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CAGW MATERIALS

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From: Berger, Amy (DC)  
 Sent: Thursday, January 14, 1999 7:38 AM  
 To: Abramoff, Jack (DC)  
 Subject: RE: D-Day show  
 reads like something from the grates on Lafayette park.

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Thursday, January 14, 1999 10:12 AM  
 To: Berger, Amy (DC)  
 Subject: RE: D-Day show

Where are we with Gregg Hilton in getting this out? By the way, what in the world is Jeff yammering about below?

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Wednesday, January 13, 1999 10:23 AM  
 To: Abramoff, Jack (DC)  
 Subject: FW: D-Day show

!!  
 -----Original Message-----  
 From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
 Sent: Tuesday, January 12, 1999 10:17 PM  
 To: Berger, Amy (DC)  
 Subject: RE: D-Day show

I think that next I want to get credit from the Pentagon public affairs dept & then from ONDCP (office of drug policy) & then from minority groups, &c &c... & Grover & CAGW & Rabbi Lapin...we should get these guys crazy! & lots & lots of interviews w/members of Congress! At least one press release every week or two

Jeff

-----Original Message-----  
 From: Berger, Amy (DC) [mailto:AmyB@prestongates.com]  
 Sent: Tuesday, January 12, 1999 8:23 PM  
 To: 'Jeff Ballabon'  
 Cc: Abramoff, Jack (DC)  
 Subject: RE: D-Day show

Don't worry. I just spoke to Greg Hilton and he said that he will remind his chairs again tomorrow. I asked him if he expected this to be a problem and he said "absolutely not."

> -----Original Message-----  
 > From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
 > Sent: Tuesday, January 12, 1999 11:00 AM  
 > To: Berger, Amy (DC)  
 > Subject: RE: D-Day show

>  
 > Good. I was getting a little nervous after our last conversation.

> -----Original Message-----  
> From: Berger, Amy (DC) [mailto:AmyB@prestongates.com]  
> Sent: Tuesday, January 12, 1999 11:06 AM  
> To: 'Jeff Ballabon'  
> Subject: RE: D-Day show  
>  
>  
> I do not think he is backing away.  
>  
> -----Original Message-----  
> From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
> Sent: Tuesday, January 12, 1999 10:43 AM  
> To: Berger, Amy (DC)  
> Subject: RE: D-Day show  
>  
> Please get Jack into this if you think he's backing away.  
>  
> -----Original Message-----  
> From: Berger, Amy (DC) [mailto:AmyB@prestongates.com]  
> Sent: Tuesday, January 12, 1999 10:41 AM  
> To: 'Jeff Ballabon'  
> Subject: RE: D-Day show  
>  
>  
> I talked to him yesterday and will call again today. He is clearing the  
> letter with his co-chairs.  
>  
> -----Original Message-----  
> From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
> Sent: Tuesday, January 12, 1999 8:23 AM  
> To: Berger, Amy (DC)  
> Subject: D-Day show  
>  
> Where are we w/Gregg Hilton?

From: Berger, Amy (DC)  
Sent: Tuesday, January 19, 1999 7:07 AM  
To: Abramoff, Jack (DC)  
Subject: Call Council Nedd and/or Tom Schatz or even Grover to get a statement that Ch 1 is a huge and creative tax savings!!!!

Bug, bug , bug, bug

-----Original Message-----

From: Abramoff, Jack (DC)  
Sent: Monday, January 18, 1999 11:53 PM  
To: Berger, Amy (DC); Ralston, Susan (DC)  
Subject: FW: Folkemer on C-SPAN

Please bug me non-stop tomorrow to make sure I get this done. Thanks.

-----Original Message-----

From: Jeff Ballabon [mailto:JBallabon@ChannelOne.com]  
<mailto:[mailto:JBallabon@ChannelOne.com]>  
Sent: Monday, January 18, 1999 1:39 PM  
To: Abramoff, Jack (DC)  
Subject: Folkemer on C-SPAN

Hey there, Jack. The only thing I think Paul really needs before he gets on C-SPAN on Thursday is a statement he can attribute somehow to Grover or CAGW that rebuts Molnar's charge that we are a waste of tax dollars. Can you help us get something somehow (between now and then) that Paul can refer to which argues that we are, in fact, a huge and creative tax savings?  
Jeff

From: Jeff Ballabon [JBallabon@ChannelOne.com]  
 Sent: Thursday, January 21, 1999 11:56 AM  
 To: Abramoff, Jack (DC); Berger, Amy (DC); Jeff Ballabon  
 Subject: RE: Grover NYT letter

If so -- let's use the other one for CAGW???

-----Original Message-----  
 From: Abramoff, Jack (DC) [mailto:jacks@prestongates.com]  
 Sent: Thursday, January 21, 1999 3:01 PM  
 To: Berger, Amy (DC); 'Jeff Ballabon'  
 Subject: RE: Grover NYT letter

I saw Grover as I headed into the Capitol. He said he has assigned Peter Ferrara (!) to draft his NY Times letter. Amy please coordinate with Peter (785-0266). Thanks.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Thursday, January 21, 1999 12:41 PM  
 To: 'Jeff Ballabon'; Abramoff, Jack (DC)  
 Subject: FW: Grover NYT letter  
 Importance: High

What do you think???

-----Original Message-----  
 From: Ritter, Daniel (DC)  
 Sent: Thursday, January 21, 1999 12:27 PM  
 To: Berger, Amy (DC)  
 Subject: Grover NYT letter  
 Importance: High

<< File: GroverNYTletter.doc >>

From: Jeff Ballabon [JBallabon@ChannelOne.com]  
 Sent: Friday, January 22, 1999 6:12 AM  
 To: Abramoff, Jack (DC); Jeff Ballabon; Berger, Amy (DC)  
 Subject: RE: Grover NYT letter

Terrific. I really mean it. If either one gets published it is a big, big victory. Now, the odds of that are always slim, so do not think that I expect them to be published. Still, hope springs eternal. Good work getting this turned around, Amy -- thank you.

-----Original Message-----  
 From: Abramoff, Jack (DC) [mailto:jacka@prestongates.com]  
 Sent: Friday, January 22, 1999 9:14 AM  
 To: 'Jeff Ballabon'; Berger, Amy (DC)  
 Subject: RE: Grover NYT letter

We are trying to get them out today. Heather is going to walk them through the organizations and, assuming Grover and Counsel can get it done fast, they'll be out today.

-----Original Message-----  
 From: Jeff Ballabon [mailto:JBallabon@ChannelOne.com]  
 Sent: Friday, January 22, 1999 9:05 AM  
 To: Berger, Amy (DC); Jeff Ballabon; Abramoff, Jack (DC)  
 Subject: RE: Grover NYT letter

Do we know if ATR &/or CAGW sent their letters out?

-----Original Message-----  
 From: Berger, Amy (DC) [mailto:AmyB@prestongates.com]  
 Sent: Thursday, January 21, 1999 12:41 PM  
 To: 'Jeff Ballabon'; Abramoff, Jack (DC)  
 Subject: FW: Grover NYT letter  
 Importance: High

What do you think???

> -----Original Message-----  
 > From: Ritter, Daniel (DC)  
 > Sent: Thursday, January 21, 1999 12:27 PM  
 > To: Berger, Amy (DC)  
 > Subject: Grover NYT letter  
 > Importance: High  
 >  
 > <<GroverNYTletter.doc>>

From: Abramoff, Jack (DC)  
 Sent: Sunday, May 02, 1999 9:58 AM  
 To: Berger, Amy (DC)  
 Subject: FW: Covered Bridges  
 Thought you would find this exchange typical!

-----Original Message-----  
 From: Jeff Ballabon [mailto:JBallabon@ChannelOne.com]  
 <mailto:[mailto:JBallabon@ChannelOne.com]>  
 Sent: Sunday, May 02, 1999 11:07 AM  
 To: Abramoff, Jack (DC)  
 Subject: RE: Covered Bridges

Well, before you ask CAGW-I want you to consider whether we should be getting in  
 Jeffords' face this way? I mean we can do it w/o fingerprints and it is the  
 perfect Schatz vehicle (at least for a press release) but it is real hardball.  
 Do you think we should?

-----Original Message-----  
 From: Abramoff, Jack (DC) [mailto:jack@prestongates.com]  
 <mailto:[mailto:jack@prestongates.com]>  
 Sent: Saturday, May 01, 1999 10:57 PM  
 To: 'Jeff Ballabon'  
 Subject: RE: Covered Bridges

I'll ask them.

-----Original Message-----  
 From: Jeff Ballabon [mailto:JBallabon@ChannelOne.com]  
 <mailto:[mailto:JBallabon@ChannelOne.com]>  
 Sent: Friday, April 30, 1999 3:45 PM  
 To: Abramoff, Jack (DC)  
 Subject: Covered Bridges

Y'know, Shelby's staff has lots of chutzpa and they love  
 gloating over  
 the way they are manipulating Jeffords and screwing us. I  
 am holding back  
 on this, but want you to consider whether Tom Schatz s/or  
 ATR couldn't held  
 a press conference based on ferrara's analysis -- asking  
 why 2 covered  
 bridges in Vermont are worth jeopardizing a service and a taxpayer  
 that creates almost \$500million in tax savings every year....

From: Abramoff, Jack (DC)  
 Sent: Sunday, January 24, 1999 7:06 AM  
 To: Jeffery Ballabon -- Office  
 Cc: Ralston, Susan (DC); Abramoff, Jack (DC); Berger, Amy (DC); Walker, Franklin (DC)  
 Subject: Edits on the presentation  
 TO GET ME BEFORE MY FLIGHT DEPARTS AT 10:30, PAGE ME. I AM AT THE AIRPORT.

I am doing this off a print out I made this morning, since I am in the car and don't want to have the hassle of moving through the large document. The job you did editing was very good. You caught most of what I had seen over Shabbos. Here are some additional thoughts (I'll give the first few words of the slide I am editing):

~~Why have our opponents gone to Congress: the first sentence is not worded well, "act according in certain ways". It needs to be changed. Either act accordingly or act in certain ways.~~

Their tactics.. to Embarrass.. you might want to add that they want legislation in addition to hearings, or that they might try to get the administration to push for something either in the budget process or through regulatory action.

Eagle Forum: change the first part to: Phyllis Schlafley led conservative group, strong grass roots, Schlafley is a national columnist. [I think we should not call her ultra conservative]

Channel One is Countering the Coalition's efforts: Add "Majority Whip Delay and scores of conservative Congressmen" after the mention of Hastert.

New Allies for Channel One: I think you should have a panel for these groups, or at least 2 per panel and add some material on them:

Americans for Tax Reform: the nation's largest taxpayer organization with 70,000 activists and affiliated tax payer groups

CAGW: The nation's largest organization attacking government waste and abuse; Grew out of the Grace Commission from the '80's.

Traditional Values Coalition: one of the nation's largest Christian conservative groups encompassing 40,000 churches.

Toward Tradition: the most influential and respected think tank of the religious conservative movement, most significant organization comprised of Jews and Christians on the right.

New Allies (In Development): I think you should move National Security Caucus Foundation to new allies. They are more than developed. Description: the largest pro-defense Congressional member organization with over 250 Republican and Democrat members of Congress involved". You might want to put something about their distribution of the tape, coming up, and the up coming reception (which we need to get moving on).

Retail Lobbying: our lobbying effort on Capitol Hill and among the influential public policy organizations must be one on one. Bold will signify additions.

Third Party Support: you should make this slide more presentable by splitting it into 2 and putting the groups list into bullet form. Also, add Toward Tradition.

Facts on the Ground: Under the leverage of Hastert add a line about using the positive experience to do more members of Congress, building allies.

Grassroots/Grasstops: I would consider adding Ralph next to Martin Christie.

Educate the Educators: typo should be "establishment" educators, not educator

Find Congressional Champions: I would have a DeLay slide on this after Goodling, as long as you make it clear that you are working to have a Democrat similar to DeLay involved. He hates Ruskin, he and his staff have already helped us get Hastert and he wants to be wired up. This guy is a powerful ally (most powerful in the House) and really goes to bat for his friends. This is important especially since the Goodling commitment as noted in the slide is iffy.

Ralph Reed: I would put the following: Most significant leader in history of religious conservative movement. Works closely with PG on many things (you can note my history with him if you want). Very close to Shelby and all Alabama religious conservatives. Can aid overall national plan to reach out to allies on the right. Significant presence and contacts with governors in 20 states. This should get you through this slide. OK.

I hope this helps. Please send this group the final version. Thanks Jeff.

From: Abramoff, Jack (DC)  
 Sent: Monday, January 25, 1999 7:58 PM  
 To: Berger, Amy (DC)  
 Subject: RE: Commercial Boycott Talking Points  
 Good. Thanks.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Monday, January 25, 1999 2:48 PM  
 To: Abramoff, Jack (DC)  
 Subject: RE: Commercial Boycott Talking Points  
 Importance: High

I just talked to Council. He's ok -- at least for now. It turns out that a member of CAGE from Alabama and Jim Metrock called. The message is the usual Metrock stuff. Council was concerned that Tom Schatz would be upset but Schatz is completely fine on this. Council asked me to reassure you that they are fine on their position and I said if there's a problem and/or they need bolstering, we are here!

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Monday, January 25, 1999 12:39 PM  
 To: Berger, Amy (DC)  
 Subject: RE: Commercial Boycott Talking Points

Is he OK? Which members? Please let me know as soon as possible.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Monday, January 25, 1999 10:17 AM  
 To: 'Jeff Ballabon'; Abramoff, Jack (DC)  
 Subject: RE: Commercial Boycott Talking Points

Just heard from Council Nedd. He is getting calls from his members about the press release on Channel One including an Alabama member (not Metrock). I faxed him the release and offered to be of help answering questions raised by his members about Channel One. He asked that we keep all of this quiet.

-----Original Message-----  
 From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
 Sent: Monday, January 25, 1999 10:08 AM  
 To: Berger, Amy (DC)  
 Subject: RE: Commercial Boycott Talking Points

yup: did you get the new charts?

-----Original Message-----  
 From: Berger, Amy (DC) [mailto:AmyB@prestongates.com]  
 Sent: Monday, January 25, 1999 9:21 AM  
 To: 'Jeff Ballabon'  
 Subject: RE: Commercial Boycott Talking Points

this really is excellent info which we need to get into our briefing materials.. only 2% is commercial advertising !!!

> -----Original Message-----  
> From: Jeff Ballabon [SMTP:JBallabon@ChannelOne.com]  
> Sent: Friday, January 22, 1999 11:24 AM  
> To: \*Channel One (DC)  
> Subject: FW: Commercial Boycott Talking Points  
>  
> These are some excellent talking points prepared for me by Amy Voll for  
> the  
> purposes of a conference call I had today. Check them out -- they include  
> stuff I think none of us knew -- e.g. Channel One has given away over  
> \$100million of PSAs -- that's over 10 million a year, since the beginning!  
>  
> There's other good stuff here.  
> Jarrell -- remember our conversation about MADD? We have done stuff with  
> them and Amy Voll is meeting with them on Tuesday to plan some big  
> partnership for their annual DC summit. She says they love us.  
>  
> Jeff  
> (PS -- you can ignore the last page -- those are my own notes for the  
> call)  
>  
>  
>  
> -----Original Message-----  
> From: Amy Voll  
> Sent: Thursday, January 21, 1999 6:44 PM  
> To: Jeff Ballabon  
> Subject: Commercial Boycott Talking Points  
>  
>  
>  
> <<Commercial Boycott Talking Points.doc>> << File: Commercial Boycott  
> Talking Points.doc >>

From: Abramoff, Jack (DC)  
 Sent: Wednesday, March 03, 1999 9:28 AM  
 To: Ralston, Susan (DC)  
 Subject: FW: Channel One

There is an envelope from CAGW on my desk. Please see if this pig book is in there and, if so, get it to Amy. Thanks.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Wednesday, March 03, 1999 11:29 AM  
 To: 'Jeff Ballabon'; Abramoff, Jack (DC)  
 Cc: Pichelman, Heather (DC)  
 Subject: RE: Channel One

I talked to Tom Schatz this morning. Just as he was about to mention Channel One on Cspan he was cut off by the House of Representatives! He said that he will mention Channel One in his press conference today on the CAGW pig book. Also, Channel One is in the pig book as an example of an antidote to government waste. I am sending over a messenger to pick up copies and will distribute them.

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Wednesday, March 03, 1999 8:36 AM  
 To: Ralston, Susan (DC); Pichelman, Heather (DC); Berger, Amy (DC); 'Jeffery Ballabon -- Office'  
 Subject: FW: Channel One  
 Importance: High

Jeff: please note.

PGERM gang: Let's run a tape on this one!

-----Original Message-----  
 From: Council Nedd [mailto:cnedd@cagw.org] <mailto:[mailto:cnedd@cagw.org]>  
 <mailto:[mailto:cnedd@cagw.org]> <mailto:[mailto:cnedd@cagw.org]>>  
 Sent: Wednesday, March 03, 1999 8:26 AM  
 To: Abramoff, Jack (DC)  
 Cc: Stephens, Dennis (DC)  
 Subject: Re: Channel One

I just talked to Tom. He is also going to be on Washington Journal on C-SPAN this morning, and he going to try to get in a plug about Channel One.

From: Stephens, Dennis (DC)  
 Sent: Tuesday, April 25, 2000 2:16 PM  
 To: Abramoff, Jack (DC); Pizzella, Patrick (DC); Berger, Amy (DC)  
 Cc: \*Channel One (DC)  
 Subject: RE: Shelby...outside contacts....  
 CAGW will send a letter.

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Tuesday, April 25, 2000 4:49 PM  
 To: Pizzella, Patrick (DC); Berger, Amy (DC)  
 Cc: \*Channel One (DC)  
 Subject: RE: Shelby...outside contacts....

~~Also, Grover is going to do an op ed attacking Huffington's piece.~~

-----Original Message-----  
 From: Pizzella, Patrick (DC)  
 Sent: Tuesday, April 25, 2000 3:50 PM  
 To: Berger, Amy (DC)  
 Cc: \*Channel One (DC)  
 Subject: Shelby...outside contacts....

Rabbi Lapin (Toward Tradition)---Jeff is talking to personally...plan is to submit column to Human Events

Dan Rene (NLPC)---I will see in Chicago...he will submit guest column to Investor's Business Daily

Brent Bozell(MRC)---we need to supply some talking points to counter Schafly and he will do a column...appears in various conservative periodicals including BE

Nina Shokrati(Heritage)--faxed talking points and she will use them as she visits congressional offices to brief them on ESEA over the this week and next

Grover Norquist (ATR)---Damon in his office is revising K. Ring Draft letter and intends to send out this Friday...to all GOP senators and maybe to Dems also

Andy LeFevre (ALEC)---Andy LeFevre indicated they could do a letter to senate once there is some amendment to oppose..we have sent him talking points and Shelby budget amendment resolution.

Dennis was handling CAGW...

By Monday I would like to be able to e-mail a few points to Washington Times for potential editorial....please give this some thought.

From: Abramoff, Jack (DC)  
 Sent: Friday, May 14, 1999 4:18 PM  
 To: Stephens, Dennis (DC); Berger, Amy (DC)  
 Cc: Jeffery Ballabon -- Office  
 Subject: RE: one pagers by conservative groups (ridenauer, ATR, CAGW, TVC)  
 Dennis, this is just super. Great work!!!

-----Original Message-----  
 From: Stephens, Dennis (DC)  
 Sent: Friday, May 14, 1999 2:01 PM  
 To: Abramoff, Jack (DC); Berger, Amy (DC)  
 Subject: RE: one pagers by conservative groups (ridenauer, ATR, CAGW, TVC)

Peter with ATR is in, Council with CAGW is in, David Almasi with National Center is in (Amy and David R. are out this week on travel) and I have a call into Andra with TVC. Hope to get our groups wrapped up today and follow up, follow up all next week.

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Thursday, May 13, 1999 10:01 PM  
 To: Berger, Amy (DC); Stephens, Dennis (DC)  
 Subject: RE: one pagers by conservative groups (ridenauer, ATR, CAGW, TVC)

Yes.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Thursday, May 13, 1999 9:55 PM  
 To: Stephens, Dennis (DC)  
 Cc: Abramoff, Jack (DC)  
 Subject: one pagers by conservative groups (ridenauer, ATR, CAGW, TVC)

(Jack-- is this still what you want?)

Dennis,

You may recall that Jack asked you yesterday to arrange for these groups to hand out one pagers following the hearing. With Jack's approval, would you please coordinate this? Thanks.

From: Abramoff, Jack (DC)  
Sent: Thursday, June 10, 1999 5:08 AM  
To: Ralston, Susan (DC)  
Subject: RE: Woodmore bill

I have to have a list of non-Hill staff who are relevant to include for each of these. I have added Ed where I think I can. Otherwise, add Ralph Reed; activists from Americans for Tax Reform, Traditional Values Coalition, Citizens Against Government Waste without putting names. Would that work?

-----Original Message-----

From: Ralston, Susan (DC)  
Sent: Tuesday, June 08, 1999 4:14 PM  
To: Abramoff, Jack (DC)  
Subject: Woodmore bill

In order to reimburse for the guest fees, I need to know the names of the guests for each of these dates and who to bill it to:

Sun, 5/2

Tues, 5/4

Fri, 5/7 Ed Buckham, United Family Network activists

Fri, 5/14 Ed Buckham, United Family Network activists

Fri, 5/28 - Michael Mann (anyone else? bill to?) don't put Michael Mann, put

Mon, 5/31

From: Abramoff, Jack (DC)  
Sent: Wednesday, July 28, 1999 6:03 AM  
To: 'tschatz@cagw.org'  
Cc: Falston, Susan (DC)  
Subject: Springsteen  
Look forward to seeing you Monday. We are oversubscribed at the box at this time for all of the concerts, but let me see what I can do. Since we are definitely tight, would two work, or do you need three? Please let me know.  
Regards.

-----Original Message-----  
From: Tom Schatz [mailto:tschatz@cagw.org]  
Sent: Wednesday, July 28, 1999 8:53 AM  
To: Abramoff, Jack (DC)  
Subject: Two items

First, Shawn McBurney is now on board at CAGW. We are coming over on Monday for the Channel One event and I will make sure to introduce you to him at that time.  
Second, would you happen to have two or three tickets in your box to see Bruce Springsteen at the MCI Center, either Aug. 31 or Sept. 3? That would be greatly appreciated!!  
Thanks, Tom

PGE-SF 000373

00068749 - 00068749

From: Abramoff, Jack (DC)  
Sent: Wednesday, July 28, 1999 6:03 AM  
To: 'tschatz@cagw.org'  
Cc: Ralston, Susan (DC)  
Subject: Springsteen  
Look forward to seeing you Monday. We are oversubscribed at the box at this time for all of the concerts, but let me see what I can do. Since we are definitely tight, would two work, or do you need three? Please let me know.  
Regards.

-----Original Message-----  
From: Tom Schatz [mailto:tschatz@cagw.org]  
Sent: Wednesday, July 28, 1999 8:53 AM  
To: Abramoff, Jack (DC)  
Subject: Two items

First, Shawn McBurney is now on board at CAGW. We are coming over on Monday for the Channel One event and I will make sure to introduce you to him at that time.  
Second, would you happen to have two or three tickets in your box to see Bruce Springsteen at the MCI Center, either Aug. 31 or Sept. 3? That would be greatly appreciated!!  
Thanks, Tom

From: Abramoff, Jack (DC)  
Sent: Thursday, October 14, 1999 3:58 PM  
To: Berger, Amy (DC)  
Subject: RE: As per your instructions, I talked to Jim Halpert...  
We should not hand over our friends to this guy. In fact, we should tell our friends to stand clear of him. We will not work on this bill until we have something worked out with Jeff. I will email him and see you on this.

-----Original Message-----  
From: Berger, Amy (DC)  
Sent: Thursday, October 14, 1999 6:51 PM  
To: Abramoff, Jack (DC)  
Subject: As per your instructions, I talked to Jim Halpert...  
Importance: High

He told me that they are meeting with Miller on Tuesday. He also has a meeting set up with Petri. He would love us to get Largent off of the bill. He discussed CAGW, ATR, and TYC are Channel One supporters that he would like to get to oppose Miller. It sounded like he might call them. What do you want me to tell Jeff (who asked me to call Jim)? I am sure Zap Me wants to enlist our friends in their coalition.

From: Abramoff, Jack (DC)  
 Sent: Monday, October 18, 1999 12:36 PM  
 To: Berger, Amy (DC)  
 Subject: RE: Ok to send these on to Jeff? New Republic Response Letters  
 Good drafts. I would change this sentence in the first letter to read as follows:

They have succeeded because forty percent of American middle and high school educators who current receive this service believe this is a good product for their students.

Otherwise, they are great.

As to who should replace Lapin, perhaps Dennis or Pat have some thoughts.

-----Original Message-----  
 From: Berger, Amy (DC)  
 Sent: Monday, October 18, 1999 3:14 PM  
 To: Abramoff, Jack (DC)  
 Subject: Ok to send these on to Jeff? New Republic Response Letters  
 Importance: High

Daniel has drafted these letters to respond to the New Republic piece. Can you review these asap so we can get them to Jeff for his approval? We also may need your help getting Rabbi Lapin and CAGW to submit these letters to the New Republic. Is there anyone else who you think should write a response to the New Republic?

-----Original Message-----  
 From: Ritter, Daniel (DC)  
 Sent: Monday, October 18, 1999 2:52 PM  
 To: Berger, Amy (DC)  
 Subject: New Republic Response Letters  
 Importance: High

<< File: DFR\_G201BNew Republic Response Letters.doc >>

From: Stephens, Dennis (DC)  
Sent: Wednesday, November 03, 1999 7:33 AM  
To: Ralston, Susan (DC)  
Cc: Abramoff, Jack (DC)  
Subject: RE: New MCI Center Event - Crosby Stills Nash & Young  
I would like four tickets and a parking pass. Attending would be Tom Schatz (Pres. of CAGW and his wife), myself and Carie. Thanks! I have also extended a tentative invitation to Amy and David Ridenour of NCPFR, but have not heard back. Obviously, everyone knows these not confirmed till we confirm.

-----Original Message-----

From: Ralston, Susan (DC)  
Sent: Wednesday, November 03, 1999 8:39 AM  
To: Abramoff, Jack; Boulanger, Todd; Calvert, Jennifer; Funderbunk, David; Jarrell, William; Kaplan, Jim; Pizzella, Patrick; Ralston, Susan; Stephens, Dennis; Tamburello, Andrea; Valentine, Steven; Vasell, Shawn  
Subject: New MCI Center Event - Crosby Stills Nash & Young

The following event was recently announced:

Crosby Stills Nash & Young  
Thursday, April 6, 2000 at 7:30 PM  
Price: \$211.00 per ticket

I'm sure this will be a popular event so please submit your names to me and Jack. Tickets will not be reserved without names.

From: Abramoff, Jack (DC)  
 Sent: Monday, March 13, 2000 12:27 PM  
 To: Heiman, Bruce (DC); Rouvelas, Emanuel (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC); Glasscock, Margaret M. (DC)  
 Subject: RE: MPA IS A GO!

Congrats Bruce! Great work!

-----Original Message-----

From: Heiman, Bruce (DC)  
 Sent: Monday, March 13, 2000 12:40 PM  
 To: Heiman, Bruce (DC); Rouvelas, Emanuel (DC); Abramoff, Jack (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC); Glasscock, Margaret M. (DC)  
 Subject: MPA IS A GO!

Jim called - were on! Congratulations and thanks to all of you!! Board approved a six month total budget of \$750K - split for us, PR, think tanks, and ad placements in DC. They are also going to raise another \$300-500 for the rest of the year so the total would be \$1.0M to 1.2M.

It also seems they will be looking to us for who to use on PR (and we know already that Jim is very comfortable with Gloria), think tanks, etc.

Obviously we also need to start immediately!

My initial thought re budgeting is as follows. Your thoughts are welcomed. Need to get back to Jim asap.

	lobbying(400)	PR (170)
M	100	35
A	100	35
M	50	25
J	50	25
J	50	25
A	50	25

grass tops (30): assuming help in 6 districts at 5K apiece.  
 think tanks (80): ATR 20; Am.s for Econ. Growth 25; CAGW 10; CNPPR 10; PPI 15.  
 leaves 70 for print ads.

whatever we don't spend for grass tops/print would go for lobbying -- but i think we want to use those tools.

If they raise the additional funds I would think 50 month for us (200) with a potential huge month in september if they really go for an end of session play. [recall that we cited 75/month for the year originally, so we would end up with 600+ instead of 750...not too bad] Have to see what PR needs would be at that time (and whether to work with additional think tanks (CATO would be next i think) as well as additional advertising or grass tops.

-----Original Message-----

From: Heiman, Bruce (DC)  
 Sent: Friday, March 10, 2000 4:56 PM  
 To: Heiman, Bruce (DC); Rouvelas, Emanuel (DC); Abramoff, Jack (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA budget update

still havent heard from jim. however, pierce called and said that jim was very pleased with our earlier conversation and his discussion with Gloria. Also: O/G did give them (today i think) a 2 month proposal that was at least as much as our proposal! Sent jim a mock press release bashing postal service for losing academy awards! (clever). I was glad i gave

Jim a new idea this morning -- get a letter to congress (R's) sent from the editors/publishers of 6 conservative weekly mags (e.g. weekly standard) talking about hardship rate increase will impose (apparently actually pushes standard into the red). could also work up an ad in W.Times with the mastheads -- that should get some R attention.

-----Original Message-----

From: Heiman, Bruce (DC)  
Sent: Friday, March 10, 2000 9:22 AM  
To: Heiman, Bruce (DC); Rouvelas, Emanuel (DC); Abramoff, Jack (DC); Brandt, Werner (DC)  
Cc: O'Malley, Cindy (DC)  
Subject: RE: MPA budget update

Jim called -- he's got a conf call with 6-8 Board members this pm. We went through the scaled back scenario (cut back on PR, think tanks, ads, and focus our efforts). He has in mind an "ave" hourly rate of 300 for calculations. Threw out 120 or 100 in first two months -- I said that sounded in the range if they were reducing scope of work. I said in subsequent months could be 1/2 that with looking to a long term representation of say 25 month (we can always come back to that...). He knows we are very interested -- and I am more confident will come back to us following the call. I also told him PR could be reduced and had talked to Gloria who agreed if they wanted to move slower. Was also looking for explanation/justification of what a PR firm did for its money (saying one board member had thought it was all for creative ad design!). Gave him my pitch (essentially lobbying the press) but he will also call Gloria.

-----Original Message-----

From: Heiman, Bruce (DC)  
Sent: Thursday, March 09, 2000 2:28 PM  
To: Rouvelas, Emanuel (DC); Abramoff, Jack (DC); Brandt, Werner (DC)  
Cc: O'Malley, Cindy (DC)  
Subject: RE: MPA budget Q's --pls respond

Pierce talked to Jim. Jim is going to call some of the other firms to get their budget estimates (feels he owes it to board to check around). Pierce thinks Jim is actually hoping numbers come in similarly large to back up our numbers...but if they don't Pierce says he will come back to us. Of course, I wonder about others coming in much lower to get the business...

-----Original Message-----

From: Rouvelas, Emanuel (DC)  
Sent: Thursday, March 09, 2000 10:47 AM  
To: Abramoff, Jack (DC); Heiman, Bruce (DC); Brandt, Werner (DC)  
Cc: O'Malley, Cindy (DC)  
Subject: RE: MPA budget Q's --pls respond

good idea

-----Original Message-----

From: Abramoff, Jack (DC)  
Sent: Thursday, March 09, 2000 10:44 AM  
To: Rouvelas, Emanuel (DC); Heiman, Bruce (DC); Brandt, Werner (DC)  
Cc: O'Malley, Cindy (DC)  
Subject: RE: MPA budget Q's --pls respond

I think the way to handle this is to have Pierce intervene. He should find out if the price is a killer and tell Cregan to let him (Pierce) play the intermediary and get Preston to the table at a price with which MPA can live. Let them come back with an offer which we can consider. We should not go back in my view at all. We have Pierce in this mix and we should use him. He is ideal to broker this.

-----Original Message-----

From: Rouvelas, Emanuel (DC)  
Sent: Thursday, March 09, 2000 9:50 AM  
To: Heiman, Bruce (DC); Brandt, Werner (DC); Abramoff, Jack (DC)  
Cc: O'Malley, Cindy (DC)  
Subject: RE: MPA budget Q's --pls respond

Good re #1. Re #2, I think what you outlined is fine, but I would not PRESENT with a lot of month-by-month detail (just like you guys CORRECTLY telling me not to go into detail on what members we had relationships with and how the meetings would be scheduled).

## -----Original Message-----

From: Heiman, Bruce (DC)  
 Sent: Thursday, March 09, 2000 9:36 AM  
 To: Brandt, Werner (DC); Abramoff, Jack (DC); Rouvelas, Emanuel (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA budget Q's --pls respond

ok, 2 issues.

1. timing: i think i should wait until he gets back to me to come down if necessary -- downside is they talk to others before coming back to us (and i explained situation last night to pierce to try to make sure they come back to us first -- I'll call him again to tell him all of us are really interested in this fight and we want to work something out).

2. amount: how bout out proposal by a third. 100 for each of first two months (we bill against it, if less then less (for the 2 months)). 50 in May, June, July, Sept and 25 in Aug, Oct, Nov, Dec (total 500). [only concern is that if we are pushing end of session rifle shot rider on approps or other bill it will take bigger effort -- tell them to keep 50/100 in reserve?] Also sets up for long term retainer then at 25 month (when they started thinking about a firm to help them longer term with postal reform, increasing profile etc, we told them (and others did as well) that it would be 20 - 30 month.

## -----Original Message-----

From: Brandt, Werner (DC)  
 Sent: Wednesday, March 08, 2000 9:29 PM  
 To: Abramoff, Jack (DC); Rouvelas, Emanuel (DC); Heiman, Bruce (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA

Agree with Jack and Manny for following reasons. This is a prestige client and will raise firm profile a notch (Besides, beating Quinn-Gillespie is really good for our rep. I am not the business person but, having a client with attractive magazine resources only good for us. We should consider lower number and get client on the masthead. My read on the body english when the price came up was, they seemed to register... "way more than others". 50 month plus expenses still sounds good and with R/D team on this caper we can do a lot with a narrow band of PGERM resources.

## -----Original Message-----

From: Abramoff, Jack (DC)  
 Sent: Wednesday, March 08, 2000 7:09 PM  
 To: Rouvelas, Emanuel (DC); Heiman, Bruce (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA

Agreed.

## -----Original Message-----

From: Rouvelas, Emanuel (DC)  
 Sent: Wednesday, March 08, 2000 5:44 PM  
 To: Abramoff, Jack (DC); Heiman, Bruce (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA

If we have to, I would favor doing that rather than letting the representation go because I think that 1) exposure to the members of the association could have real long term business generation potential; 2) the prestige of having beaten the other competitors (worth a press mention somewhere?) will help put us on more "short lists" for corporate lobbying. BUT I think Bruce's approach is the correct one for now.

## -----Original Message-----

From: Abramoff, Jack (DC)  
 Sent: Wednesday, March 08, 2000 5:16 PM  
 To: Heiman, Bruce (DC); Rouvelas, Emanuel (DC); Brandt, Werner (DC)  
 Cc: O'Malley, Cindy (DC)  
 Subject: RE: MPA

Should we think about taking less for a few months to get in there and prove our worth and then moving it up after that?

—Original Message—

From: Helman, Bruce (DC)  
 Sent: Wednesday, March 08, 2000 2:37 PM  
 To: Rouvelas, Emanuel (DC); Abramoff, Jack (DC); Brandt, Werner (DC)  
 Cc: Helman, Bruce (DC); O'Malley, Cindy (DC)  
 Subject: MPA

Well, to confirm what I told some of you, the MPA folks were greatly impressed with us -- but a bit taken aback with the proposed budget (recall 75k/month). case of sticker shock.

I just met with Cregan to go over budget numbers. explained to him that 75/mo was our estimate of work needed to be done during the year -- an average. in fact we envisioned 150k for each of the first two months and slower months to make it up (aug/nov/dec). we could bill them more earlier and less later as an alternative (particularly if we won during the first two months -- then they would only need to make sure it stuck). also told him 100 for think tanks, up to 100 for PR and grass roots (again first 2 months), 100 for print ads -- basically 2 month "crash" budget of 600. re pac -- said 100k (which is what he had in mind) coupled with individual contributions (again he agreed). soft money I said minimum 100k to get noticed, really needed 250k (per side). I think Jim understands and agrees with all this -- but doesn't know how his board will react they have to raise the money -- they have a ton of money and are ready to spend.

also: I started with the point (and I don't think Jim had thought about this way but said he would use) about going from 15 to 9% saved them 100M -- so that if they spend 1M+ on the effort that was a damn good ROI -- much better than they could get elsewhere. realizing nothing is a sure thing, even a 50% prob. of success was still 50:1 -- better than other investments they could make.

finally, he posed the hypothetical what if the Board says "tell us what you can do for 50 a month?" I didn't engage -- simply repeated that we, like them, wanted to win and wanted to fight with the resources needed to fight. Also he was wondering whether maybe they didn't have to do ads -- I said couldn't tell until we were into it but at least had to have them ready. I think we could engage for less -- but decided (with some advice) not to negotiate against ourselves at this point.

stay tuned -- we've apparently beaten out the competition -- THANKS ALL -- but now they need to belly up to the bar (but hey, what do I know about drinking...)

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**From:** Abramoff, Jack (DC)  
**Sent:** Friday, March 17, 2000 5:00 PM  
**To:** Heiman, Bruce (DC)  
**Subject:** RE: CAGW and CNPPR

This is great. Let me recommend that Dennis call both. He is equally close and since he will most likely be dealing with them on this, it would give him good standing.

-----Original Message-----

**From:** Heiman, Bruce (DC)  
**Sent:** Friday, March 17, 2000 10:41 AM  
**To:** Abramoff, Jack (DC)  
**Cc:** Heiman, Bruce (DC)  
**Subject:** CAGW and CNPPR

would you like to call schatz and ridenour re MPA (we have 10k budgeted for each)

~~I could then follow up with schatz (would use Dennis too) re MPA and MPA~~

would like to get CAGW to put it in their next monthly "Waste Watcher Monthly"; Ridenour to distribute op-ed through Knight Ridder and her National Policy Analysis.

I have in mind some angles for each -- CAGW would be a cross subsidy argument -- USPS is zapping magazines (and books and rural newspapers) to pay for ecommerce forays -- Leslie Page did a letter to ed of W.Post criticizing USPS ecommerce in february so this is a good follow on. CNPPR: something along the lines of abuse of power -- supposed to cover costs but here going way beyond and in fact seem to have ignored identified cost savings.

Havent run either by client yet so need to be tentative.

Would also like to make each avail to do talk radio (grover too).

let me know.

thanks.

From: Berger, Amy (DC)  
 Sent: Monday, May 01, 2000 2:43 PM  
 To: Abramoff, Jack (DC); Stephens, Dennis (DC)  
 Subject: RE: Channel One letter

Dennis-- I agree. This is terrific. When will CASW distribute it on the Hill?  
 We should also place a copy in our Republican packets.

-----Original Message-----

From: Abramoff, Jack (DC)  
 Sent: Monday, May 01, 2000 4:17 PM  
 To: Stephens, Dennis (DC); Berger, Amy (DC)  
 Subject: RE: Channel One letter

This is truly spectacular.

-----Original Message-----

From: Stephens, Dennis (DC)  
 Sent: Monday, May 01, 2000 3:35 PM  
 To: Berger, Amy (DC)  
 Cc: Abramoff, Jack (DC)  
 Subject: FW: Channel One letter

-----Original Message-----

From: smcurney@cagw.org [SMTP:smcurney@cagw.org]  
 Sent: Monday, May 01, 2000 1:51 PM  
 To: Dennis Stephens (E-mail)  
 Subject: Channel One letter

Give me a call if you have any questions.

Shawn

Shawn McBurney, Director of Government Relations  
 Citizens Against Government Waste  
 1301 Connecticut Avenue, NW, Fourth Floor  
 Washington, DC 20036-1838  
 Phone (202) 467-5300 Fax (202) 467-4253  
 smcurney@cagw.org  
 <<http://www.cagw.org/>>

<< File: Shawn McBurney (E-mail).vcf >> << File: Channel One Senate.doc >>

From: Abramoff, Jack (DC)  
 Sent: Tuesday, November 30, 1999 10:08 AM  
 To: Berger, Amy (DC); Brandt, Werner (DC)  
 Subject: FW:  
 This is great. Thanks.

-----Original Message-----  
 From: Ritter, Daniel (DE)  
 Sent: Tuesday, November 30, 1999 1:05 PM  
 To: Abramoff, Jack (DC)  
 Subject:

**CHANNEL ONE NETWORK: LOBBYING DISCLOSURE ACT ACTIVITIES  
 JANUARY-JUNE 1999**

In early 1999, the Channel One Network faced a dire political situation: a fully engaged and highly motivated Left-Right political coalition explicitly dedicated to destroying the company. Channel One was playing catch-up, and in an all-out advocacy effort developed a strategic plan with the law firm of Preston Gates to reverse the situation:

**Waged All-Out Lobby Campaign**

Immediately began program to contact and brief every Member of the Senate and House Education Committee, as well as key Committee and personal staff;  
 Develop confidential political intelligence indicating sneak attack via the Appropriations Committees; set in motion personal briefing sessions regarding Channel One with every Member and key staff of the House and Senate Appropriations Committees;  
 Launched crash effort to inoculate the House and Senate leadership against anti-Channel One messaging. Channel One seized opportunity to televise Speaker Hastert's first day in office;  
 Prepared briefing papers, talking points and background materials to provide constant stream of pro-Channel One information to all Members of Congress.

Approximate percentage of cost: \$200,000

**Seized control of Senate HELP Committee hearing.**

In depth advocacy with both the House and Senate Education Committees;  
 Organized trips with key education and leadership staffers to Channel One facilities in L.A. and to a Channel One school in Washington, D.C.;  
 Recruited Committee champions: Senators Devine (R-OH), Enzi (R-WY), Brownback (R-KS), Wellstone (D-MN), Collins (R-ME), Harkin (D-IA), and Voinovich (R-OH). Senator Sessions (R-AL) was persuaded not to join Senator Shelby's efforts;  
 Recruited Father Weigand, principal of leading D.C. parochial Channel One school to counter anti-Channel One witnesses;  
 Controlled agenda of May 20th hearing on Channel One despite Senator Shelby's active participation; pressured Committee to create multiple panels and prevented Committee from focusing solely on Channel One;  
 Staged mock hearings to rehearse Channel One witnesses for both hostile and friendly questions;  
 Created effective visuals for Committee hearing and press use and developed effective press kits;  
 Pre-empted an attempt to develop a similar hearing in the House of Representatives.

Approximate percentage of cost: 250,000.

Generated Dear Colleague letters and Congressional Record Statements  
 Worked with Representative Payne and the Black Caucus to circulate Dear  
 Colleague letter and accompanying Channel One tape to all Black Caucus members;  
 Developed Dear Colleague letters from Representatives Cunningham and Edwards and  
 accompanying Channel One tape to all Members of the House National Security  
 Caucuses;  
 Floor action included statements by Senator Brownback and Representatives  
 Saxton, Van Hillary and Jones.

Approximate percentage of cost: 50,000

Developed politically influential network of grass roots and think tank allies  
 Americans for Tax Reform, CATO, National Center for Public Policy Research,  
 Traditional Values Coalition and Citizens Against Government Waste, National  
 Association of Secondary School Principals;  
 By gaining their support, the previously uniform and growing opposition to  
 Channel One was effectively split.

Approximate percentage of cost: \$100,000

Established Channel One War Room.  
 Weekly conference calls;  
 Coordinate op-eds and letters to the editor campaign;  
 Produced and distributed policy white papers;  
 Developed and distributed advocacy materials;  
 Developed Channel One code of conduct;  
 Opposition research and distribution of same;  
 Developed state legislation monitoring system.

Approximate percentage of cost: 10%

Initiated grassroots effort with Channel One and countered opponents efforts in  
 Alabama.

Approximate percentage of cost: 15%

Obtained language in House Labor-HHS Ed Appropriations Report recommending the  
 use of federal funds for in-class educational television for military  
 recruitment and drop-out prevention. The team ward off attempts by Senator  
 Shelby to attack Channel One on appropriations bills.

Approximate percentage of cost: 10%

Defend and Expand Funding Levels for ONDCP

Established relationship with Committee with oversight over ONDCP and defend  
 agency funding for Channel One;  
 Lobby key members of Committee and staff;  
 Work with ONDCP witnesses and draft testimony.

From: Vasell, Shawn (DC)  
Sent: Wednesday, December 06, 2000 12:26 AM  
To: Abramoff, Jack (DC)  
Cc: Ralston, Susan (DC)  
Subject: CAGW Event

The following are the attendees at the event tonight who sat at our table. The event was very good for Tom Schatz and his organization. Tom went out of his way to show his appreciation and wanted you to know how grateful he was for your support. Surprisingly, McCain even wasn't that bad tonight. DeMint was great - a true conservative firebrand.

Catherine Edwards -- Insight Magazine  
Wallace Sanders -- Kuwait Government  
Dennis Stephens  
Fred Dombo -- O'Connor Hannon (Main task over the next 2 months will be clearing Bush nominees through the Senate)  
Brett Palmer -- Black Kelly (Will end up with Bush)  
Rep. Virgil Goode and wife  
Jim Dolbow (Rep. Hostetler)  
Shawn Vasell

From: Abramoff, Jack (DC)  
 Sent: Thursday, December 07, 2000 5:28 PM  
 To: Vasell, Shawn (DC)  
 Cc: Ralston, Susan (DC)  
 Subject: RE: CAGW Event  
 Can you see if he can help us get Kuwait as a client?

-----Original Message-----  
 From: Vasell, Shawn (DC)  
 Sent: Thursday, December 07, 2000 4:47 PM  
 To: Abramoff, Jack (DC)  
 Cc: Ralston, Susan (DC)  
 Subject: RE: CAGW Event

Wallace is very close friend. He has been involved with Middle East issues in DC for a number of years and is one of few Americans in this city with such close ties to the Middle East power structure. He has also lead the effort to send congressional staff to Morocco in the past 2 years and has been working with Grover on Moroccan issues as well as bring together the conservative Muslim community.

-----Original Message-----  
 From: Abramoff, Jack (DC)  
 Sent: Thursday, December 07, 2000 12:22 AM  
 To: Vasell, Shawn (DC)  
 Cc: Ralston, Susan (DC)  
 Subject: RE: CAGW Event

Who is Wallace Sanders? Is he close to you?

-----Original Message-----  
 From: Vasell, Shawn (DC)  
 Sent: Wednesday, December 06, 2000 3:26 AM  
 To: Abramoff, Jack (DC)  
 Cc: Ralston, Susan (DC)  
 Subject: CAGW Event

The following are the attendees at the event tonight who sat at our table. The event was very good for Tom Schatz and his organization. Tom went out of his way to show his appreciation and wanted you to know how grateful he was for your support. Surprisingly, McCain even wasn't that bad tonight. DeMint was great - a true conservative firebrand.

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