

DOING MORE WITH LESS: GROWING YOUR PAC DESPITE SHRINKING BUDGETS

AN INTERACTIVE SESSION CO-PRESENTED BY:



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get

CREATIVE



Yes, **you**.....

ENGPAC
EMPLOYEES OF NORTHROP GRUMMAN
POLITICAL ACTION COMMITTEE

Government makes decisions that affect our business

ENGPAC is our voice in the defense industry

We provide bipartisan support to champion and defend our industry

Voluntarily funded by Northrop Grumman employees

Legal and transparent means to participate in politics

Member benefits throughout the year

Every dollar makes a difference

Join ENGPAC now at www.MyENGPAC.com

Contributions to ENGPAC are for political purposes and are not tax deductible. All contributions to ENGPAC, regardless of amount, are voluntary and your level of contribution, or your decision not to participate in ENGPAC, will have no impact, either positive or negative, on your employment or other relationships with Northrop Grumman. Any contribution guidelines are merely suggestions and you may contribute more or less than the guidelines suggest.

Your participation in ENGPAC is confidential and will not be disclosed to others except as required by federal law and for the administration of the PAC. Federal law requires PACs to report the name, mailing address, amount of donation, occupation, and employer for each individual when his or her contributions total more than \$500 in a calendar year and such information will be posted by the Federal Election Commission on its website.

UNDERSTANDING THE ENGPAC

CHARITY MATCH

TIMELINE

JANUARY - DECEMBER 2017

Contribute \$500+ to ENGPAC.

JANUARY 2018

ENGPAC email is sent to you to confirm your charity information.

FEBRUARY 2018

Charity checks are mailed to your selected charities.

MARCH 2018

Charities receive and promptly cash checks.

MATCH PROCESS COMPLETE

The money you give is used to support candidates who advocate for the defense industry.

Charity name, tax id and mailing address must be current on ENGPAC website.

Accompanying letters include your name and home address.

Track your check number and cashed date on the ENGPAC website.

QUESTIONS?
CONTACT JENNIFER BROOKS
JENNIFER.BROOKS@NGC.COM

READY TO LOG ON?
WWW.MYENGPAC.COM

ENGPAC

POLITICAL ACTION COMMITTEE

MEMBER

THANK YOU

PAC
EMPLOYEE
POLITICAL
FORUM

BEST BUY PAC NEWSLETTER

PAC Newsletter

Contact the Government Affairs team at: GovernmentAffairs@bestbuy.com

WELCOME

IN THIS ISSUE

Q1 Best Buy PAC Newsletter

Message from the PAC Chair

Hard to believe that we are a mere 224 days away from the November elections which will prove to be an important mid-term election year. All 435 seats in the United States House of Representatives and 34 of the 100 seats in the United States Senate will be up for grabs. In addition, 38 Governors and 67 of the 99 state legislative chambers are holding elections and numerous local elections will also be contested.

I'm pleased to report that the Best Buy PAC is healthy at over 650 leaders from across the company. We have disbursed \$345,500 so far, and are on track to raise nearly \$500,000 for the 2018 election cycle (2017-2020) to candidates who consider our point of view on issues that can impact our growth and competitiveness.

The Best Buy PAC Board (see below), thanks you for contributing and for committing to have your voice heard.

Respectfully,

Charlie Weiss, Sr. Chief Counsel

PAC Board Chair Message PAGE 1

Legislative Issue Update
Get an update on some of our legislative priorities at the National level. PAGE 2

PAC Contributions for 2018 Election Cycle
Read about the latest PAC disbursements. PAGE 3

Member Spotlight
Each quarter we profile a candidate that the Best Buy PAC has supported, this month it's Rep. Fred Gable (R-MD). PAGE 3

2017 PAC Match Program
Read about PAC Match program and when to expect more information about the program. PAGE 3

Making an Impact
Find out about the impacts we're making in DC and across the nation. PAGE 4







Oh Yes! IT'S
FREE

*You're
Special*



PAC MATCH PROGRAM CHANGES

Leadership presented with need to make some modifications to our overall PAC Match budget given growth of the PAC.

- How to make changes in PAC Match program without losing members?
- Scenerio planning, focus groups, talked with PAC board/PAC Champions, etc.
- Came to decision to create a tiered approach for members.
- Presented to PAC Board, got governance ok and moved forward with plan.

Communication/Implementation plan

- Communicate and get buy in of PAC Board, walk them through tiered approach plan. Advocates for plan and point for their peers in addition to Gov Affairs staff.
- Emailed all PAC Match eligibles announcing changes to PAC Match program.
- Put announcement in the quarterly PAC Newsletter.
- Two Gov Affairs employees personally called all PAC eligibles (300+ employees) and talked them through their unique tiered approach plan that would be implemented the following year.

NOW WE PLAY

THE WAITING GAME

TROLL.ME (TM)

OUTCOME

- Only 1 person out of the 300 stopped their PAC contribution and sited the change to the PAC Match program was the reason.

Tips on making changes to your PAC match program

- Find out if there's any other places in your PAC administration budget to cut first.
- Create advocates who can help with messaging and talking to peers about changes.
- Communicate in multiple vehicles to PAC members. Be consistent with your message.
- Create open line of communication, be transparent. Be there to listen and hear feedback.
- Be prepared for anything.....

THANK YOU FOR YOUR PARTICIPATION!



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