is critical to freedom's survival. After all, Americans are no longer taught to respect the Constitution, the Bill of Rights, or our Founders in our public schools.

We're seeing the results with poll numbers showing rising support for socialism. How can we expect Americans to help us defeat socialist legislation in Congress if they're not educated on the reasons why socialism is bad?

If we want Americans to defend freedom, we must show them why freedom should be defended.

The good news is, our educational efforts have enhanced the capabilities of our multi-million-member grassroots army. Our citizen-leaders assist FreedomWorks in educating, motivating, and guiding the members of our broader grassroots community.

FreedomWorks Foundation's Regulatory Action Center has quickly become the conservative movement's main driver of public comments on Washington, D.C. regulations – effectively the only time the American people can make their voices heard and make an impact during the regulatory process.

Today, we're making progress “Draining the Swamp” that few could have imagined just a few years ago. In fact, we turned so many heads in Washington, D.C., that President Trump selected RAC Director Ken Cuccinelli to serve in his administration!

The Regulatory Action Center (RAC) continues to move forward, however.

And with John Tamny heading our Center for Economic Freedom (CEF), FreedomWorks is taking the lead in a full-throated defense of capitalism against the Big Government Left – not with the facts and figures that free market advocates have always had at our disposal, but with easy-to-understand narratives that stick in Americans' minds.

Below: FreedomWorks Senior Economic Advisor Steve Moore with longtime friends Art Laffer and Larry Kudlow at a FreedomWorks-sponsored event honoring Art Laffer for receiving the Presidential Medal of Freedom.



REFORMING ENTITLEMENTS

"Tomorrow will take care of itself" seems to be the attitude many politicians in both parties have when it comes to America's looming entitlement crisis. Needless to say, this is not a strategy for solving one of the biggest problems the United States faces today.

In April, FreedomWorks Foundation released a booklet, *Entitlement Reform: A Growing National Emergency*, which highlights the looming fiscal crisis America faces because of unfunded liabilities.

Entitlement programs must be reformed to address the fiscal problems they pose, ensure that current beneficiaries don't see disruptions, and provide retirement freedom to younger Americans who want more choice.

The booklet covers various aspects of federal entitlement spending, including Medicare, Medicaid, Social Security, and welfare projects. But it doesn't just describe the totality of the problem. It also focuses on solutions.

The booklet was primarily written by FreedomWorks Vice President of Legislative Affairs, Jason Pye and Director of Policy Sarah Anderson.

But it also features an introduction by Rep. Kevin Brady (R-TX) and contributions from Sen. Mike Lee (R-UT), Sen. Rand Paul (R-KY), Sen. Pat Toomey (R-PA), former Sen. Jim DeMint (R-SC), FreedomWorks Foundation's policy staff, and others.

The booklet was rolled out to congressional staff at an event on April 30 at the Conservative Partnership Institute and featured an appearance from Rep. Brady.

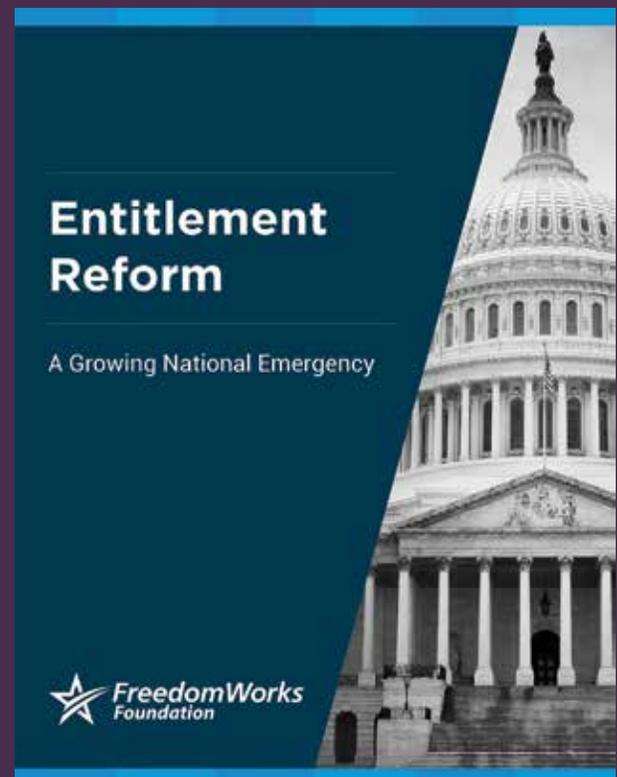


Above: FreedomWorks Foundation's John Tamny.



"Thanks to FreedomWorks – Adam Brandon, Jason Pye, and Sarah Anderson – conservative thought leaders on the panel and in attendance today, and the Conservative Partnership Institute, led by Senator DeMint, for refocusing America on our leading fiscal challenge: our government's unsustainable finances."

- U.S. Rep. Kevin Brady



REGULATORY ACTION CENTER

The biggest problem with regulation is that most Americans don't realize how damaging it really is. We minimize its impact when we call it "red tape," we reinforce its primacy when we go out of our way to comply with the new rules that appear daily, and we abdicate our freedom when we refuse to stand and fight.

Just ask Andy Johnson of Wyoming what it's like to tangle with regulation. At 20 years old, Johnson was living the American Dream. A union welder, Johnson and his wife purchased 8+ acres in Wyoming.

The family raised cattle and decided to dig a pond – something common for those with substantial acreage. Unlike many, who might simply forge ahead and build without asking the government's permission, Johnson dutifully sought out the applicable state agencies and obtained the requisite permits.

What did Johnson get for following the rules? A visit from the EPA and a threat of fines that could range from \$37,500 to \$75,000 per day...if the perfectly legal, and properly permitted pond was not destroyed with the land returned to its prior state.

The Regulatory Action Center (RAC) was devised prior to the 2016 election as a way to utilize our grassroots activist base to combat the future growth of the Regulatory State.

The administrative state – and the massive collection of "alphabet soup" agencies and the millions of rules and regulations they've crafted under the Executive Branch – grew to an unprecedented scale under the Obama administration.

It had already grown to an unprecedented scale under the Bush administration. There was no reason to expect anything besides more growth under the Trump administration. Isn't this what always happens?

Thankfully, the answer is "No!"

With the Regulatory Action Center training activists to help the Trump administration's deregulation agenda, what we've seen is nothing less than historic.



President Trump celebrating his administration's deregulatory accomplishments.



To put the magnitude of this change in perspective, look to the Federal Register. The number of pages published in the Federal Register is the best barometer we have in evaluating the growth of the administrative state in any given year.

In 2016, the Obama administration set the record with a Federal Register over 95,000 pages long.

The next year, the Trump administration published just shy of 62,000 pages, the lowest Federal Register page count in over a quarter-century.

Then, the Competitive Enterprise Institute (CEI) noted, "The Federal Register page count ballooned in 2019; but, paradoxically, the number of new rules dropped to an all-time low."

As the White House noted recently, "Under the President's leadership, the Administration has cut eight and a half regulations for every new rule, far exceeding his promise to cut two regulations for every new one."

There is no questioning the success of the RAC, as we delivered tens of thousands of unique comments to federal agencies in support of many key Trump administration agenda items.

This stands in stark contrast to the progressive Left, which bombards agencies with form letters.

Groups on the Right have tried to replicate this. But it's not good enough. We need our activists to learn about these issues, understand what their government is doing, and appreciate the impact they can have on our government.

Not only that, but administration officials have told us form letters don't make nearly the same impact as unique and substantive formal comments.

In 2019, the overwhelming majority of the RAC's resources were devoted to supporting the incredible and continuing regulatory reform efforts of the Trump administration. All in all, we drove nearly 30,000 total comments in support of deregulation.

FreedomWorks Foundation activists once again generated tens of thousands of comments supporting rule changes and reforms that will have noticeable impacts on everyday Americans.

As the White House noted recently, "Under the President's leadership, the Administration has cut 8 and a half regulations for every new rule, far exceeding his promise to cut two regulations for every new one."



A STEP-BY-STEP GUIDE TO THE REGULATORY PROCESS

Please note that the steps for implementing a new rule or rescinding one are the same.



HOW CONGRESS CAN STOP REGULATIONS



REGULATORY ACTION CENTER IN ACTION

Every year, there are hundreds of proposed regulatory rule changes. The Regulatory Action Center's tall task is staying on top of them all and determining which ones would make the most impact and therefore deserve our involvement.

The following are some of the highlights of regulatory rule changes the RAC engaged in throughout 2019. With each battle, our aim is maximizing individual liberty and unwinding the Regulatory State.



ENDING ASYLUM ABUSE

The Regulatory Action Center (RAC) came out in support of the administration's asylum reform rulemaking, which ensures that asylees must apply for asylum in the first safe country in which they arrive. This would prevent unnecessary burdens on our system from those who are merely shopping for better benefits in America.

The RAC drove over 4,600 comments in support of the rulemaking. By our best estimations, FreedomWorks activists accounted for roughly 75 percent of the docket's total comments!



FreedomWorks
drove **4,600** comments

**ASYLUM REFORM =
FEWER UNNECESSARY BURDENS ON AMERICANS**



PROTECTING PROPERTY RIGHTS FROM THE EPA

Under the Obama-era definition of "navigable waterways," even puddles on ranches could be considered a regulated waterway. Needless to say, this opened up an enormous avenue for EPA bureaucrats to infringe on private property rights.

The Trump administration's redefinition of Waters of the United States (WOTUS) sought to remedy this effort and the RAC jumped to help, driving over 1,100 comments in support of this long-overdue redefinition. The finalization of this rule is expected in early 2020.



FreedomWorks
drove **1,100** comments

**WATERS OF THE UNITED STATES REDEFINITION =
PROPERTY RIGHTS PROTECTED**



REFORMING FOOD STAMPS

The USDA proposed a rule to end categorical eligibility for food stamps. This categorical eligibility allowed people to automatically qualify for food stamps if they received any other form of government benefit. This was such a relaxed requirement that even people who merely picked up government brochures could qualify!

FreedomWorks Foundation came out in support of ending this loophole and drove over 7,500 activist comments across two separate dockets, accounting for over five percent of the total submissions to hold off the last-minute wave of comments driven by the Left.

In the final days of the comment period, the Left was outraged and engaged over this rule change making it perhaps the most controversial we saw in 2019. It was so controversial, the USDA held a second comment period where FreedomWorks activists accounted for nearly 37% of all public comments submitted.



FreedomWorks
drove **7,500** comments

FOOD STAMP REFORM = LESS ABUSE



PROTECTING DONOR PRIVACY

Trump administration appointees at the IRS proposed a rule that would allow 501(c)(4) organizations to keep their donor information private from the IRS both now and under future administrations. There is no compelling tax reason for the IRS to have that information, and it could only lead to political harassment. This is especially on the mind of the conservative grassroots given the Lois Lerner scandal in the Obama years.

Our activists submitted over 3,100 comments, which accounted for over 37 percent of the total comments submitted.



FreedomWorks
drove **3,100** comments

ENDING IRS SNOOPING = MORE DONOR PRIVACY



PROTECTING ELECTION SECURITY

FreedomWorks Foundation's RAC drove over 3,300 activist comments to the Election Assistance Commission (EAC) urging them not to recommend internet connectivity for voting machines.

This would make them more vulnerable than they already are. The EAC was so overwhelmed with comments, they shut down the open public comment period. RAC teamed up with a bipartisan coalition of outside groups to condemn the move. This spurred the aforementioned action by Congress to look into the equipment.



FreedomWorks
drove **3,300** comments

**PROTECTING VOTING MACHINES
= SECURING ELECTIONS PRIVACY**

FREEDOMWORKS FOUNDATION 2019 REPORT

LOOKING AHEAD

2020 is going to be an enormous year for the Regulatory Action Center.

After all, if President Trump loses re-election in 2020, this could be our last chance for years to unwind the Regulatory State.

The first quarter of 2020 will be critical in this regard, because regulatory changes prior to April 1 cannot be overturned by Congress at the beginning of 2021. It is up to FreedomWorks activists to ease the deregulatory process for the administration, to ensure any future Democratic administration will have a difficult time stifling the U.S. economy with regulations.

RAC plans on being active to support as much as we can in the first third of the year, focusing heavily on healthcare-related issues. RAC has been particularly effective in staving off collectivist solutions to our nation's healthcare woes. The next step is to press for the affirmative change we need. This will include allowing patients greater freedom to access cheaper medicines from abroad, increasing generic competition in the marketplace, and allowing desperate patients to try potential cures not under the bootheel of the FDA.

There is also still much to be done in rolling back overbearing EPA regulations all to enable our economy to keep booming well into the future. We are looking forward to scaling back environmental regulations that hinder the development of our infrastructure. This will provide double the wins for our economy.

THE CENTER FOR ECONOMIC FREEDOM

FreedomWorks Foundation's Center for Economic Freedom (CEF) is FreedomWorks' answer to the Left and the media's constant assault on the benefits of free market capitalism.

Headed by Director John Tamny, the CEF helped take the conversation to our grassroots community and college campuses across the country to dispel the myths surrounding free market intervention.

As an editor of *Real Clear Markets*, John Tamny breaks down economic lessons into real-life examples through relevant, contemporary examples of how free markets benefit not just the United States, but the world economy.





JOHN TAMNY IN THE MEDIA

156 Op-Eds | 123 radio/podcast appearances
34 TV/streaming appearances



And with his new book, *They're Both Wrong*, Tamny doesn't pull any punches exposing both parties' economic errors.

To assist Mr. Tamny, CEF recently launched the Economic Freedom Advisory Council who will provide John Tamny, Steve Moore, and other CEF team members with unmatched expertise to analyze the economy, advise on our issue set and strategies, and measure our impact on timely policy debates.

In 2019, the Center for Economic Freedom focused on three main topics, including:

Government Spending:

CEF's goal in 2019 was to point out that government spending doesn't boost the economic outlook but rather acts as a cruel tax which only amounts to politicians such as Nancy Pelosi, Chuck Schumer, and Mitch McConnell allocating the economy's resources instead of people like Jeff Bezos, Steve Jobs, and Peter Thiel.

Sound Money:

CEF's goal in 2019 was to push for policies that would return stable money as a measure of value. Since 1971 the dollar has been deprived of its sole purpose as a measure of fostering exchange. As a result, the rate of human progress (while impressive) has slowed in relative terms. This can be seen by the fact that people are both trading and investing less.

Income Inequality:

CEF's goal in 2019 was to point out that the freer the society, the more wealth inequality there is, while also

highlighting that the U.S. economy is not some living, breathing blob, but rather a collection of individuals. As individuals, we're all relentlessly searching for the career path that will most amplify our unique skills and that life would be truly bleak if we couldn't pursue the path that best suits our individual talents and tastes.

All in all, the CEF published 243 op-eds throughout 2019 by Adam Brandon, Steve Moore, and John Tamny in 24 total news outlets – including *Real Clear Markets*, *Fox Business*, *The Daily Caller*, *Forbes*, and *The Wall Street Journal* among others.

Tamny also helped promote the Center for Economic Freedom on TV and radio throughout 2019. Tamny has been a frequent contributor on Fox News and Fox Business Channels as have Adam Brandon and Steve Moore. In addition, the Center for Economic Freedom continued to conduct our *Not Fake News* show with John Tamny live stream, which garnered over 300,000 views in 2019.

According to a recent poll, a majority of America's up-and-coming generation would rather live in a socialist, communist, or fascist nation rather than a capitalist one. We clearly have to act.

To help combat the economic lunacy growing in popularity today, John Tamny and Steve Moore visited a total of 14 college campuses giving a full-throated defense of capitalism that students never hear in their classrooms.

Steve Forbes joins John Tamny to discuss his documentary, *In Money We Trust*.



FREEDOMWORKS FOUNDATION 2019 REPORT

LOOKING AHEAD



FreedomWorks President Adam Brandon Interviews Donald Trump Jr. & Kimberly Guilfoyle.

Looking ahead to 2020, the Center for Economic Freedom looks to build on the successes of 2019 and capitalize on the increased media attention in an election year to educate and train new activists.

To that end, we'll focus on five core areas, including:

PUSHING POLICY PRESCRIPTIONS



In 2020, we will delve further into identifying, explaining, and building a case for new policies like entitlement reform and sound money to advance CEF's vision of free markets. CEF will also generate critiques of policies which do not advance this vision and deliver policy prescriptions to the public through infographics, in order to establish CEF as an authority on the cutting-edge of free market policy.

Part of this effort is educating grassroots leaders. In 2020, we will prepare FreedomWorks' top 1,000 activists to take action by hosting quarterly fly-ins, where we bring activists to Washington, D.C. to be trained by John Tamny, Steve Moore, and others.

We will also hold 10 citizens briefings on Capitol Hill to push our policy prescriptions to the broader public while calling greater attention to our principles of economic freedom.

BUILDING A POLICY SUITE



In 2020, CEF is maintaining a list of policy goals to be distributed in infographics on social media. This builds grassroots awareness, interest, and support of CEF's goals.

CEF will track relevant policy proposals being discussed in Washington that relate to government spending, wealth inequality, and sound money, creating a resource that will identify good and bad proposals to empower our grassroots network to draw from, in order to promote CEF priorities within their own networks. This will equip our activists to fulfill the first goal of FreedomWorks' 2020 policy platform, *Unleashing Economic Freedom and the Free Market*.



DEVELOPING RELATIONSHIPS ON CAPITOL HILL

In 2020, we aim to meet with 40 congressional offices – nearly doubling the 23 we met with throughout 2019 – to educate lawmakers and build support for the CEF's sound money initiative.

We are planning to hold a reception (partnering with the Conservative Partnership Institute) on Capitol Hill to help CEF build a network of support among congressional staff and policy influencers in Washington, D.C., improving CEF's name recognition and reputation among people working in the legislature.



CREATING PARTNERSHIPS

In 2020, CEF will focus more intensely on building partnerships with groups in the State Policy Network with a focus on collaborating on op-eds. This strengthens CEF's reputation and increases CEF's overall influence within the policy field.



PLANNING AND PARTICIPATING IN ECONOMIC PANELS AND DEBATES

In 2020, the CEF will participate in and organize panels and debates with thought leaders in the economic field and members of Congress.

These panels and public debates are proven to help raise the profile of participants – and gives the CEF another avenue to push and defend our policy recommendations to keep the American economy booming to fulfill the first goal of FreedomWorks' 2020 policy platform, *Unleashing Economic Freedom and the Free Market*.





2020 is an election year – one of the most critical in recent memory. It's a year that's going to require more of us than ever before.

Thanks to the work our supporters enabled us to accomplish in 2019, FreedomWorks for America – our "Super PAC" – is ready to hit the ground running in 2020.

This entity allows us to raise and spend unlimited amounts of money explicitly to elect the very best pro-freedom candidates and defeat those who would like to see America turn its back on freedom and head down a path towards socialism.

Super PACs effectively began with the U.S. Supreme Court's *Citizens United* decision in 2010.

We've certainly seen more than our share of success in the past decade with the election of heroes like U.S. Senators Rand Paul (R-KY), Ted Cruz (R-TX), Mike Lee (R-UT), and U.S. Representatives Thomas Massie (R-KY), David Schweikert (R-AZ), Mark Meadows (R-NC), and many more.

With a start of a new decade, we're looking forward to even bigger successes.

2019, of course, was an "off year." But that doesn't mean FreedomWorks for America took the year off.

On the contrary, FreedomWorks for America, along with FreedomWorks, Inc., has been steadily focusing on the "Dirty Thirty" – the 30 Democrats who currently represent congressional districts that President Trump won in 2016.



THE “DIRTY THIRTY”



AZ-01	Tom O'Halleran
GA-06	Lucy McBath
IA-01	Abby Finkenauer
IA-02	Dave Loebsack
IA-03	Cindy Axne
IL-14	Lauren Underwood
IL-17	Cheri Bustos
ME-02	Jared Golden
MI-08	Elissa Slotkin
MI-11	Haley Stevens
MN-02	Angie Craig
MN-07	Collin Peterson
NH-01	Chris Pappas
NJ-03	Andy Kim
NJ-05	Josh Gottheimer
NJ-11	Mikie Sherrill
NM-02	Xochitl Torres Small
NV-03	Susie Lee
NY-11	Max Rose
NY-18	Sean Patrick Maloney
NY-19	Antonio Delgado
NY-22	Anthony Brindisi
OK-05	Kendra Horn
PA-08	Matt Cartwright
PA-17	Conor Lamb
SC-01	Joe Cunningham
UT-04	Ben McAdams
VA-02	Elaine Luria
VA-07	Abigail Spanberger
WI-03	Ron Kind

What happens in these races will determine whether or not House Speaker Nancy Pelosi (D-CA) keeps her House majority – or if Republicans are swept back into power in 2020.

The good news is, the “Dirty Thirty” are among the very most vulnerable members in all of Congress. While the value of incumbency has diminished in recent years, we still have to worry that the longer they stay in Congress, the more entrenched the “Dirty Thirty” will become.

In each of our “Dirty Thirty” target districts, FreedomWorks for America has looked to recruit principled conservatives with compelling personal stories who can blaze the trail forward for the Republican Party's next generation and build a grassroots army of activists who can help us win in 2020.

Using our best-in-class digital targeting, and a network of trained “peer-to-peer” texting volunteers, we've been able to recruit over 30,000 new activists across our “Dirty Thirty” target districts. This includes our activists sending over 1.2 million personalized text messages to voters in 2019.

We've also been interviewing dozens of excited candidates, endorsing candidates in over 20 key races, and will be supporting many more candidates heading into 2020.

Besides our efforts preparing for 2020, FreedomWorks for America engaged in several contests in 2019 to further help us refine our programs.

FreedomWorks activist Dave Zupan from Cleveland, Ohio.



FREEDOMWORKS FOR AMERICA PAC ENDORSEMENTS



U.S. SENATE



JOHN JAMES
(R) MICHIGAN



CYNTHIA LUMMIS
(R) WYOMING



SEN. STEVE DAINES
(R) MONTANA

U.S. HOUSE



REP. DAVID SCHWEIKERT
(R) AZ-06



MATT ROSENDALE
(R) MT-AL



TEDDY DANIELS
(R) PA-08
DIRTY THIRTY DISTRICT



AMANDA MAKKI
(R) FL-13



REP. TED BUDD
(R) NC-13



REP. SCOTT PERRY
(R) PA-10



MARIA SALAZAR
(R) FL-27



ROSEMARY BECCHI
(R) NJ-11
DIRTY THIRTY DISTRICT



WESLEY HUNT
(R) TX-07



MATT GURTLER
(R) GA-9



YVETTE HERRELL
(R) NM-02
DIRTY THIRTY DISTRICT



REP. CHIP ROY
(R) TX-21



JEANNE IVES
(R) IL-06



REP. STEVE CHABOT
(R) OH-01



KIM COLEMAN
(R) UT-04
DIRTY THIRTY DISTRICT



MARY MILLER
(R) IL-15



TERRY NEESE
(R) OK-05
DIRTY THIRTY DISTRICT



NICK FREITAS
(R) VA-07
DIRTY THIRTY DISTRICT



ERIC BRAKEY
(R) ME-02
DIRTY THIRTY DISTRICT

2019 ANALYSIS AND REASONS FOR OPTIMISM

The 2019 elections confirmed two things we must keep in mind headed into the future, including:

- 1. The continued nationalization of campaign cycles:** In the past, local narratives drove local election results, but increasingly national partisan lines are defining voter sympathies. The overall trends suggest a lesson for candidates: lean toward the direction to which nationalized partisanship points unless there's a compelling reason not to.
- 2. The value of incumbency is decreasing:** Incumbency historically has ensured two things for politicians: name recognition and money. But the rise of cheap campaign tools such as digital advertising, peer-to-peer texting, and the increased national attention on individual races has eroded some of the importance of early name recognition. Tens of millions of dollars now flow across state lines to build war chests for challengers who aim to tackle incumbents.

All that means is FreedomWorks for America will need to work extra hard to fend off challengers – even those in traditionally Republican seats.

The silver lining is that so many Democrats are now in the incumbency and facing rising challengers, FreedomWorks for America is in a perfect position to support candidates that focus on “red meat” issues that turn out the base.



BRIAN HAGEDORN WISCONSIN SUPREME COURT

FreedomWorks for America sent over **150,000 personalized text messages**, hitting our target audience three separate times;

94,269 Republicans received our get out the vote message via digital advertising;

Brian Hagedorn won by less than **6,000 votes** showing our efforts made an enormous impact.



VIRGINIA LEGISLATIVE ELECTIONS

FreedomWorks for America sent over 150,000 personalized text messages (hitting our target audience three separate times);

We partnered with Young Americans for Liberty's Win at the Door program in five races;

FreedomWorks for America issued six endorsements in Virginia's House of Delegates, including:



Nick Freitas (HD-30) - Win



Mark Cole (HD-88) - Win



Michael Webert (HD-18) – Win



KENTUCKY GUBERNATORIAL ELECTION

FreedomWorks for America sent 160,000+ text messages in the lead up to Kentucky's Gubernatorial election, hitting our target audience two separate times. However, incumbent Republican Governor Matt Bevin came up just short on Election Day **6,000 votes** showing our efforts made an enormous impact.

LOOKING AHEAD

Many in the Republican establishment – especially those working on down-ballot races – have failed to adapt the needs of modern political organizing. However, the pro-liberty base of the GOP has been working tirelessly to prepare for this moment.

At FreedomWorks alone, grassroots activists have attended hundreds of trainings, fly-ins, and local events across the country. In the 2018 midterm cycle, they helped drive over 1.4 million text messages in support of grassroots candidates across the country, resulting in higher voter turnout (up to five percent in some races).

These volunteer activists have helped us identify and recruit young, energetic, and principled candidates with interesting personal stories like Maria Elvira Salazar in Florida's 27th congressional district and John James in Michigan's U.S. Senate race.

Maria Elvira Salazar is a former news anchor for Spanish-speaking networks Telemundo and CNN en Español and is very well-known and liked within the Miami area.

John James is an African-American, Michigan native, business owner, and Iraq War veteran who logged over 750 flight hours leading two Apache platoons. He nearly shocked the world in 2018 finishing just behind Democrat incumbent Debbie Stabenow. And James is already polling within single digits of Democrat incumbent Gary Peters.

We are aiming to support these candidates with the biggest effort in our organization's history – concentrating on high impact areas the consultant class usually misses.

Below: U.S. House candidate Eric Brakey (R-ME) attending one of our grassroots trainings.



So why do we focus on these three tactics?

In 2018 we tracked 40 of the most competitive congressional races with an incumbent Republican. Out of those 40 races, only nine Republicans were running digital advertisements six weeks out from Election Day compared to 35 of their Democratic opponents.

Even just two weeks out from Election Day, only 10 of those 40 Republicans were running Facebook ads. All 40 Democrats were live with digital ads persuading voters and pushing them to get out to vote.

As for peer-to-peer text messaging, we did a deep dive into the outside money spent in North Carolina's 9th congressional district special election last year. Outside groups spent over \$10 million but only \$6,000 went to texting – and that was from us.

These are two areas Republicans just aren't keeping up with Democrats on when it comes to these down-ballot races. And we are working to supplement their efforts using these reliable and effective strategies.

Additionally, we will continue to recruit new candidates and support our friends in Congress who face tough opposition from Speaker Nancy Pelosi and the millions of dollars in outside cash that so often flows into these races.

Our goal for 2020 is to help elect free-market leaders to Congress and keep President Trump in the White House.

FREEDOMWORKS FOR AMERICA'S TOP THREE AREAS OF FOCUS:



"Boots on the ground" – meaning FreedomWorks' activists campaigning door-to-door within a target district;



Digital advertising, which allows us to be more targeted in our programs than ever before;



Peer-to-peer texting where we recruit activists to contact their friends, family, business associates, and neighbors to get out and vote.

LEADERSHIP TEAM



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PRESIDENT



PARISSA SEDGHI FORNWALT
VICE PRESIDENT
OF DEVELOPMENT



STEVE MOORE
SENIOR ECONOMIC
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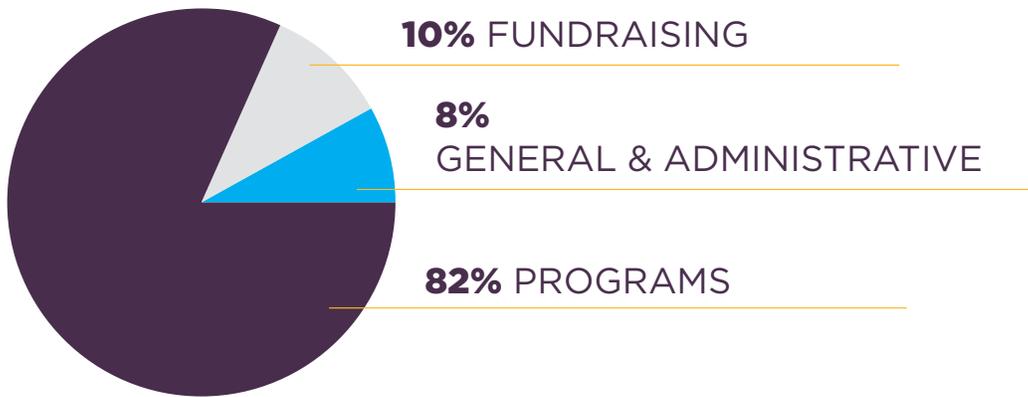
NICOLA OPDYCKE

MARY BETH WEISS

2019 FINANCIALS



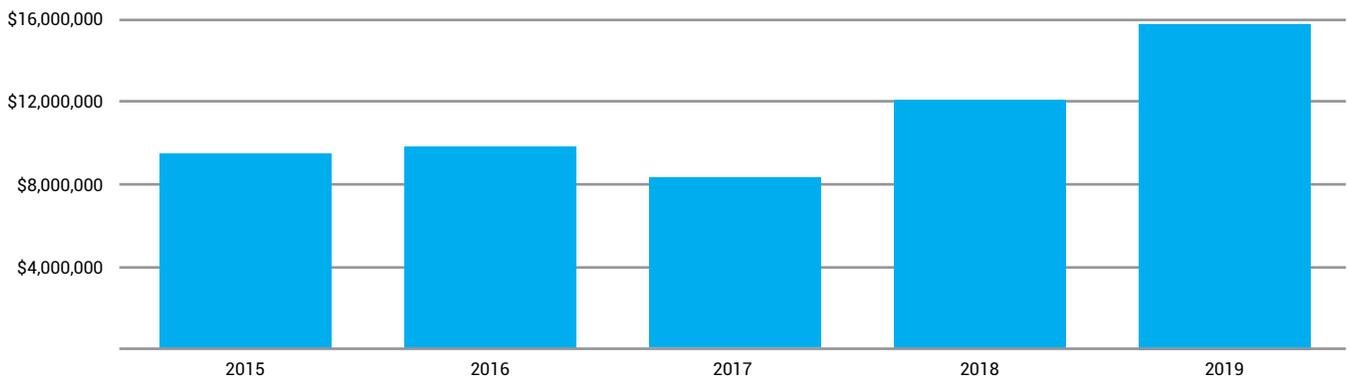
FREEDOMWORKS, INC. AND FREEDOMWORKS FOUNDATION COMBINED EXPENSES



2019 FUNDRAISING TOTALS

FREEDOMWORKS	\$10,361,377.19
FREEDOMWORKS FOUNDATION	\$4,957,622.83
FREEDOMWORKS FOR AMERICA	\$446,322.30
TOTAL	\$15,765,322.32

FREEDOMWORKS, INC. AND FREEDOMWORKS FOUNDATION GROWTH (2015-2019)



PROJECTED BUDGETS FOR 2020



2020

Grassroots Training	\$5,028,000
Building the Community	\$1,905,912
Advocating for Freedom	\$1,043,440
General & Administrative	\$765,590
Development & Recruitment	\$1,080,588

TOTAL **\$9,823,530**



2020

Regulatory Action Center	\$1,610,953
Center for Economic Freedom	\$1,716,260
Social Media & Marketing	\$1,918,900
General & Administrative	\$672,579
Development & Recruitment	\$807,094

TOTAL **\$6,725,786**

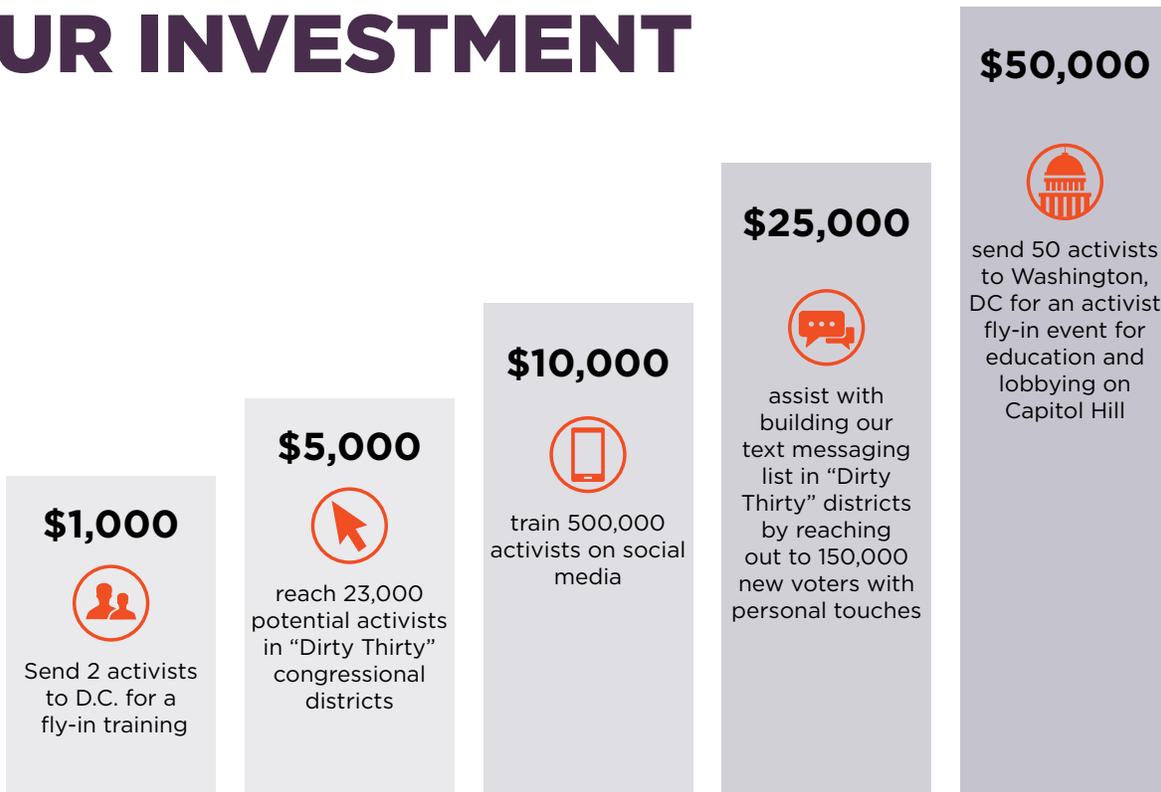


2019-2020

Take Back the House "Dirty Thirty"	\$1,665,000
Battleground Plan	\$548,000
General & Administrative	\$199,800
Development & Recruitment	\$166,500

TOTAL **\$2,579,300**

YOUR INVESTMENT



FREEDOMWORKS FAMILY OF ORGANIZATIONS

	FreedomWorks	FreedomWorks Foundation	FreedomWorks FOR AMERICA
Donations of any amount	✓	✓	✓
Gifts of stock	✓	✓	
Confidential giving (no public disclosure rules)	✓	✓	
Contributions used to pass/defeat legislation	✓		
Donations to support or oppose candidates			✓
Tax-deductible		✓	
Donations from corporations	✓	✓	✓
Type of Organization	501(c)(4) ORGANIZATION	501(c)(3) ORGANIZATION	SECTION 527 "SUPER PAC" *

* We are required to report the name, address, occupation and employer of all donors who contribute over \$200 in a calendar year

FREEDOMWORKS ANNUAL REPORT

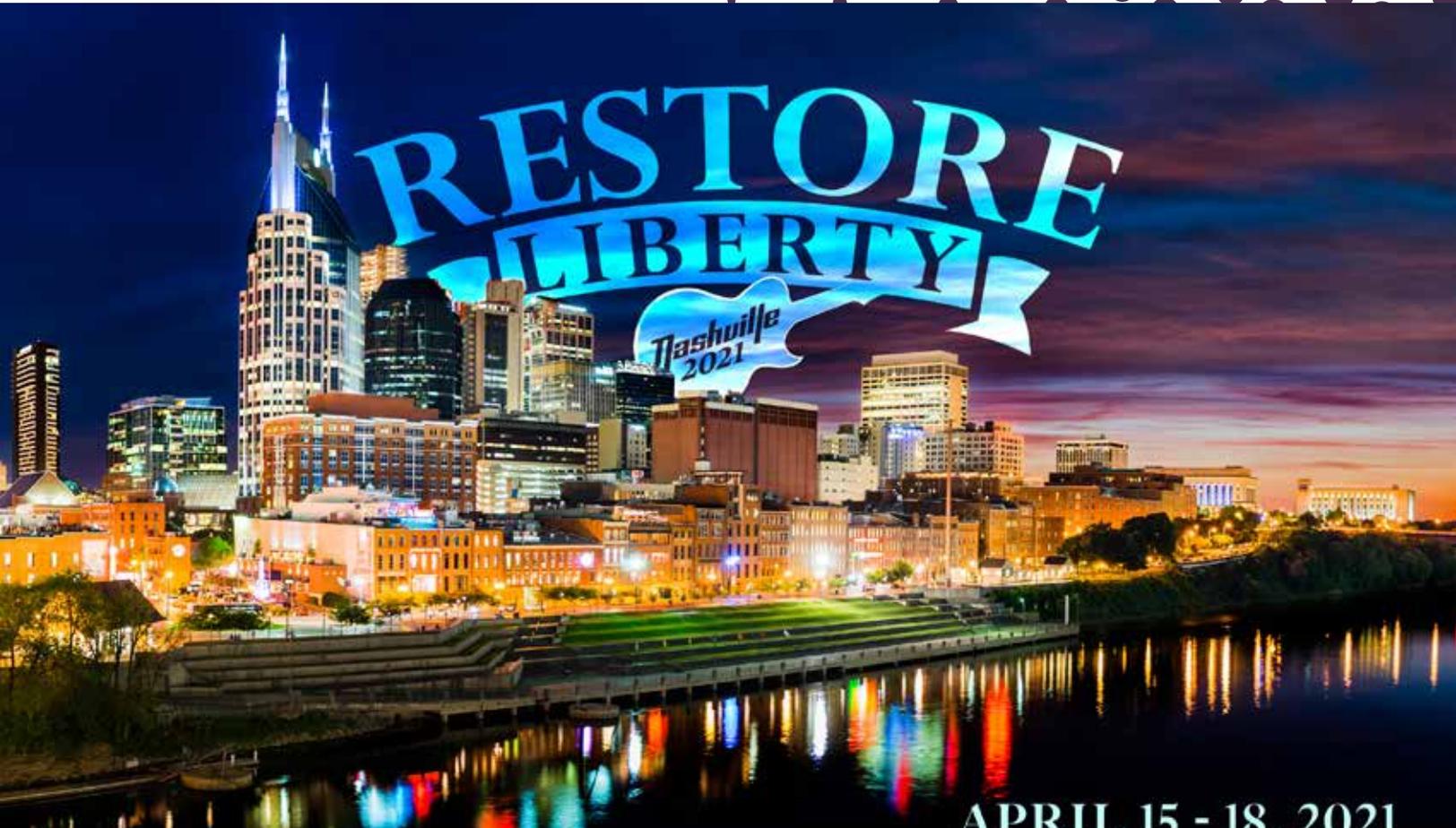
MAKE YOUR VOICES HEARD

BUILD YOUR LEGACY

Thanks to the support of FreedomWorks' donors, conservatives have won some essential battles over the years to advance freedom, but we've also learned that progressives and special interests never stop looking for ways to grow government and restrict liberty.

To that end, you're invited to leave a permanent legacy for liberty by including FreedomWorks in your will or trust. Joining our Legacy Society will ensure that whatever new challenges we face in the fight for liberty, FreedomWorks will be prepared to meet them.

Please contact FreedomWorks today, so we may enroll you as a founding member of our Legacy Society at (202) 942-7645 or PSedghi@freedomworks.org



Contact Parissa Sedghi Fornwalt at (202) 942-7645 or psedghi@freedomworks.org to RSVP

APRIL 15 - 18, 2021
Grand Hyatt, 1000 Broadway
Nashville, TN 37203



Adam Brandon, President
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Washington, DC 20002

QUESTIONS?

Please contact Parissa Sedghi Fornwalt at 1 (888) 564-6273