

Engaging the Scientist, Ph.D. and Other Non-Politicos in Your Political Program

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LOCKHEED MARTIN

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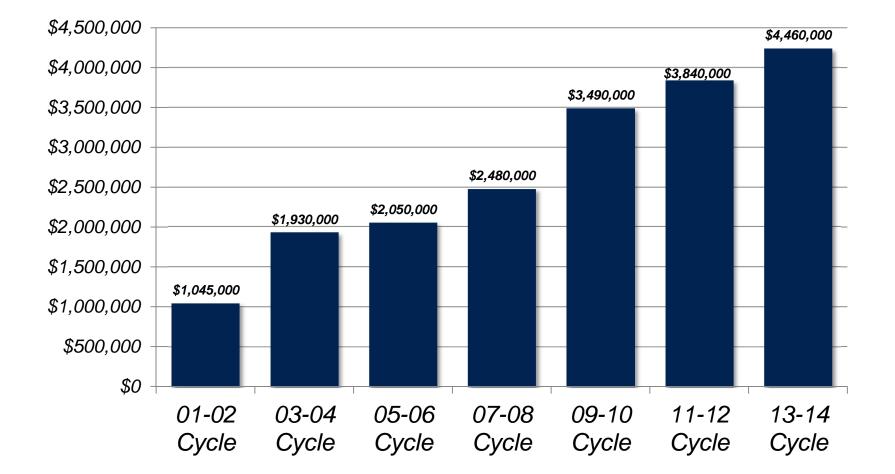
LMEPAC Overview



- One of the largest defense and aerospace industry PACs
- Governed by Board of Directors
- Growing PAC Ambassador Program
- Vigorous compliance policies and procedures
- Strong relationship with legislative affairs team
- Managed by three person staff

LMEPAC Receipt Growth







LMEPAC Membership Incentives

• Charity Match Program

• Lanyard

- Congressional Directory
- Cook Political Report

- Quarterly Conference Calls
- Periodic LMEPAC newsletter

Vineyard Vines Scarf or Tie

• Lapel Pin







Corporate Culture

- Support from the CEO and EVPs
- Recognized by business area leaders
- Concise metrics





LMEPAC * 2013-2014 ELECTION CYCLE REPORT * HO BACKS THE PAC BY THE NUMBERS MEPAC RAISED \$4.5 MILLION AND CONTRIBUTED 4 MILLION to 462 CANDIDATES, 126 LEADERSHIP PACS AND 10 NATIONAL AND STATE POLITICAL PARTY COMMITTEES ON BOTH SIDES OF THE AISLE, FURTHERMORE, LIMEPAC HOSTED EVENTS FO 32 MEMBERS OF CONGRESS. ELECTION RATIO **POLITICAL BALANCE** LMEPAC received invitations to 13,747 fundraising events. L MEPAC the Washington Operations Legislative Affairs team attended 2,318 events. **CHARITY MATCH** U.S. House of Representatives U.S. Senati PROGRAM 44 Particio 1.214 Charities \$640.821 Disburse 2014 \$1,360,750 Wan -Lest =Retree 1.150 Par HOW DID WE COMPARE 1,106 Charities \$791,771 Disburse ry P&Cs Receipts - 2014 Cycle op 3 categories of organization: upported Social welfare Colleges and Veteran and military

LMEPAC Charity Match Program

<u>2014</u>

- 1,152 PAC Members Participating
- 1,111 Charities Selected
- \$792,694 Matched

<u>2013</u>

- 944 PAC Members Participated
- 1,214 Charities Selected
- \$640,821 Matched

<u>2012</u>

- 638 PAC Members Participated
- 694 Charities Selected
- \$431,913 Matched









Questions





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