FROM: Becca Durr, Deputy Mid-Atlantic Finance Director, (202) 485-3445

DATE: November 18, 2014

SUBJECT: Deputy Mid-Atlantic Finance Director, End of Cycle Memo

**OVERVIEW**

The DCCC Mid Atlantic region is comprised of: DC, MD and VA. Most of the region’s activities take place in DC through various programs and events. The 2013-2014 Mid-Atlantic Finance team included a Director, Deputy Director and a Finance Assistant responsible for national PAC and Labor fundraising and for high-dollar individual fundraising in DC, Maryland and Virginia. There were no consultants in this region. During the 2014 cycle, the Mid-Atlantic donor program focused on raising through lobbying firms/executive raising programs, Member hosted meetings/events, staff driven events as well as donor hosted events. Because of the nature of Washington, DC, many of the events also included PAC money. During 2013-2014, the Mid-Atlantic region managed fundraising events mostly in Washington, DC or its suburbs in Maryland and Virginia.

The Mid-Atlantic Deputy is responsible for assisting the Mid-Atlantic Regional Director with day-to-day operations as well as taking the lead on their own fundraising events throughout the region. During the 2014 cycle, the Mid-Atlantic Deputy was responsible scheduling all individual events, coordinating with individual hosts and MOCs, developing briefing materials, and staffing the events onsite. This position also coordinated the development of individual call sheets for Leader Pelosi, Chairman Israel and Members of Congress; staffed call time with Chairman Israel, MOCs, and Chiefs of Staff; oversaw donor prospecting; and helped with PAC fundraising as needed. The Mid-Atlantic Deputy was also responsible for managing the DCCC’s WomenLEAD Council, Chairman’s Council & Defense Council.

**REGIONAL EVENTS RECAP**

**ANNUAL EVENTS:**

In this section, you will find an overview of fundraising events that occur annually for the DCCC.

**DCCC Dinner Hosted by Tony Podesta**

**Typically Scheduled:** Q1

**Point of Contact:** Daniele Baierlein, *the Podesta Group*

**Members Involved:** Leader Pelosi and Members chosen by Tony Podesta.

**Background:** Tony Podesta has hosted an annual event for the DCCC since 2007. The 2014 dinner was the first year Tony hosted this event without his former wife, Heather Podesta. Tony and Heather finalized their divorce in June 2014. The 2014 dinner raised $203,500 for the DCCC, $7,500 to PAC to the Future, and $5,000 to Israel for Congress ($216,000 total). Guests for this dinner include clients from his firm, principals from the Podesta Group and Tony’s friends. At the time of the event (and prior to the April 2014 McCutcheon v. FEC Supreme Court ruling) Tony Podesta was federally maxed to Party Committees and did not make a personal contribution. In 2013, 2012 and 2011, Tony personally contributed $25,000 to the DCCC through his annual dinner. Following McCutcheon, Tony contributed $25,000 to the DCCC in August 2014.

**Speaker’s Cabinet Notes:** Tony Podesta raised Conrad Cafritz’s contribution.

**DCCC Dinner Hosted by Heather Podesta**

**Typically Scheduled:** Q1

**Point of Contact:** Mary Beth Stanton, *Heather Podesta + Partners* or Teal Baker, *Heather Podesta + Partners*

**Members Involved:** Leader Pelosi and Members chosen by Heather Podesta.

**Backgound:** This was the first year Heather hosted this dinner without her former husband, Tony Podesta.Tony and Heather finalized their divorce in June 2014. This dinner raised $134,900 for the DCCC and $7,800 for Nancy Pelosi for Congress. Heather did not personally contribute to the DCCC through this dinner but raised a $32,400 contribution from her California-based boyfriend, Stephen Kessler. Mary Beth Stanton was extremely instrumental in the raising for this event—she also personally contributed $10,000 to the DCCC through this dinner.

**Speaker’s Cabinet Notes:** Karen Dixon and Nan Schaffer are clients of Heather Podesta + Partners.

**DCCC Dinner Hosted by Nancy & Harold Zirkin**

**Typically Scheduled:** Q1

**Point of Contact:** Nancy Zirkin, *Leadership Conference on Civil Rights*

**Members Involved:** Leader Pelosi and Members chosen by Nancy Zirkin

**Backgound:** This is an annual Speaker’s Cabinet dinner hosted at the Zirkin’s home in Chevy Chase, MD. The 2014 dinner raised $174,600 for the DCCC and the 2013 dinner raised $188,600 for the DCCC. This is a very intimate dinner and usually raises the same contributions each year.

**Speaker’s Cabinet Notes:** Trish & George Vradenburg, PJ & Cam Cowan and Nancy & Harold Zirkin typically renew their support to the DCCC through this event.Also, Nancy Zirkin raised Robert Raben’s 2014 contribution.

**DCCC Reception Hosted by Margie & Hon. Tommy D’Alesandro and Lynn & Hon. Ted Venetoulis**

**Typically Scheduled:** Q2 or Q3

*\*This event needs to be scheduled well in advance. Conversations should begin by the end of Q1.*

**Point of Contact:** Lynn & Hon. Ted Venetoulis

**Members Involved:** Leader Pelosi and Members of the Maryland delegation.

**Backgound:** This is an annual event hosted by Tommy & Ted. Please note, Tommy D’Alesandro is Leader Pelosi’s brother and the former Mayor of Baltimore. Ted is a longtime friend of Tommy D’Alesandro and Leader Pelosi. Ted & Tommy as well as Leader Pelosi and Reps Ruppersberger and Sarbanes are helpful in raising for this event. The 2014 reception featured Senator Elizabeth Warren and Governor Martin O’Malley and raised $251,400 for the DCCC. The 2013 dinner raised $120,000 for the DCCC.

**Speaker’s Cabinet Notes:** Scott Plank, John Coale, Len Moodispaw and Keith Campbell typically renew their support through this event.

**DCCC Reception Hosted by Congresswoman Donna Edwards**

**Typically Scheduled:** Q3

**Point of Contact:** Adrienne Christian, *Rep. Edward’s Chief of Staff* or Jeremiah Pope, *Rep. Edward’s fundraiser*

**Members Involved:** Leader Pelosi

**Backgound:** This is an annual low-dollar event hosted by Congresswoman Donna Edwards in National Harbor, MD. The 2014 reception did not occur due to the Congresswoman’s active raising for the *When Women Succeeds, America Succeeds* bus tour. The 2013 reception raised $57,750 for the DCCC.

**Speaker’s Cabinet Notes:** Congresswoman Edward’s typically raises Morty Funger, Patricia Bauman and Adelaide Gomer’s contributions through this event.

**DCCC WomenLEAD Luncheon**

**Typically Scheduled:** Q2

**Point of Contact:** DCCC Staff

**Members Involved:** Leader Pelosi, WomenLEAD Chairs and Women Members of the House Democratic Caucus

**Backgound:** This is an annual luncheon with members of the DC lobbyist and PAC community. This event is built in conjunction with the DCCC Director of Member Dues and focuses on raising PAC, individual and Member contributions. Table hosts were asked to write/raise $2,500 in individual contributions. Members of Congress were asked to contribute $10,000 in dues for a table. The 2014 luncheon had 262 guests and raised $886,650, including $497,350 in Member Dues, $144,000 for Frontline and Red to Blue candidates, $207,300 from individuals and $38,000 from PACs for the DCCC. The 2014 luncheon was the culminating event of the *When Women Succeed, America Succeeds* bus tour. The 2013 luncheon raised $291,250 for the DCCC.

**Speaker’s Cabinet Notes:** N/A

**DCCC Dinner Hosted by Hon. Dick Gephardt**

**Typically Scheduled:** Q2

**Point of Contact:** Greg Carnick, *Gephardt Government Affairs*

**Members Involved:** Leader Pelosi and the Chairman of the DCCC

**Backgound:** This is an intimate dinner with members of Gephardt Government Affairs and their clients. Sharon Daniels was particularly helpful in raising contributions for the 2014 dinner. The 2014 raised $71,900 for the DCCC. The 2013 dinner raised $77,900 for the DCCC.

**Speaker’s Cabinet Notes:** Hon. Dick Gephardt and Tom O’Donnell typically renew their support to the DCCC through this event.

**QUARTERLY EVENTS:**

In this section, you will find an overview of fundraising events that occur quarterly for the DCCC. These events are mostly comprised of receptions that are benefits to joining the DCCC’s Chairman’s Council or Defense Council.

**DCCC Defense Council**

**Members Involved:** DCCC Defense Council Co-Chairs

**Backgound:** This is a quarterly fundraising event focused on members of the defense community. The Q1 event is typically a seated dinner while each subsequent event is a standing breakfast reception. This program raises mostly PAC contributions from defense firms and some individual contributions from the lobbying community.

**Chairman’s Council Dinner/Breakfast**

**Members Involved:** Chairman of the DCCC

**Backgound:** This is a quarterly fundraising event focused on members from the DC lobbying community. The Q1 event is typically a seated dinner while each subsequent event is a seated breakfast reception.

**2014 CYCLE SPECIFIC EVENTS:**

In this section, you will find an overview of fundraising events that occurred for the first time in the 2014 cycle or are not always annual events for the DCCC.

**DCCC Dinner Hosted by Linda and Sen. Tom Daschle**

*\*This event needs to be scheduled well in advance. Conversations should begin in Q1.*

**Point of Contact:** Linda Daschle

**Members Involved:** Leader Pelosi and Members chosen by Linda & Sen. Tom Daschle

**Backgound:** The 2014 dinner was the third event the Daschles have hosted for the DCCC and raised $167,400 for the committee. Their last event was held in October 2011 and raised $65,000 for the DCCC. Their first event, held in May of 2010, raised $125,000 for the DCCC. The Daschles are heavily involved with the Senate and so this event needs to be scheduled well in advance. Chairman Steve Israel called Linda and requested the 2014 event after they were over-extended with 2013 fundraising requests.

**Speaker’s Cabinet Notes:** Linda and Tom are able to raise Edgar Bronfman & Tom Van Coverden’s contributions.

**DCCC Dinner hosted by Congressman Chris Van Hollen with special guest President Barack Obama**

**Point of Contact:** Sam Gross, *Finance Director to Congressman Chris Van Hollen*

**Members Involved:** Leader Pelosi, Chairman Israel and the Maryland delegation

**Backgound:** There were two DCCC dinners with President Obama in 2014. The first was hosted by Congressman Chris Van Hollen at the home of Lora & Jeff Drezner in Potomac, MD. Leader Pelosi asked Congressman Van Hollen to host this event. Congressman Van Hollen was extremely instrumental in the raising for this event as was the Drezner family. This dinner raised $579,500 for the DCCC.

**Speaker’s Cabinet Notes:** Congressman Van Hollen was able to raise contributions from the Bainum family, Drezner family, Cowan family, Mary Ann Stein & Agnes Williams for this event.

**DCCC Luncheon hosted by Congressman Dutch Ruppersberger with special guest Vice President Joe Biden**

**Point of Contact:** Tara Oursler, *Chief of Staff to Congressman Dutch Ruppersberger*

**Members Involved:** Leader Pelosi, Chairman Israel and the Maryland delegation

**Backgound:** Leader Pelosi asked Congressman Dutch Ruppersberger to host this event at the home of Connie Caplan. Congressman Ruppersberger was extremely instrumental in the raising for this event as was Congressman John Sarbanes. This luncheon raised $206,400 for the DCCC.

**Speaker’s Cabinet Notes:** Congressman Ruppersberger was able to raise contributions from Peter Angelos, Michael Greenebaum, Frank Kelly, Ed St. John, Wayne Rogers, Keith Campbell and Jay Salkini for this event.

**SPEAKER’S CABINET DONORS**

**Anne & Ron Abramson**

Anne & Ron contributed a combined $63,200 to the DCCC during the 2014 cycle. Anne & Ron are close friends to Leader Pelosi and Leader Pelosi’s daughter, Alexandra, interned for Anne during her undergraduate degree. They typically renew their support through the Q1 Finance Dinner hosted by Nancy & Harold Zirkin.

**Georgia & Peter Angelos**

Georgia & Peter contributed a combined $64,800 to the DCCC during the 2014 cycle. Peter Angelos is a childhood friend of Leader Pelosi. He is a high profile national Democratic donor and typically meets with Leader Pelosi when she travels to Baltimore.

**Sandy & Stewart Bainum**

Sandy & Stewart contributed $64,800 to the DCCC in 2013 following a call from Congressman Chris Van Hollen. Prior to the McCutcheon v. FEC ruling, Stewart & Sandy were federally maxed to campaign committees in 2014. As a result, Congressman Chris Van Hollen asked Stewart to raise $50,000 from his family to attend the May 19th DCCC dinner with President Barack Obama. Stewart raised contributions from his sister, Barbara Bainum and her husband, Wilfried Busse. He also raised a contribution from his brother, Bruce Bainum. In 2009, Congressman Chris Van Hollen raised $60,800 from Stuart and Sandy for the DCCC.

**Patricia Bauman & Hon. John Bryant**

Patricia & John contributed a combined $42,400 to the DCCC during the 2014 cycle. Patricia & John are very close to Congresswoman Donna Edwards and she is typically the one to raise their contributions for the DCCC.

**David Bradley**

David annually splits his Speaker’s Cabinet membership between a personal & PAC contribution to the DCCC. David typically meets with the Chairman of the DCCC to renew his support. Congresswoman Betty McCollum sets up this meeting.

**Jan Brandt**

Jan contributed a combined $64,800 to the DCCC during the 2014 cycle. Jan contributed $32,400 on both occasions following a call from Leader Pelosi. She attended the 2014 Napa Valley Weekend Issues Conference and repeatedly indicated that she would want to attend again in the years moving forward.

**D. Keith Campbell**

Keith contributed $30,000 to the DCCC during the 2014 cycle. He typically attends Baltimore based events and is a friend of Congressman Dutch Ruppersberger.

**PJ & Cam Cowan**

PJ & Cam contributed a combined $94,000 to the DCCC during the 2014 cycle. They have been members of the DCCC Speaker’s Cabinet since 2007.

**Karen Dixon & Nan Schaffer**

Karen & Nan were new donors to the DCCC during the 2014 cycle. Between contributions to Nancy Pelosi for Congress & the DCCC, they contributed a combined $97,200 this cycle. Karen and Nan met with Leader Pelosi in September 2013 for a prospective donor meeting. Following that breakfast, Karen contributed $32,400 to the DCCC. They are both clients of Heather Podesta + Partners.

**Lora & Jeff Drezner**

Lora & Jeff hosted the May 19th DCCC dinner with President Barack Obama. Through that event, Lora & Jeff contributed $32,400 to the DCCC and raised an additional $87,500 for the DCCC. Their nephew is David Schneider.

**Joan Huffer & Rob Dugger**

Joan & Rob were lapsed Speaker’s Cabinet donors until August 2014 when they contributed $10,000 to the DCCC through the dinner hosted by Linda & Sen. Tom Daschle and an additional $10,000 to the DCCC through the dinner with President Barack Obama in McLean, VA.

**Steve Elmendorf**

Steve has been a Speaker’s Cabinet member since 2008 and annually renews his support through his DCCC reception. Steve’s 2014 reception raised $118,400 for the DCCC. In 2013, Steve’s reception raised $242,000 for the DCCC—including Michael Paese’s $32,400 contribution that Steve raised.

**Therese Keane & Otho Eskin**

Otho has been a Speaker’s Cabinet member since 2004. He generally renews his support at the beginning of each year following a staff-level solicitation call. In October 2013, Leader Pelosi met with Otho and Therese for lunch to ask Therese to renew her support to the DCCC. Therese did not ultimately renew her support. She used to annually support the DCCC up until 2011.

**Natalie Wexler & Jim Feldman**

Natalie & Jim contributed a combined $60,000 to the DCCC during the 2014 cycle. They never attended any DCCC events but responded to staff level solicitations and voicemails from Leader Pelosi.

**Barbara Fried**

Barbara Fried contributed $32,400 to the DCCC through the October 14th dinner hosted by Congressman-Elect Don Beyer with President Barack Obama.

**Caroline Gabel**

Caroline contributed a combined $25,000 to the DCCC in 2014. She contributed $5,000 to the DCCC to attend the July 30th dinner hosted by Linda & Sen. Tom Daschle and contributed an additional $20,000 to the DCCC following that dinner.

**Page Gardner & Ron Rosenblith**

Page & Ron contributed a combined $97,200 to the DCCC during the 2014 cycle. Page and Ron have a long history in Democratic politics, with Page having been political director at the DSCC and Ron, the founder of a phone consulting firm.

**Hon. Richard Gephardt**

Congressman Gephardt has hosted an annual event for the DCCC since 2008. In 2013 and 2014, Congressman Gephardt renewed his support to the DCCC through his annual dinner.

**Debbie Driesman & Frank Islam**

Debbie & Frank contributed a combined $77,400 to the DCCC during the 2014 cycle. Frank typically renews his support to the DCCC through the dinner hosted by Nancy Zirkin.

**Jan & Randy Kell**

Jan & Randy contributed $32,400 to the DCCC through the October 14th dinner hosted by Congressman-Elect Don Beyer with President Barack Obama. Randy works at the Mark Winkler Company which was founded by Tori Winkler Thomas’ father.

**Austin Ligon**

Austin contributed $32,400 to the DCCC through mail solicitations. He was originally based in Virginia and has since relocated to Austin, Texas.

**Carol & Eugene Ludwig**

Carol & Gene contributed a combined $74,800 to the DCCC during the 2014 cycle. This was their first major contribution to the DCCC. Gene met with Leader Pelosi in April 2013 for a prospective donor meeting. Following that breakfast, Gene contributed $32,400 to the DCCC. Gene served in the Clinton administration and had been acquaintances with the Leader for many years prior to this meeting.

**Jim Massie**

Jim has been a Speaker’s Cabinet member since 2009 and was instrumental in organizing the June 2014 reception hosted by Isabella de la Houssaye & David Crane that raised $150,000 for the DCCC.

**Larry O’Brien**

Larry typically renews his support for the DCCC through a personal contribution and raising the other half from a member of his family. He is typically attends Speaker’s Cabinet and Chairman’s Council events.

**Carolann & George Najarian**

Carolann and George contributed a combined $63,200 to the DCCC during the 2014 cycle through staff-level solicitations. Please note, their daughter, Nancy Najarian, ran for the VA-08 2014 primary but did not qualify to be on the ballot.

**Michael Paese**

Michael was a 2013 Speaker’s Cabinet member. This was his first major contribution to the DCCC and it was raised by Steve Elemendorf. In 2014, Michael contributed $5,000 to the DCCC and was involved in raising contributions from members of the financial services community for Frontline members.

**J. Scott Plank**

Scott contributed a combined $40,000 to the DCCC during the 2014 cycle. He typically renews his support through Baltimore-area events.

**Tony Podesta**

Tony contributed a combined $50,000 to the DCCC during the 2014 cycle. He typically renews his support to the DCCC through his annual event.

**Dame Jillian Sackler**

Dame Sackler contributed a combined $64,800 to the DCCC during the 2014 cycle. This was her first major contribution to the DCCC. Dame Sackler met with Leader Pelosi, at the suggestion of Roz Wyman, in July 2013 for a prospective donor meeting. Following that breakfast, Dame Sackler contributed $32,400 to the DCCC.

**David Schneider**

David is the nephew to Lora & Jeff Drezner and is based in California. He attended the May 19th DCCC dinner with President Obama in Potomac, MD and was seated next to the Leader Pelosi. Following that dinner, David contributed an additional $22,400 to the DCCC.

**Raj Sharma**

Raj contributed $44,400 to the DCCC during the 2014 cycle. This was his first major contribution to the DCCC. He is a client of California-based fundraising consultant, Shelly Kapoor Collins.

**Chandler & Paul Tagliabue**

Chandler and Paul contributed a combined $30,000 to the DCCC during the 2014 cycle. Their contributions were made in lieu of their attendance at the May 19th DCCC dinner with President Obama and November 8th luncheon with Vice President Biden. They are close friends to Leader Pelosi.

**Tori Winkler Thomas**

Tori hosted the October 14th DCCC roundtable with President Barack Obama in McLean, VA. Congressman-Elect Don Beyer asked Tori to host this event. Tori contributed $32,400 to the DCCC and raised an additional $131,300 through members of her family.

**Patricia “Trish” & George Vradenburg**

Trish & George contributed a combined $57,400 to the DCCC during the 2014 cycle. Trish and George typically renew their support to the DCCC through the DCCC dinner hosted by Nancy Zirkin. Please note, they prefer to contribute at the $25,000 level.

**Christy & Scott Wallace**

Christy and Scott contributed a combined $37,400 to the DCCC during the 2014 cycle. They regularly travel abroad for their foundation.

**Bob & Cindy Whitehead**

Bob and Cindy contributed $32,400 to the DCCC in 2014. This was their first major contribution to the DCCC. They are actively pursuing approval from the FDA for their pharmaceutical product, Flibanserin.

**Nancy & Harold Zirkin**

Nancy & Harold annually host a Speaker’s Cabinet dinner for the DCCC. They also annually renew their support through that dinner. Nancy is also heavily involved with the Senate and EMILY’s List.

**FINANCE PLAN**

Please see Mid-Atlantic Director exit memo.

**FEEDBACK**