

Talking Points

PAC Appreciation

- I am happy to be here today to say thank you to all of you who support our political action committee, XXXX.
- Every day, our lobbyists are here in XXXXX and our other state capitals and in Washington D.C. working to help our company by educating legislators on issues related to taxes, dividends, safety, XXXXXXXXX, XXXXXXXX issues, economic development and many other topics that directly affect our company.
- Your financial support of the PAC ensures that our voices are heard in those capitals.
- Our PAC gives to members of both parties. We support elected officials who are committed to understanding the complex issues related to our industry and who examine all perspectives on regulatory policies and proposals.
- As you may have noticed, we had an election last week. The vote was historic for a number of reasons.
- At the top of the ticket, President Obama was re-elected. The course he and his new cabinet choose to take, particularly on XXXX issues, will shape the future business climate for our company.
- One specific thing to watch will be XXXXX legislation. Discussion of XXXXXX was pretty much absent from the campaign. The damage caused by Hurricane Sandy has restarted that conversation.
- As predicted, XXXXXXXXXXXX defeated XXXXXXXXXXXX last week in the gubernatorial race here in XXXXXXXXXXXX. XXXXXX becomes the first XXXXXXXXXXXX Republican governor in XX years.
- The victory is also significant because it is the first time since the XXXXs that the Republican Party will control the governor's office, the state senate, and the state house.

- In the U.S. Congress, the Republicans now hold at least 9 of the 13 seats. There is a recount underway in the 7th Congressional District.
- Neither of our U.S. Senators was up for re-election this year
- So, overall a strong showing by the Republicans. However, it is important to note that this election is the result of the redistricting done by the General Assembly following the 2010 census.
- So, what does this changing political landscape mean for XXXXXXXX legislative priorities?
- There are three issues where the newly constituted state government can make a difference.
List Issues
- The PAC will continue to keep you updated on state and federal issues over the course of the year.
- Our PAC's goal is to help make a difference and to provide value by helping elect public officials who will shape politics and public policy.
- Your membership in XXXXXXXXXXXX is not required, but it's one of the best investments you can make.
- I realize that we all have various demands and priorities for our earnings. I truly appreciate your decision to send some of your money to support our PAC. And in your interest and involvement in the political process.
- For our industry, government relations is part of our core business. Thank you for all you and your investments in the future of XXXXXX.