2018 MIDTERM ELECTION OUTLOOK
Founded in 1963

First business PAC to identify and support pro-jobs candidates (including my own endorsement in 2002).

Today we are more than a PAC. We are a non-partisan, mission-driven, and membership-supported organization active in 3 areas:
BIPAC

Membership
Provide tools/resources to employers and organizations to engage, educate, and motivate their employees to advocate and to vote.

Field Operations
Work with state partners across the country to get the business community involved in E2E.

Mission:
Elect pro-jobs candidates and foster a pro-prosperity agenda.

Involvement in Key Races

Election Analysis

Action Fund
Endorse and support pro-jobs candidates for U.S. Congress.
BIPAC’s Membership Mission

To help our private sector organizations ENGAGE, EDUCATE, and MOTIVATE their employees and other stakeholders to become involved in the electoral and legislative processes to elect pro-jobs candidates and foster a pro-prosperity agenda through non-partisan employer-employee activities involving:

- Voter Education
- Grassroots Advocacy
- PAC Participation
Why Is This E2E Engagement Important?

#1: More informed and motivated employee-voters

#2: More informed and motivated employee-advocates
Informed Employee-Voters

2016 Moore Post-Election Survey on Employee Engagement

- Employees view the current or former employer as the **most credible** source of information on political issues and elections that directly affect their jobs, company and industry.

- Information received from employers directly impacted employees’ motivation to participate in the election process:
  - 65% of employees are more **likely to vote** based on the information received from employers.
  - 83% found the information received from employers helpful in **deciding how to vote**.
Effective Employee-Advocates
2015 Congressional Management Foundation Survey

Information from a survey of congressional chiefs of staff, legislative directors and communications directors:

☐ 94% said “in-person constituent visits” had positive influence on legislators’ policy decisions

☐ 92% said “individualized email messages” had positive influence

☐ 88% said “individualized postal letters” had positive influence

☐ 84% said “phone calls” had positive influence
2018 Congressional Midterms
2018 Senate Math

Current Party Breakdown:
- Republicans: 51
- Democrats: 47
- Independents: 2

Seats up in 2018:
- Republicans: 9
- Democrats: 24
- Independents: 2
Midterm Party in Power Electoral History - Senate

Midterm Electoral Losses for Party Holding the White House, House and Senate in last 25 years:

1994:  -8  
2010:  -6  
Average: -7

Cautionary Note: This year’s party in power (GOP) only has 9 seats up out of 35, and only 4 of these states, (AZ, NV, TN & TX) appear competitive at present. At the same time, at least 4-5 Democrat seats remain highly competitive.
Top Target Senate States
2018 Senate Races to Watch

Arizona – Open (R)
Florida – Nelson (D)
Indiana – Donnelly (D)
Michigan – Stabenow (D)
Missouri – McCaskill (D)
Montana – Tester (D)
Nevada – Heller (R)

North Dakota – Heitkamp (D)
Ohio – Brown (D)
Pennsylvania – Casey (D)
Tennessee – Open (R)
Texas – Cruz (R)
West Virginia – Manchin (D)
Wisconsin – Baldwin (D)
Bottom Line

GOP: Any 3
2018 House Math

Republicans  235  7 vacancies: 5R, 2D

Democrats  193*

*House Democrats need to net +23 seats in 2018 election to win control
Midterm Party in Power Electoral History - House

- Midterm Electoral Losses for Party Holding the White House, House, and Senate in last 25 years:
  - 1994: -54
  - 2010: -63

Average: -58
Average U.S. House Midterm Losses Since Truman by Party

- Average Democrat (with Democrat President) Majority Loss = 32

- Average Republican (with Republican President) Majority Loss = 15
## Top 25 House Races to Watch

<table>
<thead>
<tr>
<th>State</th>
<th>District</th>
<th>Candidate</th>
<th>Party</th>
</tr>
</thead>
<tbody>
<tr>
<td>AZ</td>
<td>2</td>
<td>Martha McSally</td>
<td>(R-Open)</td>
</tr>
<tr>
<td>CA</td>
<td>10</td>
<td>Jeff Denham</td>
<td>(R)</td>
</tr>
<tr>
<td>CA</td>
<td>25</td>
<td>Steve Knight</td>
<td>(R)</td>
</tr>
<tr>
<td>CA</td>
<td>39</td>
<td>Ed Royce</td>
<td>(R-Open)</td>
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<tr>
<td>CA</td>
<td>49</td>
<td>Darrell Issa</td>
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<tr>
<td>CO</td>
<td>6</td>
<td>Mike Coffman</td>
<td>(R)</td>
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<tr>
<td>IL</td>
<td>6</td>
<td>Peter Roskam</td>
<td>(R)</td>
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<tr>
<td>IA</td>
<td>1</td>
<td>Rod Blum</td>
<td>(R)</td>
</tr>
<tr>
<td>ME</td>
<td>2</td>
<td>Bruce Poliquin</td>
<td>(R)</td>
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<tr>
<td>MI</td>
<td>11</td>
<td>David Trott</td>
<td>(R-Open)</td>
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<tr>
<td>MN</td>
<td>1</td>
<td>Tim Walz</td>
<td>(D-Open)</td>
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<tr>
<td>MN</td>
<td>2</td>
<td>Jason Lewis</td>
<td>(R)</td>
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<tr>
<td>MN</td>
<td>8</td>
<td>Rick Nolan</td>
<td>(D-Open)</td>
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<tr>
<td>NE</td>
<td>2</td>
<td>Don Bacon</td>
<td>(R)</td>
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<tr>
<td>NJ</td>
<td>7</td>
<td>Leonard Lance</td>
<td>(R)</td>
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<tr>
<td>NJ</td>
<td>11</td>
<td>Rodney Frelinghuysen</td>
<td>(R-Open)</td>
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<tr>
<td>NC</td>
<td>9</td>
<td>Bob Pittenger</td>
<td>(R-Open)</td>
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<tr>
<td>PA</td>
<td>1</td>
<td>Brian Fitzpatrick</td>
<td>(R)</td>
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<tr>
<td>PA</td>
<td>7</td>
<td>Charlie Dent</td>
<td>(R-Open)</td>
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<tr>
<td>PA</td>
<td>17</td>
<td>Keith Rothfus</td>
<td>(R)/Conor Lamb (D)</td>
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<tr>
<td>TX</td>
<td>7</td>
<td>John Culberson</td>
<td>(R)</td>
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<tr>
<td>TX</td>
<td>23</td>
<td>Will Hurd</td>
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<td>TX</td>
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<td>Pete Sessions</td>
<td>(R)</td>
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<tr>
<td>VA</td>
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<td>Barbara Comstock</td>
<td>(R)</td>
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<tr>
<td>WA</td>
<td>8</td>
<td>Dave Reichert</td>
<td>(R-Open)</td>
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</tbody>
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Governors 2017-18
Thank You!

For further election information, visit BIPAC’s “The Rundown” blog

http://www.bipacrundown.com

For further information about BIPAC, visit info@bipac.org