

What Makes the 117th Senate Unique

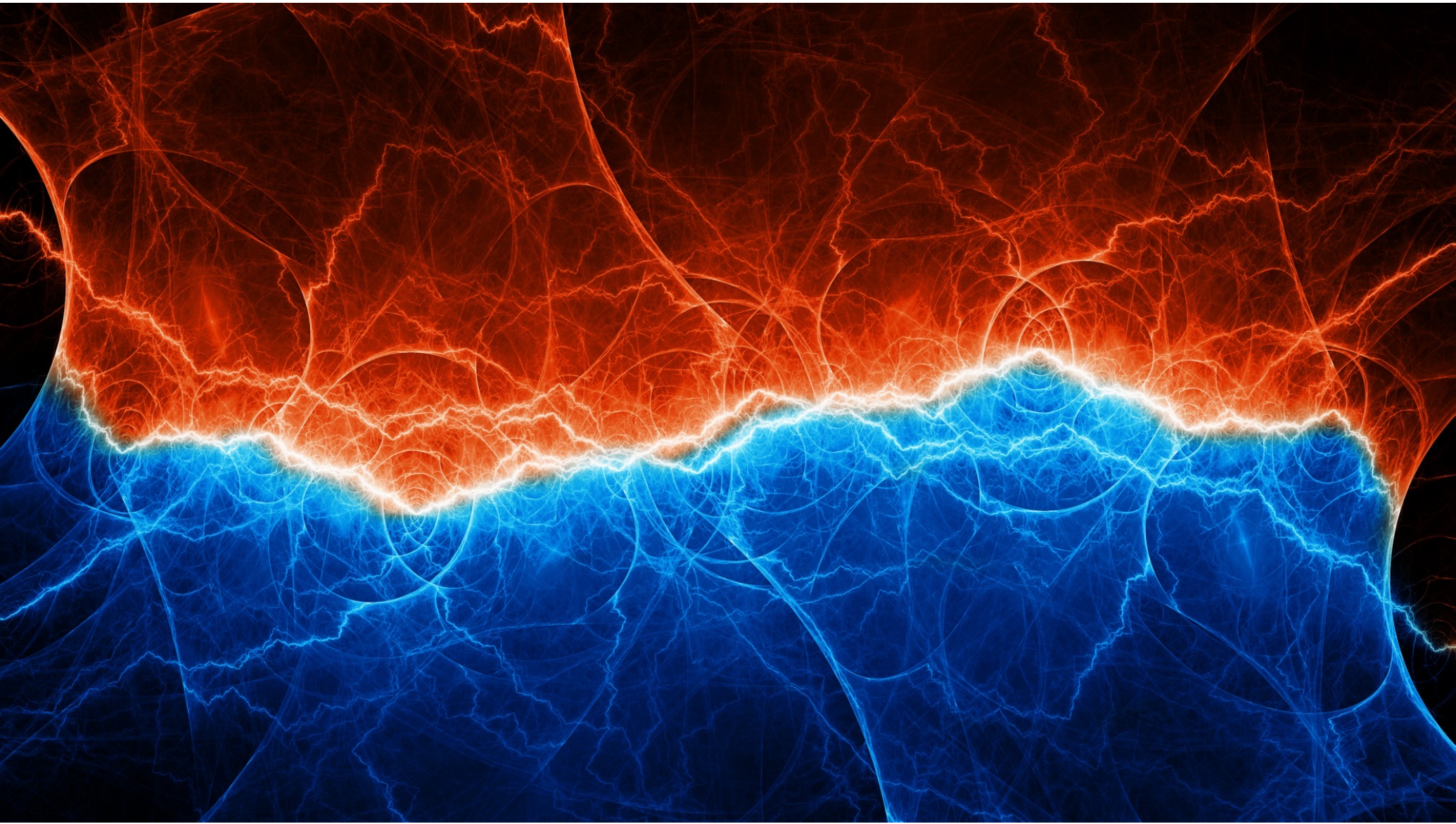
Public Affairs Senate Bootcamp

Jill Kozeny, American Council of Life Insurers

The 117th United States Senate

- Overview of freshmen class and dynamics
- Policies and trends to expect from a 50-50 Senate over the next two years
- General trends to incorporate into your strategic planning





Great financial crisis Crash of 2008

"Major real estate
also started to cut headcount
property transactions turn more
" Bank revised its economic
for this year down to
per cent. For next
to 2 per cent,

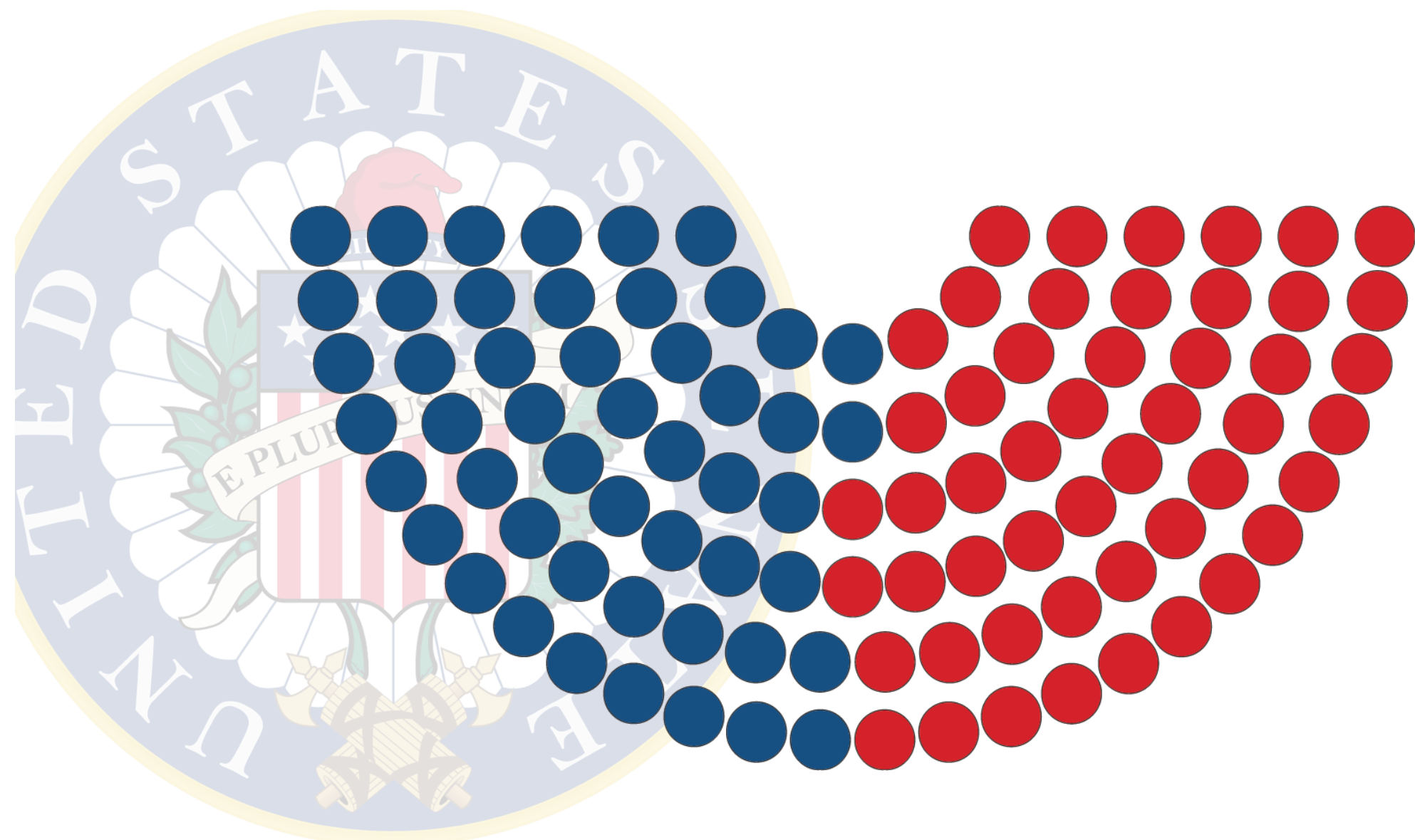
consensus
9.1 per cent in 2008
"The slowdown
a normal fluctuation
in a report yesterday
enough evidence
economic downturn
Last night
Chao (李超), a
spokesman,
with

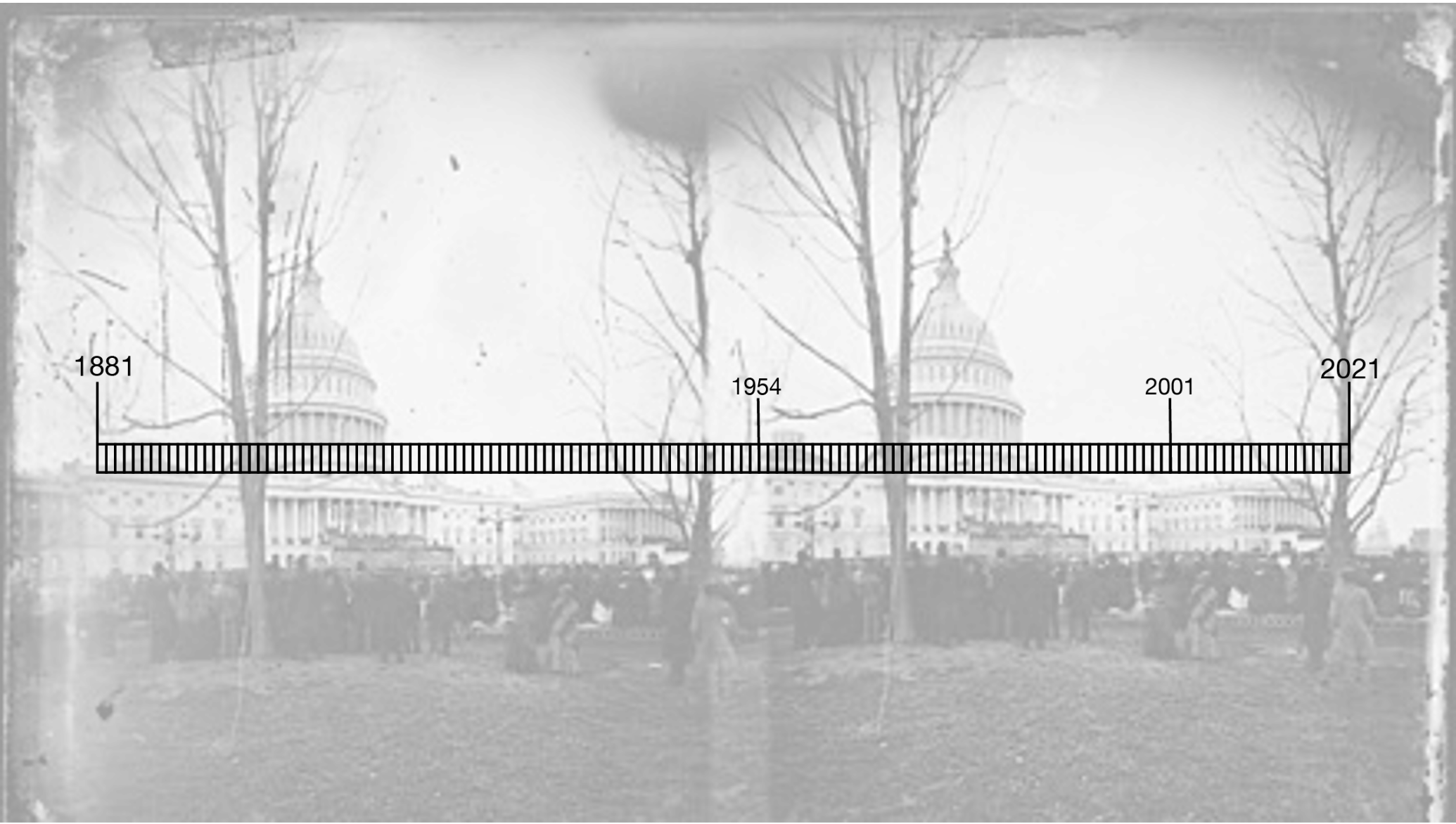
SATURDAY, OCTOBER 11, 2008

Disbelief, and a punter reach

The plunging market yesterday dealt a new blow to investors' confidence, as the government decided to inject HK\$10 billion into counselling services for losers in the financial crisis.
Retail investors at the
disbelief at the
Central







1881

1954

2001

2021



Freshman Class and Dynamics



Sen. Jon Ossoff - GA



Sen. Raphael Warnock - GA



Sen. Alex Padilla - CA



Sen. Tommy Tuberville - AL



Sen. Mark Kelly - AZ



Sen. John Hickenlooper - CO



Sen. Roger Marshall - KS



Sen. Bill Hagerty - TN



Sen. Cynthia Lummis - WY



Sen. Ben Ray Lujan - NM



Growing racial and ethnic diversity in Congress

*Number of non-White House and Senate members
by race/ethnicity*

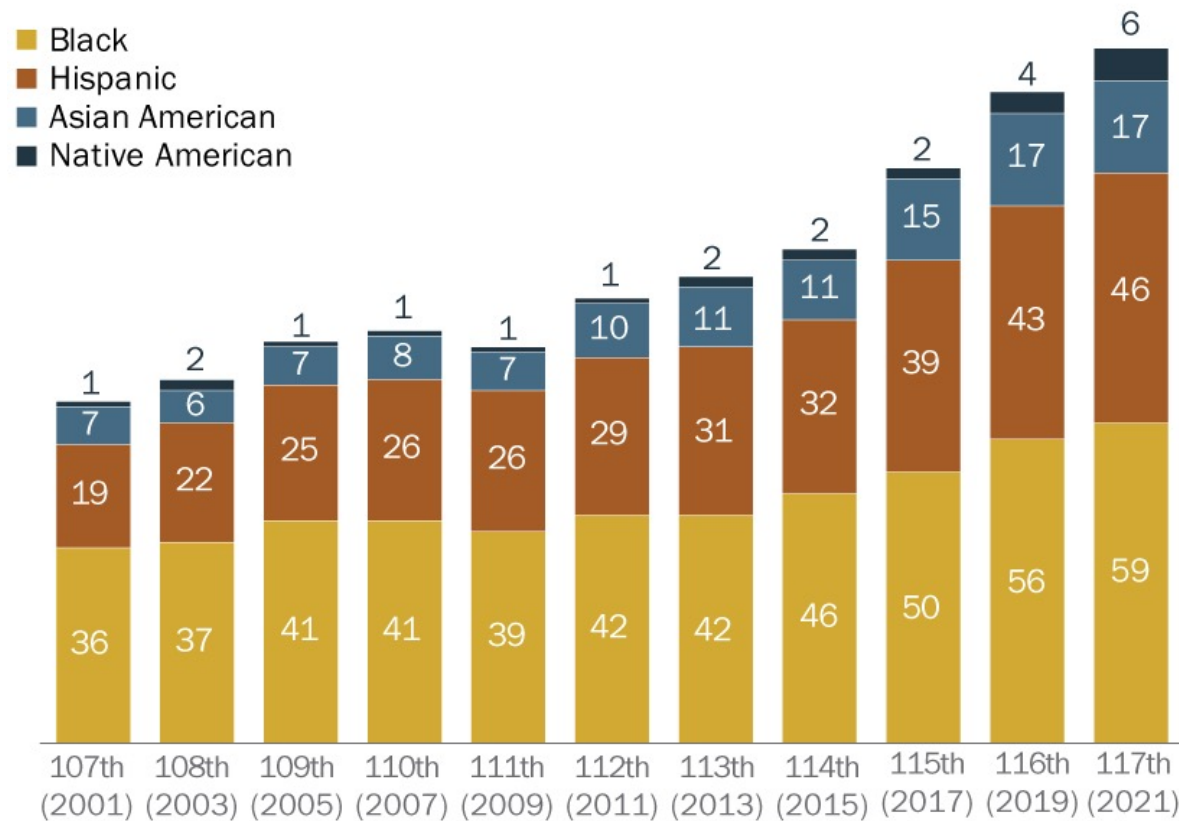


Image credit: Pew Research Center



Sen. Shelly Moore Capito - WV



Sen. Bill Cassidy - LA



Sen. Tom Cotton - AR



Sen. Steve Daines - MT



Sen. Joni Ernst - IA



Sen. James Lankford - OK



Sen. Mike Rounds - SD



Sen. Ben Sasse - NE



Sen. Dan Sullivan - AK



Sen. Thom Tillis - NC



Image credit: Spreadshirt.com / ErictheMagenta

Policies and Trends to Expect



■ Unified Democratic

■ Unified Republican

■ Split

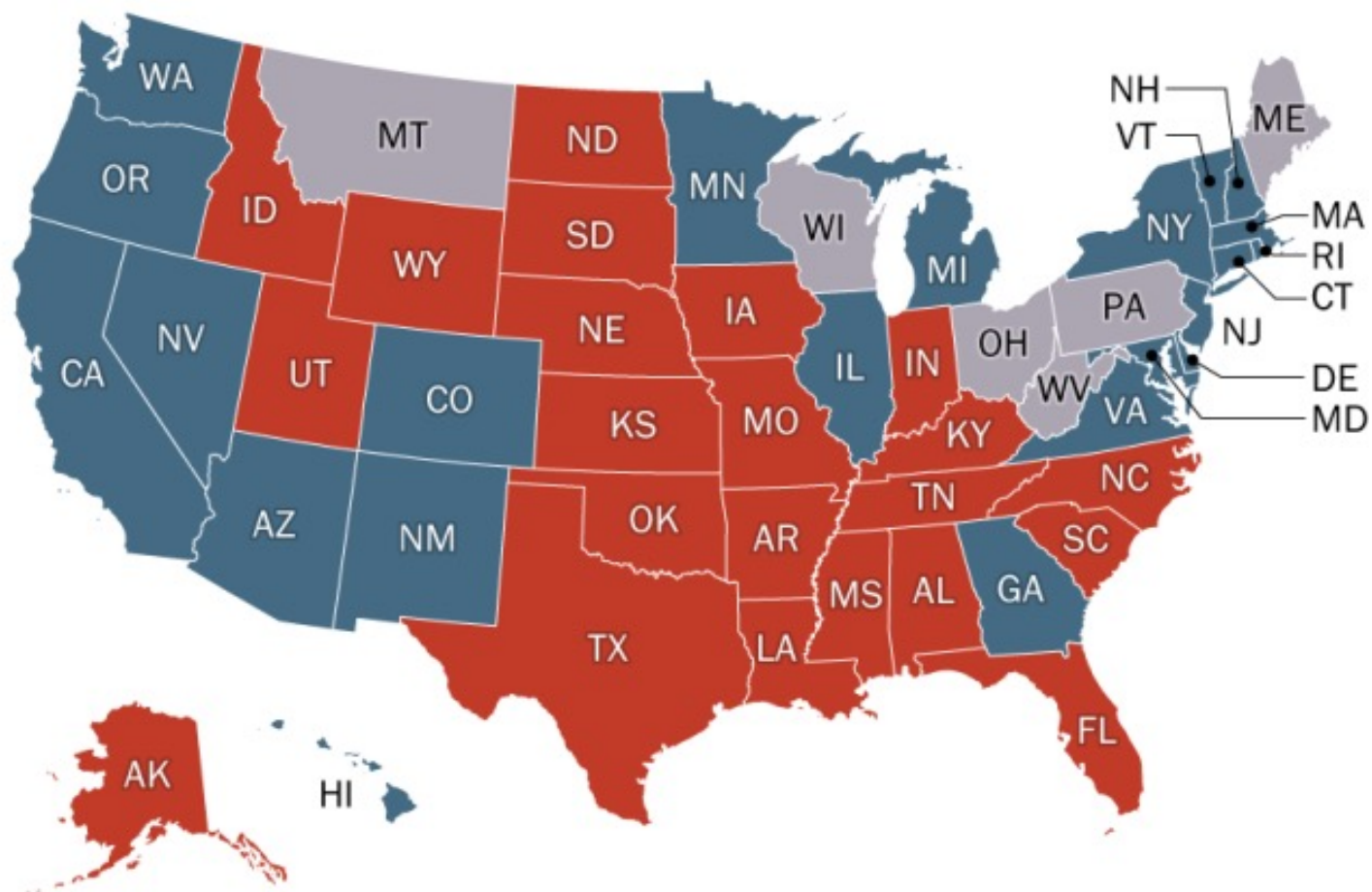


Image credit: Pew Research Center





Sen. Chuck Schumer (D-NY)
Majority Leader



Sen. Dick Durbin (D-IL)
Majority Whip



Sen. Patty Murray (D-WA)
Assistant Democratic Leader



Sen. Debbie
Stabenow (D-MI)
*Chair of Policy &
Communications Committee*



Sen. Elizabeth
Warren (D-MA)
Vice Chair of Conference



Sen. Mark Warner (D-VA)
Vice Chair of Conference



Sen. Amy Klobuchar (D-MN)
Chair of Steering Committee



Sen. Bernie Sanders (I-VT)
Chair of Outreach



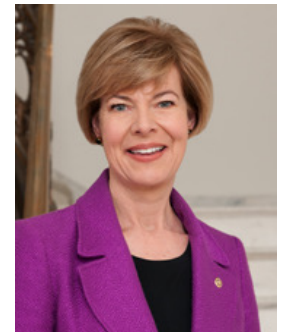
Sen. Catherine
Cortez Masto (D-NV)
Vice Chair of Outreach



Sen. Joe Manchin III (D-WV)
*Vice Chair of Policy &
Communications Committee*



Sen. Cory Booker (D-NJ)
*Vice Chair of Policy &
Communications Committee*



Sen. Tammy Baldwin (D-WI)
Secretary of the Conference



Sen. Mitch McConnell (R-KY)
Republican Leader



Sen. John Thune (R-SD)
Republican Whip



Sen. John Barrasso (R-WY)
*Chair of the Republican
Conference*



Sen. Roy Blunt (R-MO)
*Chair of the Republican
Policy Committee*



Sen. Joni Ernst
*Vice Chair of the
Republican
Conference*



Sen. Rick Scott
*Chair of the National
Republican
Senatorial Committee*



Image credit: Cassidy.Senate.Gov

THE WALL STREET JOURNAL.

An Open Congress Would Make Better Laws

By Bill Cassidy

President Ronald Reagan asked voters: "Are you better off than you were four years ago?" He wanted them to focus on what matters most—the government's effect on everyday life. But in a democracy, we arrive at policy decisions through a process, and the road shapes the result. Today's legislative process is a mess.

Leaders and the White House write bills in private for rank-and-file members to rubber-stamp.

'Equity' Is a

By Charles Lipson

On his first day as president, Joe Biden issued an "Executive Order on Advancing Racial Equity and Support for Underserved Communities." Mr. Biden's cabinet nominees must now explain whether this commitment to "equity" means they intend to abolish "equal treatment under law." Their answers are a confused mess.

Arkansas Sen. Tom Cotton raised the question explicitly in confirmation hearings. Attorney General-designate Merrick Garland responded: "I think discrimination is morally wrong. Absolutely." Marcia Fudge, slated to run Housing and Urban Development, gave a much different answer. "Just to be clear," Mr. Cotton asked, "it sounds like racial equity means treating people differently based on their race. Is that correct?"

Ms. Fudge's responded: "Not based on race, but it could be based on economics, it could be based on the history of discrimination that has existed for a long time." Ms. Fudge's



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General Trends



Sen. Joe Manchin (D-WV)



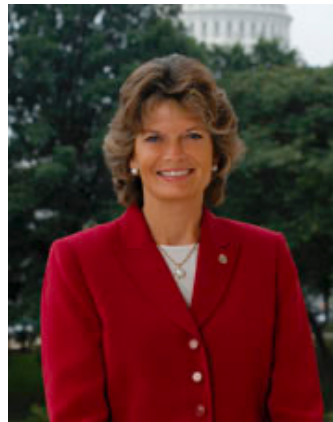
Sen. Kyrsten Sinema (D-AZ)



Sen. Jon Tester (D-MT)



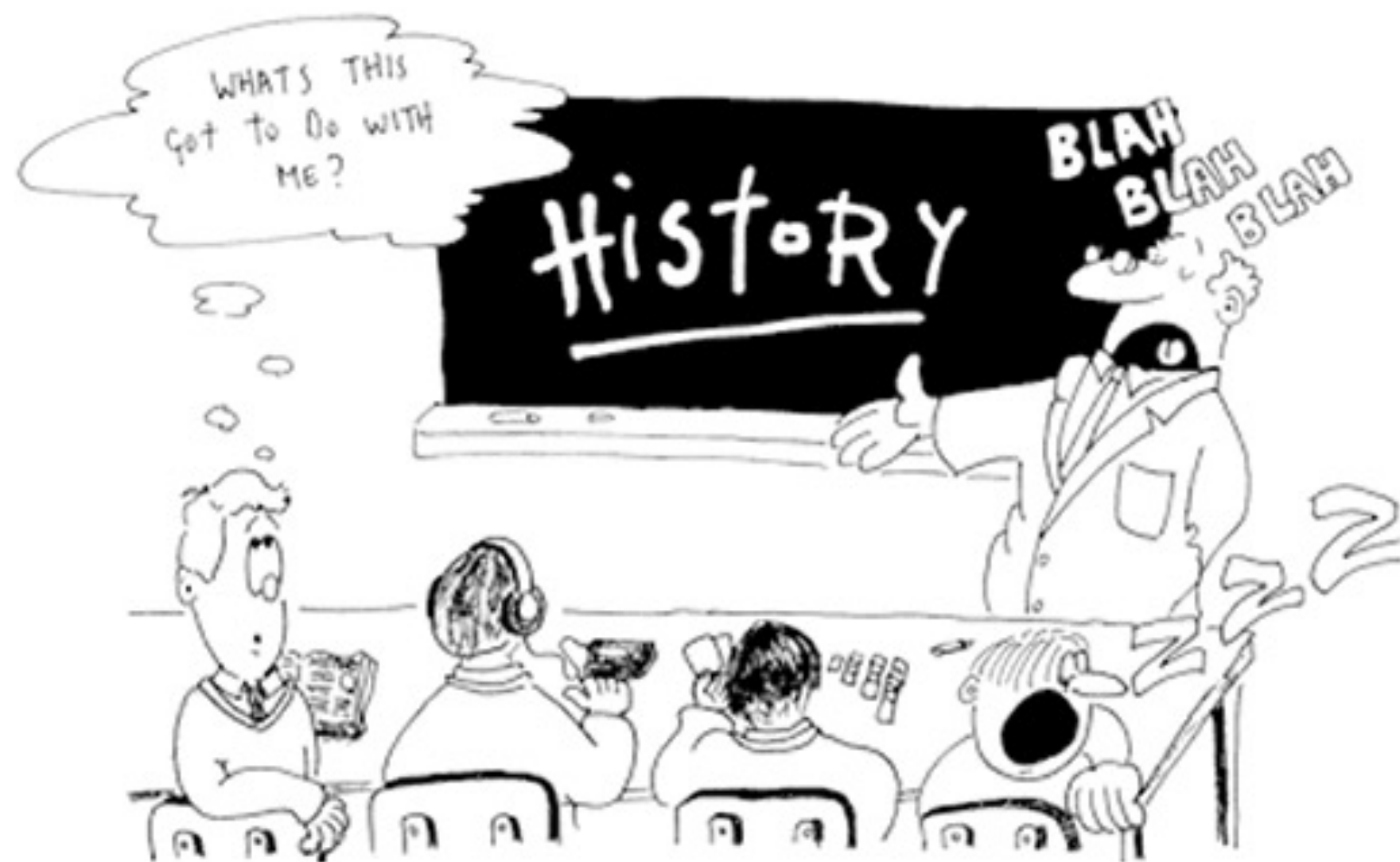
Sen. Susan Collins (R-ME)



Sen. Lisa Murkowski (R-AK)



Sen. Mitt Romney (R-UT)



The Current Congress—Basic Requirements for Office

	US House of Representatives	US Senate
Total # Members	435	100
Members Per State	1 or more; population based	2 for each; equality based
Term of Office	2 years for a single term	6 years for a single term
Minimum Age	25 years old	30 years old

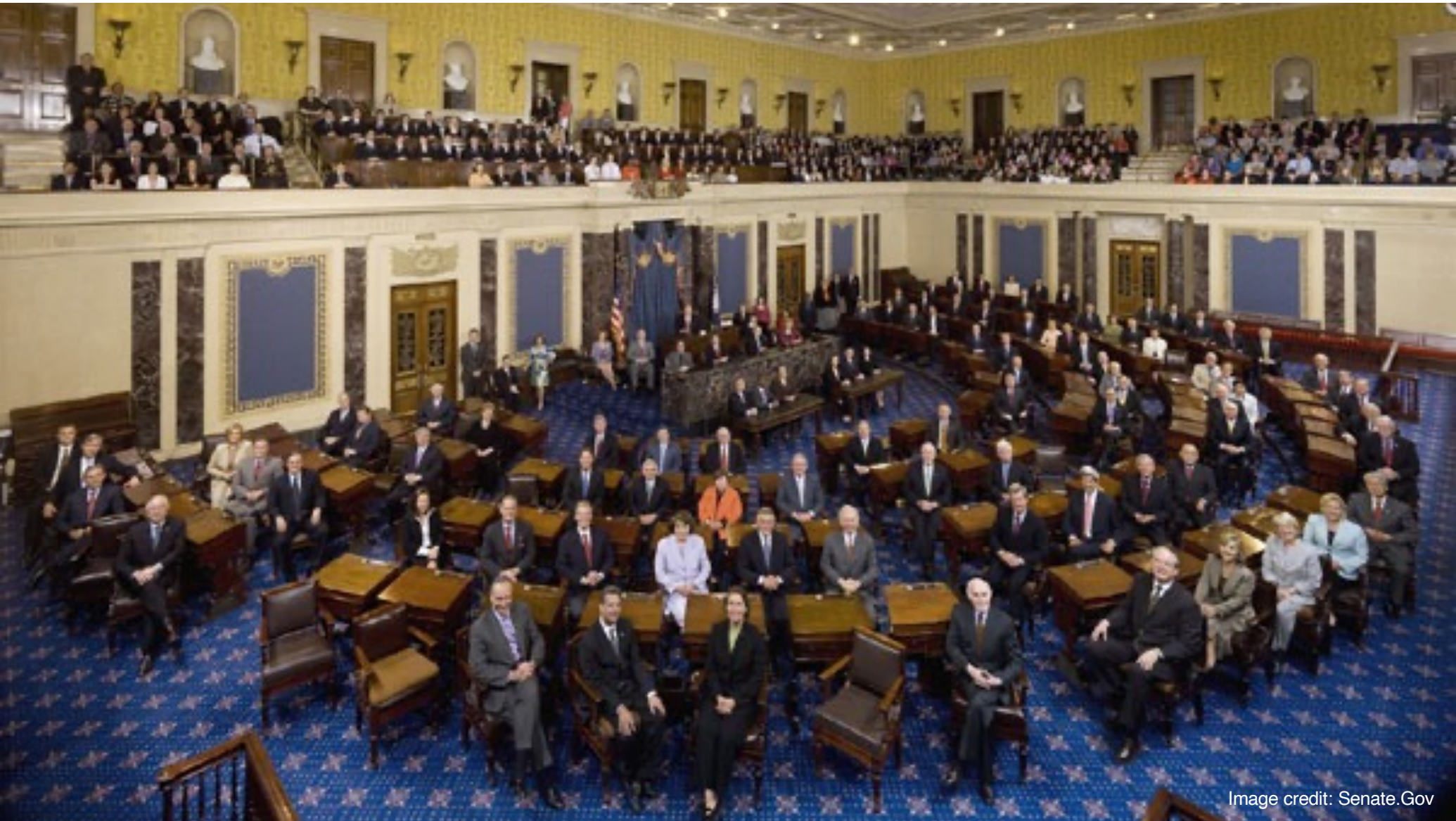


Image credit: Senate.Gov

Congress of the United States,

Organized and held at the City of New York on
Wednesday the fourth of March, one thousand seven hundred and eighty-nine.

Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof; or abridging the freedom of speech, or of the press; or the right of the people peaceably to assemble, and to petition the Government for a redress of grievances.

Sen. Raphael Warnock
D-GA (Running for full term)

Sen. Mark Kelly
D-AZ (Running for full term)

Sen. Catherine Cortez Masto
D-NV

Sen. Maggie Hassan
D-NH

Sen. Michael Bennet
D-CO

Sen. Pat Toomey
R-PA (Retiring)

Sen. Ron Johnson
R-WI

Sen. Richard Burr
R-NC (Retiring)

Sen. Rob Portman
R-OH (Retiring)

Sen. Marco Rubio
R-FL



Senate Bootcamp

Niels Lesniewski and Jennifer Shutt
CQ Roll Call

Fiscal**Note**

Senate Rules and Norms

- The Senate runs both on rules and precedents, but there are also many norms.
- While the rules govern the proceedings, it's important to remember how much happens by tradition, like the normal Senate schedule with Tuesday caucus lunches and sessions Monday-Thursday.
- Cooperation is required to complete routine business.

The Legislative Filibuster

- Democrats are beginning to rally behind reviving the “talking filibuster” which would require senators to stay on the Senate floor to block legislation.
- Another option would be to require 41 senators to affirmatively vote to block legislation, to ensure attendance by the minority party.
- The ultimate endgame would be to use the “nuclear option” to have a majority of senators set a new precedent that only a majority is required to limit debate on legislation.

So, Then What?

- Senate Minority Leader McConnell has talked of a “scorched earth” approach to Senate operations in response to a Democratic bid to gut the filibuster.
- The Senate still conducts most business by unanimous consent. The question is whether the GOP would really block everything, even naming post offices.
- With a 50-50 Senate there’s an added risk of endless quorum calls, since Republicans could theoretically slow Senate business just by staying home.

More Must-Pass Bills

- The end result might be fewer bills moving, but there would be even more “must-pass” legislation.
- The ability to get desired provisions into a further limited number of omnibus bills may be even more valuable.
- The Senate could also spend even more time on President Biden’s nominations, where the process has already been streamlined.
- What happens when a majority of senators disagrees with the majority of the majority? Look at budget vote-a-rama.

Budget Resolution

- Process will likely begin once White House sends its budget request to Congress, but timing on that is not yet determined.
- House and Senate budget committees have a daunting task of writing a tax and spending blueprint that progressives and moderates both support.
- Neither House nor Senate Democrats can afford to lose members during floor votes.
- Democrats will need to debate taxes, discretionary spending and the future of entitlement programs during fiscal year 2022 budget process.
- Democrats plan to include another round of reconciliation instructions in the budget resolution that will likely lead to climate change and infrastructure legislation.

Budget Reconciliation

- Subjects: revenue, spending, debt limit
- Benefits in the Senate
 - No need to eliminate or go through 60-vote cloture process
 - Ban on non-germane amendments
 - Limits debate to 20 hours
- Byrd rule objections
 - Changes to social security
 - Changes to revenue or spending that are “merely incidental”
 - Increases the deficit outside the 10-year budget window
 - Policy is outside the committee of jurisdiction

Appropriations Bills

- Committee work will likely begin this summer, but it's unlikely Congress approves all 12 bills before the beginning of the fiscal year on Oct. 1
- House and Senate panels expected to have earmarks for first time in a decade
 - House Democrats and Republicans plan to participate in process
 - Senators have yet to announce how process will return in that chamber
- Democrats and Republicans have a lot of tense policy issues to address
 - Hyde amendment
 - Federal grants to local and state law enforcement agencies
 - Immigrations and Customs Enforcement and Customs and Border Protection funding levels and oversight language
 - Member COLA

Debt Limit

- Congress approved a two-year debt limit extension in August 2019
- Treasury Department will likely use “extraordinary measures” to continue paying the nation’s bills and avoiding default into the fall.
- Congress will need to approve another suspension before late fall.
- This will likely trigger a debate about the annual deficit and national debt.

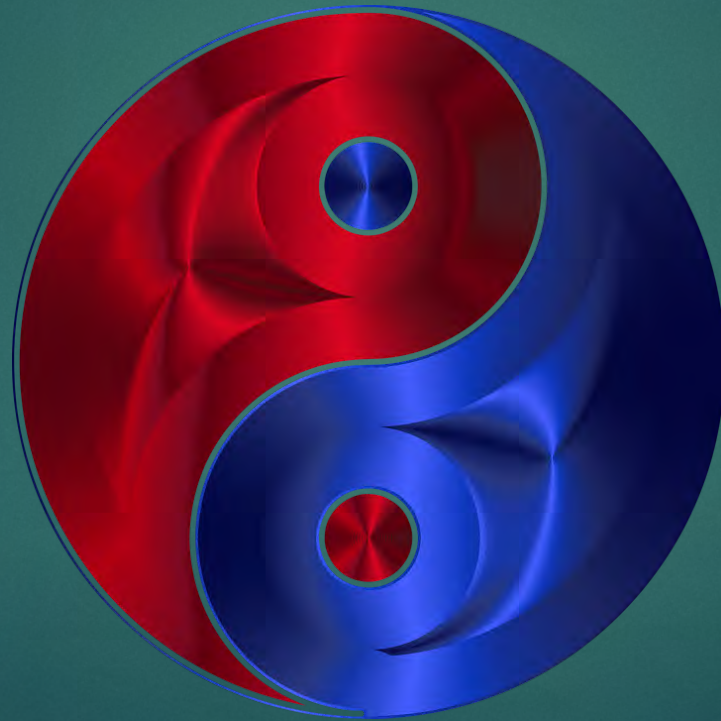


Public Affairs Commitee

JON DEUSER

THE SMITH-FREE GROUP

Senate 50-50 Split



Lessons from 2001



141 DAYS



“ALL I REALLY NEED TO
KNOW I LEARNED IN
KINDERGARTEN”



EVERY. SINGLE. VOTE.
COUNTS.

Understand the Environment



Accept the World as It Is and Not How the Pundits Say It Should Be

- ▶ The Capitol is going to open, but very, very slowly.
- ▶ Covid-19 has changed things for 2021. We should change, too.
- ▶ The flow of legislation is going to continue to be thin.
- ▶ Federal lawmaking is a top-down exercise.



Covid Has Changed Some Things, but Not Everything

- ▶ Bipartisan is still best in the Senate.
- ▶ Agencies and Executive Branch are as important as ever.
- ▶ Rules still matter.



The more things change,
the more they stay the same.

Ignore the Hype



- ▶ Focus on your goal and do not get caught up in fights you cannot influence.
- ▶ 50/50...51/49...52/48...But 60 remains the most important number
- ▶ Workhorses and Showhorses




Questions?

Thank
you!!

Jon Deuser
The Smith-Free Group



Senate Bootcamp: Committees, Procedures and Tactics



Natalie Burkhalter
Senior Director, Federal
Advocacy



P/RMA
RESEARCH • PROGRESS • HOPE



Standing Committees of the U.S. Senate

<u>Committee</u>	<u>Chair (D)</u>	<u>Ranking Member (R)</u>	<u>Number of Senators</u>
Appropriations	Leahy (VT)	Shelby (AL)	30 (15 Ds - 15 Rs)
Commerce, Science, Transportation	Cantwell (WA)	Wicker (MS)	28 (14 Ds - 14 Rs)
Finance	Wyden (OR)	Crapo (ID)	28 (14 Ds - 14 Rs)
Armed Services	Reed (RI)	Inhofe (OK)	26 (13 Ds - 13 Rs)
Banking, Housing and Urban Affairs	Brown (OH)	Toomey (PA)	24 (12 Ds - 12 Rs)
Agriculture, Nutrition and Forestry	Stabenow (MI)	Boozman (AR)	22 (11 Ds - 11 Rs)
Budget	Sanders (VT)	Graham (SC)	22 (11 Ds - 11 Rs)
Foreign Relations	Menendez (NJ)	Risch (ID)	22 (11 Ds - 11 Rs)
Health, Education, Labor and Pensions	Murray (WA)	Burr (NC)	22 (11 Ds - 11 Rs)
Judiciary	Durbin (IL)	Grassley (IA)	22 (11 Ds - 11 Rs)
Energy and Natural Resources	Manchin (WV)	Barrasso (WY)	20 (10 Ds - 10 Rs)
Environment and Public Works	Carper (DE)	Capito (WV)	20 (10 Ds - 10 Rs)
Small Business and Entrepreneurship	Cardin (MD)	Paul (KY)	20 (10 Ds - 10 Rs)
Rules and Administration	Klobuchar (MN)	Blunt (MO)	18 (9 Ds - 9 Rs)
Veterans Affairs	Tester (MT)	Moran (KS)	18 (9 Ds - 9 Rs)
Homeland Security and Governmental Affairs	Peters (MI)	Portman (OH)	14 (7 Ds - 7 Rs)

Special/Select Committees and Joint Committees

Special/Select Committees

<u>Committee</u>	<u>Chair (D)</u>	<u>Ranking Member (R)</u>	<u>Number of Senators</u>
Select Committee on Intelligence	Warner (VA)	Rubio (FL)	20 (10 Ds - 10 Rs)
Special Committee on Aging	Casey (PA)	Scott (SC)	14 (12 Ds - 12 Rs)
Indian Affairs	Schatz (HI)	Murkowski (AK)	12 (6 Ds - 6 Rs)
Select Committee on Ethics	Coons (DE)	Lankford (OK)	6 (3 Ds - 3 Rs)

Joint Committees

1. Joint Economic Committee
2. Joint Committee on Taxation
3. Joint Committee on Library of Congress
4. Joint Committee on Printing

Committee Jurisdiction

“The subjects and functions assigned to a committee by rule, resolution, precedent, or practice, including legislative matters, oversight and investigations, and nominations of executive officers.”



Legislation



Nominations



Oversight &
Investigations

Committee Staff: Who's Who?

Roles and Responsibilities



Positions in Committee Offices:

- Staff Director
- Counsel
- Professional Staff Member

Role of Committee Staff:

- Preparing Bills for Passage
- Agency, Member Office Engagement
- Often Highly Specialized

Case Study - Must-Pass Bills

SASC: NDAA

- A legislative tank. NDAA is the quintessential annual must-pass bill.
- Closed Committee process makes relationships and preparation key.
- Often plays in other Committee jurisdictions.

Approps

- In regular order, it's a complex 12-bill powerhouse.
- CRs have recently become the norm, and government funding frequently hangs in the political balance.
- COVID: the era of massive emergency funding bills.

HELP: FDA UFAs

- FDA user fee agreements only come around once in a legislative blue moon (every 5 years).
- Unique in that industry and Agency negotiate an agreement, which then turns into a legislative package.

Virtual Lobbying

Tips for Successful Meetings in the Virtual (or Real) World

- Avoid Cold Calls (if possible)
- Plan Ahead
- Be Flexible and Resilient
- Know Your Audience





Working with Key Committees

Barbara Hiden,
American Beverage





Senate Committee on Agriculture, Nutrition and Forestry

- Bring Constituent Interest
- Strive for Bipartisanship
- Every Members Matters; Every Vote Counts
- Build Coalitions
- Know Your Opposition
- What's Your Fall Back?



Senate Committee on Agriculture, Nutrition and Forestry

- Broad Coalitions with Diverse Points of View
 - “Every Bottle Back” unites industry, environmental groups, recyclers, retailers
- Senators’ Interests Span Multiple Committees
 - As do many issues; for example climate change will be addressed throughout government
- Friendships do exist; help Senators reach across aisle



Questions?
