



Public Affairs Council – State Contribution Strategies

March 4th, 2019



About Celgene & Celgene PAC



- “At Celgene, we seek to deliver truly innovative and life-changing drugs for our patients. Our vision as a company is to build a major global biopharmaceutical corporation while focusing on the discovery, the development, and the commercialization of products for the treatment of cancer and other severe, immune, inflammatory conditions.”

Celgene PAC at a Glance:

- ~7,500 Employees Worldwide
- ~3000 PAC Eligible U.S Employees
- 493 PAC Members (~17% engagement rate)
- Average Contribution: \$14 per payroll deduction



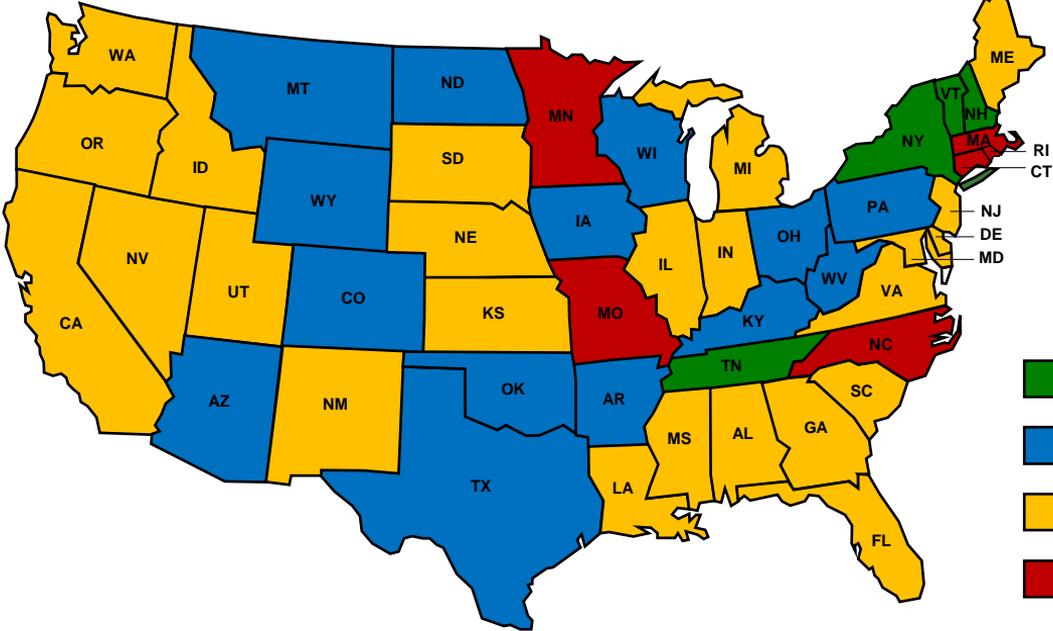
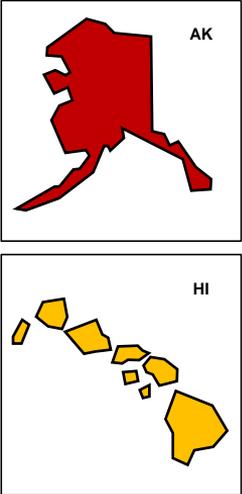
2018 PAC and Corporate Disbursements



- **\$190,000** in PAC Revenue
- **\$230,000** in PAC Disbursements
 - **\$210,000** Federal, **\$20,000** State (6 States)
- **\$75,000** State Level Corporate Contributions (13 States)



State Political Contribution Map



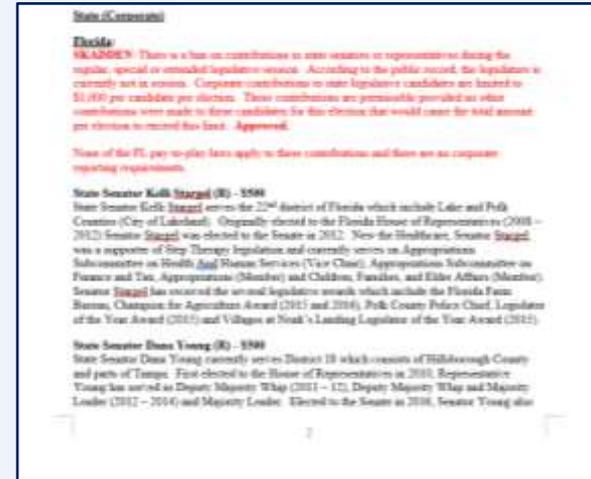
- Corporate Giving (4)**
- Federal PAC Giving (14)**
- Corporate or Federal PAC Giving (25)**
- Prohibitively Difficult To Give (7)**

* Does Not Take Into Account State Pay to Play Laws

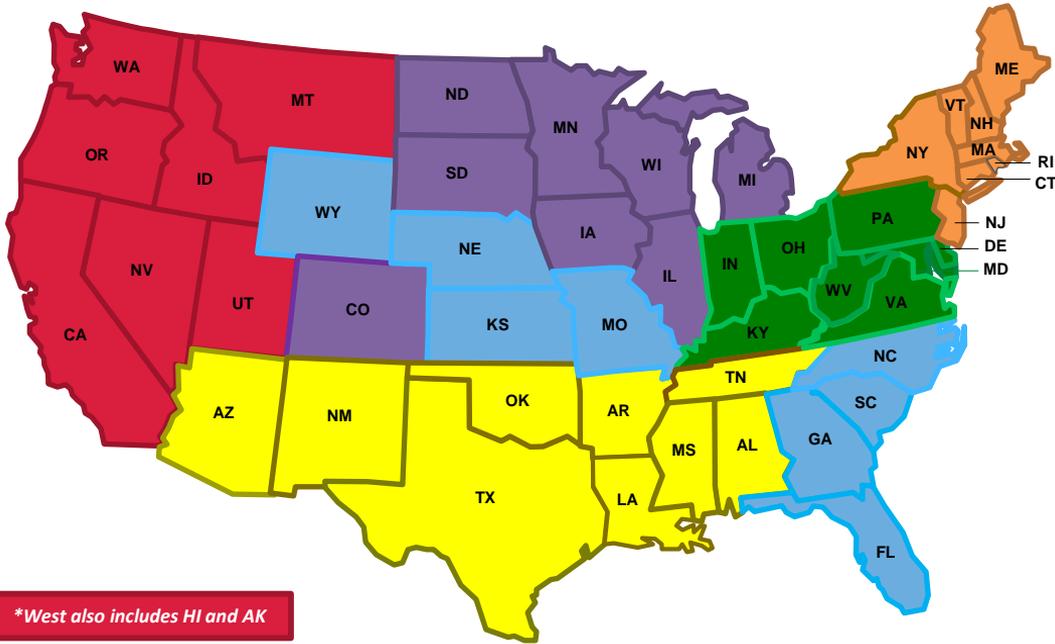
PAC & Corporate Budgeting and Approval



- Celgene PAC Board Consists of 9 Standing Members and 3 Rotating PAC Ambassadors From Different Company Functions
- Topline State Giving Plan Approved by Board During Annual Planning Meeting Followed by Monthly Requests for Contributions to Individual Members
- Budgets & Contribution Justifications Submitted by Regional State Government Relations Directors and Vetted by SGR Lead
- Before Submitted to PAC Board, all State Contributions Requests Reviewed and Pre-Cleared by Legal Counsel (Thanks Melissa!)



State Political Giving Plan Example



Planned PAC & Corporate Giving

Region	PAC	Corporate	Total
Southeast	-	\$12,000	\$12,000
Northeast	-	\$20,000	\$20,000
Midwest	\$9,500	\$12,500	\$22,500
Mid-Atlantic	\$8,250	\$9,500	\$17,750
Southern	\$7,000	\$3,000	\$10,000
West	\$1,500	\$26,000	\$27,500
	\$26,250	\$83,000	\$109,750

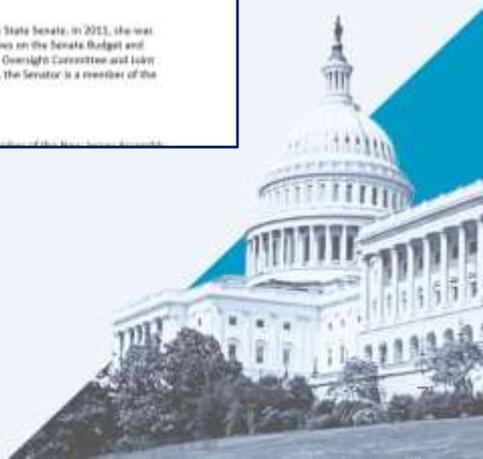


Example Request – State Contributions for Approval (Corporate)



New Jersey:

- State Senator Tom Kean (R) - \$1,000
- State Senator Steve Sweeney (D) - \$1,000
- State Senator Loretta Weinberg (D) - \$1,000
- Assemblyman Dan Benson (D) - \$1,000
- Assemblyman Jon Bramnick (R) - \$1,000
- Assemblyman Craig Coughlin (D) - \$1,000
- Assemblyman Lou Greenwald (D) - \$1,000
- Assemblywoman Nancy Munoz (R) - \$1,000



PAC and Corporate Contributions - Reporting



- Bi- Annual Report listing all Federal & State Contributions, PAC and Corporate. Posted on Celgene.com and proactively sent to all PAC Members

