



# 2017 Annual Report







# 2017 Annual Report

FEDERATION FOR AMERICAN IMMIGRATION REFORM

## Contents

5	Message from the Chairman
6	Message from the President
9	Introduction
10	Research & Publications
13	In the Media
19	Digital Communications
21	Community Engagement
23	Legislative Resources
27	Membership
28	Consolidated Statement of Activities





# MESSAGE FROM THE CHAIRMAN

With a new administration in place in Washington, 2017 began with renewed hope for the immigration reform movement.

While businesses seeking lower wages and special interest groups continued to make their voices heard, FAIR was there to hold our elected officials accountable for the promises they made to represent the American people's interests in immigration.

In 2017, FAIR was able to do more of everything.

- More groundbreaking research reports on all aspects of immigration policy
- More and better relations with key people in the Executive Branch
- More and closer contact with key members of Congress
- More work with state and local elected officials, and with law enforcement
- More work with members and activists
- More opinion pieces published in leading newspapers and online opinion sites
- More appearances on broadcast and print media

All of this was made possible by the hard work and dedication of FAIR's staff and by our generous donors who also did more in 2017.

The key ingredients for success in any educational organization is to have clear and factual arguments and the ability to broadly disseminate information

and policy ideas. FAIR has long-excelled in those areas and expanded its capacity in 2017.

FAIR's annual "Hold Their Feet to the Fire" radio row drew an unprecedented number of participants with the capacity to reach almost every state in the country. Our social media reach – and increasingly important educational and advocacy tools – also grew. By the end of the year, FAIR was able to directly reach some 2 million Facebook and Twitter users and countless millions more through the viral nature of these media outlets.

And, we produced results. Many ideas developed by FAIR aimed at reducing illegal immigration, as well as reforming legal immigration, are under consideration by Congress and the White House.

On behalf of the entire FAIR Board of Directors, we are proud to be a part of this important work on an issue that is critical to the future of our country.



Donald Collins Jr.

Chairman, FAIR Board of Directors

# MESSAGE FROM THE PRESIDENT

President Trump is defining a new era of American politics.  
The central issue: immigration.

Teddy Roosevelt once said, “Far and away the best prize that life has to offer is the chance to work hard at work worth doing.” For FAIR, there is no prize more rewarding than leading the charge to reform American immigration policy.

As the core component of Trump’s 2016 campaign, immigration reform now dominates the president’s legislative agenda. Trump has made clear that he intends to deliver on this crucial campaign promise. And he has tried. The hostile media, a deadlocked Congress, and the unholy influences of special interests are blocking him at every turn. Trump is faced with unparalleled opposition and a daunting uphill battle in his fight for true reform.

Enter FAIR. Forty years of policy outreach, public relations, and grassroots activism has made FAIR both an ally and an asset to the administration’s immigration agenda. FAIR is enjoying unprecedented influence as the leading immigration reform advocacy organization in the country. Our voice is your voice for real reform.

FAIR has redoubled its efforts to support the President’s initiatives; likewise, we are putting pressure on the administration to keep its promises. In 2017, FAIR’s priority was stronger enforcement, ending sanctuary cities, mandatory E-Verify and ending chain migration. Most require legislation to

pass Congress; that will require a sound strategy, resources, drive, determination and guts.

Sure, we are meeting obstacles. But they are surmountable. The President’s commitment to this issue has revitalized the fight for immigration reform, and created a populist-driven impetus for change. Refugee admissions have been reduced, the travel ban has been upheld, and Congress is working to fund the wall. The administration is also making good on promises to crackdown on criminal alien removal, to sanction countries that refuse to accept their own foreign nationals, and to end decades worth of abuse.

FAIR is winning because the public is with us. I am extraordinarily proud of our membership, our activists, and our people – all of whom are working around the clock to ensure that our voices are heard once and for all in those hallowed halls of Congress.

These are exciting days for FAIR. The work is grueling, and the days are long – but our resolve has never been stronger.



Daniel Stein  
FAIR Presidents



*Theodore Roosevelt*

photo: Library of Congress





photo: istock/ johnnya123





# INTRODUCTION

Immigration policy impacts all aspects of American life. Yet few people know where to turn to get the basic information they need, as citizens, to make informed judgments. For nearly four decades, FAIR has been both the go-to place for key immigration policy information and a resource for impacted citizens and communities struggling to understand what the nation's immigration policy is, who makes it and why it is the way it is.

Long-dominated by special interests that profit from immigration or exploit the immigrants themselves, immigration policy is skewed to disregard the welfare of the average American and his or her interests. Working against these interests means that FAIR must confront a well-funded and coordinated disinformation machine that seeks to exclude average Americans from the discussion. FAIR's national outreach and community-based engagement seek to level the playing field and restore a proper balance to our understanding of immigration and its impacts.

The year in question, 2017, proved to be a revolutionary time for FAIR and the issue. The Trump Administration came into Washington prepared to reverse policy course in the most dramatic fashion imaginable: virtually every major executive initiative undertaken by the Obama White House was under scrutiny and ultimately scrubbed.

FAIR played a major role in shining a light on the egregious problems created by the Obama Administration, and we flagged major loopholes and policies that needed correcting and revision. Working closely with administration officials, FAIR has “punched above its weight” in 2017 – having an outsized influence that has revolutionized the way Americans see immigration and its role in the 21st Century.



# RESEARCH & PUBLICATIONS

The mission of the Research Department is to educate the public and policymakers through research, publications, public outreach, testimony and programmatic support of other FAIR departments.

FAIR publications serve as a valuable resource for news analysts, politicians and policy makers under the current Administration. The Research Department's blog postings, op-eds and issue briefs have attracted the attention of several prominent media outlets, as well as the Department of Homeland Security and the White House.

In 2017, the Research Department continued to produce and publish a high volume of concise, fact-filled, media-friendly reports. These popular publications are available in print and online.

In addition to research, the Department actively engages with students and academic groups to educate America's youth about the impacts of illegal and legal immigration. In 2017 our researchers met with students from American University, Columbia University, Trinity Washington University, the University of Maryland, Wayne State University, St. Edward's University Austin, Long Beach Polytechnic High School, Sacred Heart Christian School and dozens of others throughout the year.



## ***An Immigration Reform Agenda for the 115th Congress (Jan 2017)***

FAIR presented this publication to the 115th Congress as a guide with recommendations for ending illegal immigration, reducing legal immigration to a more sustainable level and improving national security – thereby lifting the burden on the American taxpayer and improving the quality of life for all American citizens.

## ***Sanctuary Policies Across the United States (Jan 2017)***

Cooperation between federal, state and local governments is the cornerstone of effective immigration enforcement. State and local law enforcement officers are often the last line of defense against criminal aliens and are far more likely to encounter illegal aliens during routine job activities than are federal agents. As such, the ability of state and local law enforcement and other government officials to freely cooperate and communicate with federal immigration authorities is not just important, it is essential to the enforcement of our immigration laws.

## ***The Fiscal Burden of Illegal Immigration on United States Taxpayers (Sept 2017)***

This study examined the fiscal impact of illegal aliens on federal and state budgets; it required nine months of research to complete. The report found that the growing number of illegal aliens has a negative impact on taxpayers at the local, state and national levels. Illegal immigration costs Americans \$134 billion each year. The limited taxes paid by some of the illegal alien population do not offset the growing financial burdens imposed on U.S. taxpayers. The report was well-received nationally.



## Issue briefs and Fact sheets:

- Noncitizens, Voting Violations and U.S. Elections
- The European Union to Member States – We Now Control Your Borders
- It's Time to Let the EB-5 Regional Centers Expire
- Foreign Students
- Merit-Based Immigration Systems
- How Many Illegal Aliens are In the U.S.?
- The DACA Myth, What Americans Need to Know
- Sixty-Four Percent of DACA Applicants are Past High-School Age
- Oppose Tax-Payer Funded Legal Representation for Illegal Aliens
- National Security and Refugee Resettlement for “High Risk” Countries
- What Type of “Wall” Can be Built with Trump’s Border Security Budget?
- 11 Things American Taxpayers Should Know About Trump’s Executive Orders on Immigration
- The Current State of the Border Fence
- The Impact of New and Expanded E-Verify Measures on Unemployment Rates Since the Great Recession
- Could Uncontrolled Immigration Expose Us to a Public Health Crisis and Is the U.S. Prepared for an Immigration-Related Outbreak of Communicable Disease?
- Why the Islamic State’s Loss of Territory May Encourage ISIS Fighters to Try and Enter the United States





# IN THE MEDIA

FAIR is America's media source for reliable information and perspective on immigration issues at all levels.

FAIR has built a solid national reputation as the *go-to* organization for competent, knowledgeable and timely commentary on the complex immigration topics of the day. As immigration news exploded throughout 2017, FAIR's deep bench of capable speakers brought extraordinary value to the broadcast interview cycle unparalleled within this movement.

The Media Department manages FAIR's external messaging, maintains and expands relationships with members of the press and maximizes opportunities to present FAIR's views in the media. Additionally, the department manages in-house institutional writing and editing--such as the monthly newsletter *FAIR Immigration Report*, press releases, the writing and placing of op-eds and content for the FAIR blog site, ImmigrationReform.com.

FAIR's Media Department plays a prominent role in outlining the immigration debate and giving exposure to FAIR's solutions. In 2017, a year of unprecedented opportunities for immigration reform, FAIR sought to support the Trump Administration's proposals. In total, FAIR's Media team conducted 687 interviews with print and online reporters (more than double the previous record high in this category), 498 radio interviews and 144 television appearances.

## In print:

While FAIR publishes op-eds in many publications, in July 2017 *The Hill* newspaper approached FAIR to write a weekly op-ed. This opportunity is a first for FAIR and allows us to have a strong influence in advocating for immigration reform on Capitol Hill.



There is no doubt: FAIR's voice is being heard! The following is a list of the 2017 published editorials:

#### **JANUARY**

- Debunking the Myth of Obama as 'Deporter in Chief,' January 10, 2017, *PoliZette*
- Better Barriers are Worth the Cost: Opposing View, January 27, 2017, *USA Today*
- Despite Hysteria, U.S. Still Among Most Welcoming Nations, January 31, 2017, *LifeZette*

#### **FEBRUARY**

- We Must Protect Refugees and Protect National Security, February 1, 2017, *Jewish Journal*
- 9th Circuit Defies a Century of Legal Precedent in Ruling, February 10, 2017, *LifeZette*
- Let DACA Program Lapse: Opposing view, February 23, 2017, *USA Today*
- Finally, An Immigration Reform Bill That Tackles Family Migration, February 26, 2017, *The Hill*

#### **MARCH**

- Super Bowl Politics and the Real Immigration Story of Adolphus Busch, March 1, 2017, *St. Louis Post Dispatch*

- Trump's Illegal Immigrant Database Will Expose National Scope of Crimes, March 1, 2017, *The Hill*
- Media Falsely Asserts Trump Changing Immigration Law, March 3, 2017, *LifeZette*
- When Judges Cross Lines, March 21, 2017, *National Review*

#### **APRIL**

- The Border Wall is Essential in Regaining Control of Our Destiny, April 14, 2017, *Illinois Business Journal*
- Who Knew Controlling Illegal Immigration Was This Un-Complicated?, April 26, 2017, *Washington Examiner*

#### **MAY**

- Trump Is Right: America Needs A Merit-Based Immigration Policy, May 4, 2017, *Huffington Post*
- The Achilles Heel in Immigration Enforcement, May 11, 2017, *LifeZette*
- Open-Borders Lobby in Denial about DACA and Due Process, May 18, 2017, *National Review*

#### **JUNE**

- Davis-Oliver Act Would Make Trump's Immigration Agenda Law of the Land, June 1, 2017, *The Hill*
- NYT's Bret Stephens Slanders America in 'Grossly Dishonest' Screech, June 21, 2017, *LifeZette*

#### **JULY**

- Why the Supreme Court May Deliver a Pyrrhic Victory on Travel Ban, July 13, 2017, *LifeZette*
- Joe and Lou: Two Hazleton Natives who Represent the Best of America, July 17, 2017, *Standard Speaker*
- 'Gang of Two' Ignore the Lessons of 2016 in



Reviving DREAM Act July 25, 2017, *LifeZette*

- Sanctuary Policies Killed Kate Steinle. Will the Senate Kill Kate's Law?, July 31, 2017, *The Hill*

## AUGUST

- America Celebrates Personal Merit: We Need An Immigration System That Does Too, August 9, 2017, *The Hill*
- Defending Racism by Charging Racism, August 10, 2017, *LifeZette*
- Thank Trump for America's Return to Real Immigration Enforcement, August 14, 2017, *The Hill*
- How Trump Is Changing The Mindset On Immigration, August 17, 2017, *The Daily Caller*
- Trump is Winning the Battle Against Countries Sending Their Criminals to the US, August 24, 2017, *The Hill*
- President Trump, Keep Your Pledge on DACA: Opposing View, August 31, 2017, *USA Today*

## SEPTEMBER

- Obama's 'Pen and Phone' Have Been Trumped When It Comes to DACA, September 1, 2017, *The Hill*
- In-person Interviews a Critical Step to Fixing America's Immigration System, September 2, 2017, *The Hill*
- Senate Has No Excuse for Ignoring the Public's Will to Deport Criminal Aliens, September 7, 2017, *The Hill*
- The Media Are Asking the Wrong Questions in the DACA Debate, September 12, 2017, *LifeZette*
- Congressional Republicans Should Tell Democrats 'No Deal' When it Comes to DACA, September 14, 2017, *The Hill*
- What DACA Proponents Really Want is Open Migration, Not a Tweak to the Law, September 22, 2017, *The Hill*

- The Cost of Illegal Immigration to Taxpayers is Growing at an Unsustainable Pace, September 28, 2017, *The Hill*
- Commentary: Beefed-up U.S. Border Security is Essential before Any DACA Protection, September 28, 2017, *Orlando Sentinel*

## OCTOBER

- Tillis-Lankford Amnesty Proposal is a Betrayal of the American People, October 2, 2017, *The Hill*
- Aiding Refugees is Not Synonymous with Mass Resettlement, October 6, 2017, *The Hill*
- Trump's New Immigration Priorities are the Right Solution to Obama's Mess, October 11, 2017, *The Hill*
- The Truth about DACA is Uglier Than We've Been Told, October 19, 2017, *The Hill*
- Circumstances Do Not Justify Another Extension of TPS, October 30, 2017, *The Hill*

## NOVEMBER

- In Memory of Kate Steinle, it's Time to Finally Shut Down 'Sanctuary Cities', November 02, 2017, *The Hill*
- Trump is Right: The Visa Lotto Has Got to Go, November 07, 2017, *The Hill*
- Border Patrol Defends Americans — We Must Take Responsibility for Defending Them, November 22, 2017, *The Hill*

## DECEMBER

- Any Immigration Compromise Must Shut Down Magnets for Future Lawbreakers, December 7, 2017, *The Hill*
- DHS Needs Help to Step Up Immigration Enforcement in the Workplace, December 29, 2017, *The Hill*











## Feet to the Fire

Unless you have a chance to speak to the radio hosts who participate in our radio show events, it is difficult to fully appreciate their sense of enjoyment and the value they place on our programs and issues.

FAIR's distinguished Hold Their Feet to the Fire radio row event was held on Capitol Hill for the 11th consecutive year here in Washington DC, on June 28th and 29th. This continues to be the largest radio row event in the United States. *Talkers Magazine* (the industry magazine) called it "historic." The 2017 event saw a record 60 radio stations, with 67 local and national radio talk show hosts, broadcasting from a single location to listeners in all 50 states. The programming featured over 400 hours of live radio focused on the theme - "Trump's Immigration Promises – Has He Kept Them?"

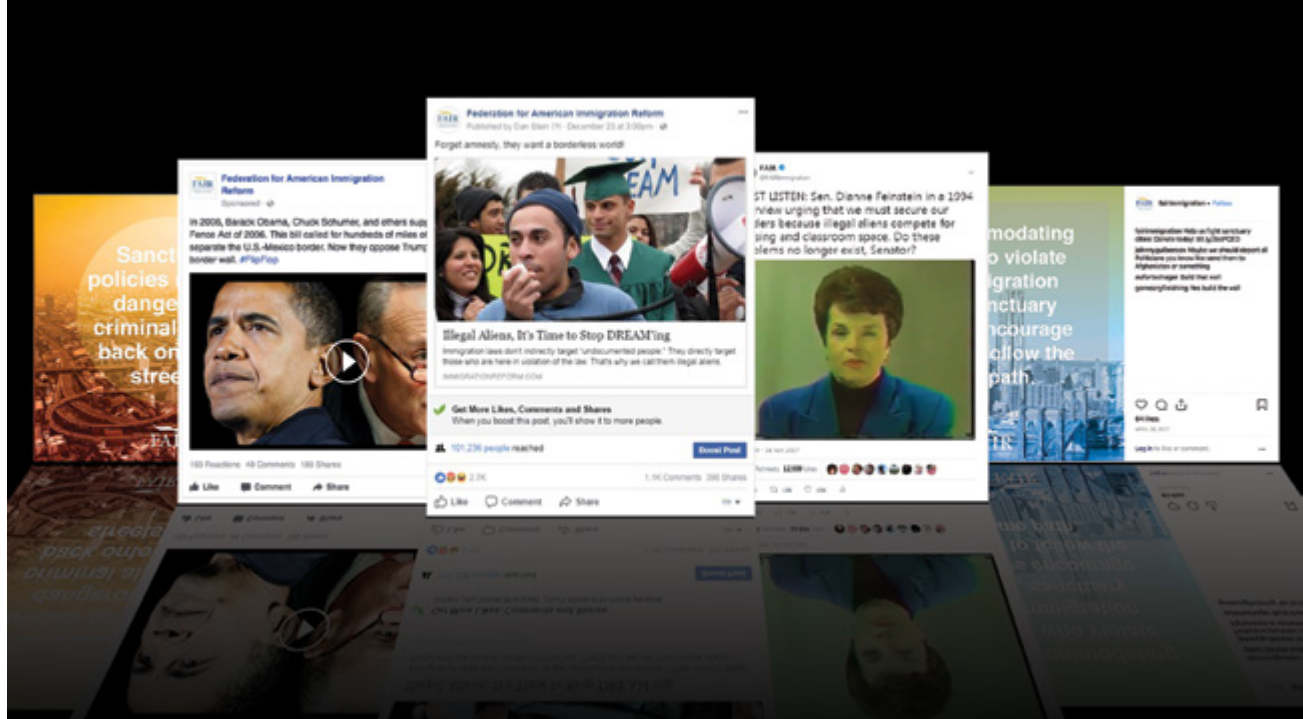
Those interviewed included 63 immigration, environmental and population policy experts as

well as members of Congress, ranchers, sheriffs and family members of victims of illegal alien crime. The event featured such guests as political commentator and author Michelle Malkin; Fox News contributor and author Kevin Jackson; President of the National Border Patrol Brandon Judd; Representatives Darrell Issa, Steve King, Lou Barletta and Dave Brat. Senators Mike Lee and David Purdue were also interviewed live from this year's "radio row."

The event figured prominently in the national immigration debate and generated millions of dollars in airtime to the immigration issue. Timing – as usual – was perfect, taking place as the Supreme Court of the United States reinstated President Trump's enhanced vetting procedures. A victory for FAIR and the American people!

## Public Outreach

FAIR sponsors **public education ads** on various immigration-related topics. For the fourth consecutive year we continued our advertising partnership with the nationally syndicated Mark Levin Show, reaching millions of listeners every week. This radio spot called for ending "chain migration," a major source of immigration to the United States. The Mark Levin Show is one of the highest-rated talk radio shows in the country and is heard in every top 100 market! FAIR's ads on the Mark Levin Show reach one of the largest, best-educated and most politically active audiences of talk radio.



# DIGITAL COMMUNICATIONS

## FAIR's Exploding Digital Presence

FAIR's Web department expanded to Digital Communications in 2017, completely integrating operations for all of FAIR's growing digital platforms. The Department now contains a much larger range of deliverables: online social media engagement (across *eight* platforms), in-house video production and promotion, web design and maintenance, content and Search Engine Optimization (SEO), Email Marketing Specialist, original audio-visual program production, graphic design and layout, online advertising and ad-web integration, as well as online fundraising support.

In 2017, the Digital Communications Team worked diligently to propel FAIR into the cutting-edge digital age. Bringing to the table a variety of remarkable skill sets, the Digital Team developed a comprehensive network for producing timely, engaging and interactive content that reaches millions of Americans across a multitude of platforms. The Digital Communications Team sees to it that FAIR's resources—including legislative analyses, podcasts, social media updates, research reports, blogs, media and the like—are updated hourly and readily available to internet users seeking to follow the latest immigration policies and issues.

FAIR's main website, [www.fairus.org](http://www.fairus.org) (completely redesigned in 2017) now has impressive modern capabilities - with mobile optimization and navigational ease - allowing it to continue as a comprehensive source of information on immigration issues. FAIR's major blog site (ImmigrationReform.com) was also redesigned in 2017, **increasing pageviews by 35% and users by 32%.**

FAIR also updated and redesigned its studio to include a TV studio complete with light dimmers and a news desk. We upgraded the recording equipment to improve the quality of our media interviews and podcasts. Additionally, the TV studio allows us to broadcast live from the FAIR office, allowing FAIR's spokespeople to provide direct interviews to local and regional TV stations around the nation.

In 2017, FAIR saw continuous growth on social media by reaching **over 1.7 million Facebook fans (likes), 169,000 Twitter followers with more than 23.5 million YouTube views.** That represents a 40% growth in Facebook likes, an 80% growth in Twitter followers, and a 106% growth in YouTube views. National ad campaigns has garnered immense visibility for FAIR at a time when immigration is front page news. There is no doubt: our voice is being heard

## FAIR-Produced Ads Reach Millions.

2017 online ad campaigns utterly transformed FAIR's ability to educate a broader audience, cultivate new memberships and promote grassroots activism. FAIR now has advanced social media capabilities which allow us to **micro-target** prospective audiences.



FAIR produced a series of video ads in 2017 reaching millions on our Facebook page, Twitter feed and YouTube channel. One ad shows Barack Obama and Chuck Schumer supporting the Secure Fence Act in 2006, with footage of them flip-flopping on their positions in 2016 and 2017. Another ad supports building the wall and includes a compilation of clips showing illegal aliens crossing the border. This ad was a social-media-promoted trend that included #BuildTheWall. Another ad campaign educated the public about *The Future of America* without a border wall.

In a coordinated effort with Google, FAIR implemented a YouTube campaign to sway public opinion on sanctuary cities. Running throughout September and into October 2017, the video ads geo-targeted the congressional districts of representatives who support sanctuary policies in Florida, Pennsylvania, Michigan, Ohio, Missouri, Wisconsin, Indiana, Kentucky, West Virginia, North Dakota and Montana. The results revealed a **26% lift in favorability for ending sanctuary cities** among individuals who were exposed to the ad. This translated to a **positive shift in opinion by more than 71,000 viewers!** Also, the video engagement rates were two and one-half times the industry average, while the brand lift performance was an impressive **ten times** the industry average.

In 2017, FAIR continued to focus on an important side effect of illegal immigration — criminal aliens. The criminal alien page on our main website features four FAIR produced videos with the theme "A Stolen Life." The most recent video produced in 2017 shares the story of Ronald de Silva who was shot and killed by an illegal alien. These videos and other stories on the criminal aliens page share the heartbreak of families impacted by the heinous crimes committed by illegal aliens.





# COMMUNITY ENGAGEMENT

FAIR provides citizen groups the information and support they need to create change in their communities and at the national level.

Coordinating with State and Local experts, FAIR's Field team was constantly on the road to recruit, educate and organize immigration reform activists, state advisors, and like-minded groups around the country. In 2017, this enthusiastic team worked with activists from around the nation to develop a strategy for fighting sanctuary policies in cities, counties and states - instead promoting the adoption of an anti-sanctuary policy.

As a result, our activists and pro-enforcement elected officials were able to help pass state anti-sanctuary legislation in Texas and Mississippi. Our activists also helped defeat proposed sanctuary legislation in Maryland and Colorado.

In 2017, the Field Team enthusiastically assisted with the formation and launch of AVIAC, Advocates of Victims of Illegal Alien Crime. AVIAC consists of family members who have suffered the loss of a loved one at the hands of a criminal alien. They have organized to speak and act against sanctuary cities, counties and states through public education and the legislative processes.

Here are just a few specific activities in 2017 by FAIR's regional field staff around the country:

## Southern Region

- Spoke at the convention of Georgia State Republican Women Presidents about FAIR's immigration priorities for 2017 and sanctuary policies
- Worked with Texas activists to advance state anti-sanctuary legislation
- Held joint meetings with Missouri and Kansas activists on refugee resettlement
- Speaker at the Kansas City Republican Club on Kate's Law and the RAISE Act
- Spoke to "Take Back Tennessee" regarding the RAISE Act and anti-sanctuary legislation in Nashville and refugee resettlement
- Keynote speaker at the Wichita Federation of Republican Women on immigration priorities for 2017 and refugee resettlement in Kansas
- Spoke on immigration reform to the Southern Illinois University Law School Republican Club

## Northern Region

- Organized a coalition of Maryland activists to testify against proposed state sanctuary House Bill 1363. The legislation was defeated.
- Spoke at "We the People" of Hampshire County, West Virginia on FAIR immigration priorities
- Spoke at the Maryland Republican Women meeting on anti-sanctuary and immigration priorities for 2017
- Spoke at "Renew Massachusetts Coalition" in Worcester, Massachusetts on FAIR immigration priorities for 2017 and anti-sanctuary policy
- Met with Floridians for Immigration Enforcement (FLIMEN) to discuss strategy for an upcoming state initiative on E-Verify
- Worked with North Carolina State Advisor and FAIR's State & Local department on language for a bill to strengthen North Carolina's E-verify law
- Met with the New York City Republican Women's Club to develop strategy on the pending Westchester County Sanctuary bill

## Western Region

- Held a state advisor/activist leadership meeting with California's top activists to strategize opposition to sanctuary policies across the state
- Worked with Colorado state advisors/activists who asked their sheriffs to oppose a proposed state sanctuary bill. The bill was defeated.
- Held a conference with Richard Rocha, Coordinator of President Trump's new office of Victims of Immigration Crime Engagement (VOICE) and American Victims of Illegal Alien Crime (AVIAC) to discuss types of assistance for victims and their families
- Spoken on a panel for the Constitutional Rights Foundation of Chicago to discuss issues surrounding in-state tuition for illegal aliens with 300 high schoolers
- Testified in support of support of proposed Anti-Sanctuary legislation before Senate Committee in Madison, Wisconsin.
- Worked with Colorado State Advisors and activists who also asked their Sheriffs to oppose proposed state sanctuary bill. The bill was defeated



photo: istock/utah778

# LEGISLATIVE RESOURCES

From the federal level to state and local governments, FAIR provides valuable institutional knowledge of immigration laws, legal expertise, and strategic leadership to empower legislators interested in creating responsible immigration policy in the national interest.

## State and Local Legislatures

FAIR's State and Local legislative experts continued to strengthen strong ties with legislators throughout the fifty states. Working collaboratively with Field staff, the State and Local Team supports activists nationwide with alerts, talking points and other assistance they may need, ensuring that FAIR remains their primary, reliable source of information on any immigration-related topic or question. Main priorities for 2017 included (1) building and maintaining relationships with state lawmakers and their staff; (2) promoting true immigration

reform legislation and policies at the state and local level; and (3) educating legislators, activists and the general public on the impact of illegal immigration and unchecked legal immigration.

In 2017, the State and Local Team reviewed nearly 700 state bills in an effort to ascertain key priorities and opportunities for advancement. Our State and Local experts implemented an outreach plan to further influence legislative drafting, conduct research, consultation and analysis of key issues. As the illegal alien faction stepped up its attacks on immigration detainees and the Rule of Law,



the Department made significant strides in furthering its relationship with the National Sheriff's Association and other key law enforcement officials.

In particular, state lawmakers took their cues from the success of the Trump campaign, advocating for an end to sanctuary policies and for more cooperation between federal, state, and local officials. To be exact, **State and Local tracked more than 80 anti-sanctuary bills introduced in more than 25 states.**

Below are just some of the accomplishments made in 2017 by the State and Local team:

#### ADVANCING LEGISLATION AND POLICY

- Provided anti-sanctuary bill ideas to staff for Texas State Senator Charles Perry, whose measure (SB 4) was signed into law by Governor Abbott
- Provided anti-sanctuary legislation to Maryland State Senator Michael Hough's office to help defeat Maryland sanctuary measures HB 1362 and SB 865
- Conducted several activities to assist Maine State Representative Larry Lockman:
  - Drafted proposed testimony for his anti-sanctuary bill (LD 366)
  - Researched and drafted refugee resettlement accountability language (LD 847)
  - Provided consultation to staff for Louisiana State Representative Valarie Hodges regarding an anti-sanctuary bill (HB 676)
  - Provided suggested anti-sanctuary legislation and talking points to Alabama State Representative Phil Williams
  - Provided anti-sanctuary legislation and talking points to Ohio State Representative Candice Keller

- Provided drafting assistance and consultation to Cynthia Kendoll of Oregonians for Immigration Reform (OFIR) regarding re-filing of an initiative to repeal Oregon's statewide sanctuary law
- Conducted several activities to help Tennessee activists ensure Nashville did not codify its informal sanctuary policy. The proposed ordinance was pulled from consideration.
- Researched and advised Jerome County (ID) Commissioner Cathy Roemer on detainer/sanctuary policy issues

#### ENGAGING LAW ENFORCEMENT AND EDUCATING THE PUBLIC

FAIR's Law Enforcement Relations Manager and State and Local Director were invited to the National Sheriff's Association's Immigration Subcommittee meeting. FAIR had a "seat at the table" during this critical meeting of key law enforcement leaders regarding immigration policy, providing FAIR the ability to inform, influence and shape the debate.

In April, a team of FAIR staff met with the National Sheriff's Association's Executive Director and Government Relations Director to discuss the legality and importance of federal immigration detainers. FAIR's Law Enforcement Relations Manager used his experience in the law enforcement field to help the Association develop a criminal alien tracking system for incorporation into jail management systems and provided the Association with suggested "best practices" for dealing with foreign nationals.

The Department continued its efforts to educate law enforcement, lawmakers and the public by monitoring and reviewing dozens of bills and reporting key issues on FAIR's website and blog. As such, the State and Local team contributed 18 blog

posts, 18 legislative update articles, 5 podcasts and 19 activist alerts. It also assisted the Media Department with various requests, including reviewing talk radio alerts, op-eds, print requests and providing information on the current legislative landscape in the states.

## Government Relations

FAIR's Government Relations staff leveraged their knowledge of the immigration issue and legal expertise to serve as primary counsel to White House staff and many Congressional offices. 2017 marked the end of Barack Obama's eight-year campaign to dismantle immigration enforcement policy, opening the door to a new era with the inauguration of President Trump.

Throughout 2016, Trump made immigration enforcement the center of his presidential campaign. After taking office, the new president acted quickly, issuing three (legitimate) executive orders to reverse the damage done by the Obama Administration on border security, interior enforcement and refugee vetting. Our Government Relations experts quickly analyzed the executive orders and produced full-scale and bullet point summaries. Then, as anti-borders groups brought lawsuits challenging the refugee executive order, the Department tracked the litigation and defended the president's authority to act. Our Government Relations Team repeated these steps after the Trump Administration issued a revised travel freeze order that was yet again blocked by an activist judge.

Trump's immigration enforcement rhetoric has increased the Department's prominence on Capitol Hill. In 2017, FAIR Government Relations staff members met with House and Senate leadership, the Chairman of the Judiciary and Homeland Security Committees in both chambers and the powerful Republican Study Committee. The Department has also conducted a number of Member briefings and our input is constantly being sought on numerous immigration bills.



photo: istock/Thisisdavid88

Members of the Government Relations team also attended key meetings on Capitol Hill and with the Trump Administration including meetings with Trump's Senior Policy Advisor and members of his Domestic Policy Team. These connections, and others, have given FAIR the opportunity to weigh in on substantive immigration policy issues. Similarly, the Government Relations team has been able to leverage other contacts for meaningful, top level meetings at DHS.

The Department utilized its expertise in a variety of other ways—producing bill summaries, creating original Government Relations content and advising a number of Congressional offices on immigration issues. Some of the specific activities by FAIR's Government Relations team include the following:

#### **ACCOMPLISHMENTS**

- Produced summaries of immigration executive orders signed by the President, and analyzed the court cases involving the challenge to the national security order
- Produced bill summaries; sent letters of support for immigration enforcement legislation; sent letters to appropriators of FAIR's expectations for the funding bills; and submitted letters for the record for several immigration hearings
- Analyzed the Supreme Court's ruling partially overturning the injunction against President Trump's travel freeze Executive order

#### **OUTREACH**

- 125 Hill meetings, including key meetings with:
  - Speaker Paul Ryan
  - Senate Majority Leader Mitch McConnell
  - Senate Majority Whip John Cornyn
  - House Judiciary Chairman Bob Goodlatte
  - Senate Judiciary Chairman Chuck Grassley
  - House Homeland Security Chairman Michael McCaul
  - Senate Homeland Security and Governmental Affairs Chairman Ron Johnson
  - Senators Tom Cotton and David Perdue
  - Representatives Lamar Smith, Mo Brooks, Louie Gohmert, Steve King, Lou Barletta, and Dave Brat
- 8 Trump Administration Meetings
- Coalition meetings with:
  - Senate Steering Committee
  - House Judiciary Outreach
  - Republican Study Committee
  - Bicameral Conservative Coalitions
  - Congressional Tea Party Caucus





# MEMBERSHIP

We are a membership organization with a support base of nearly 2 million diverse members and supporters to whom we are truly indebted.

Ten issues of our newsletter, the *FAIR Immigration Report*, were prepared and mailed to over 35,000 subscribers in 2017, while hundreds of thousands more received the newsletter electronically. The newsletter provides the information that activists, educators and the public need in order to stay current with immigration happenings locally and nationwide, as well as with the latest FAIR research.

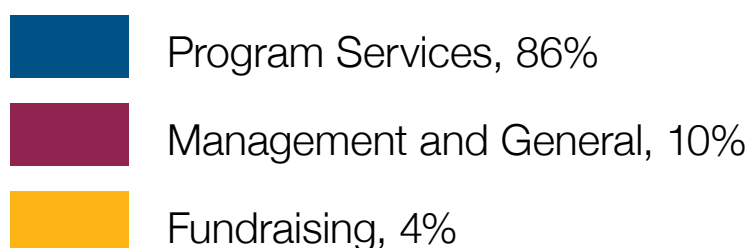
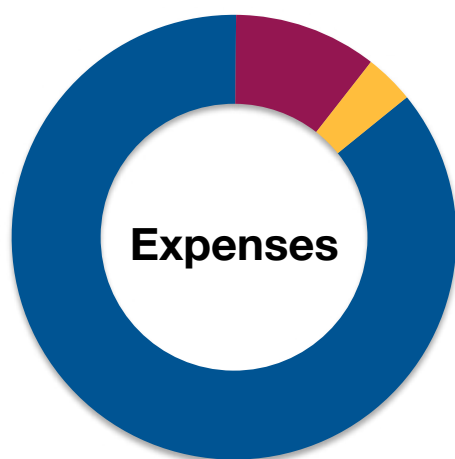
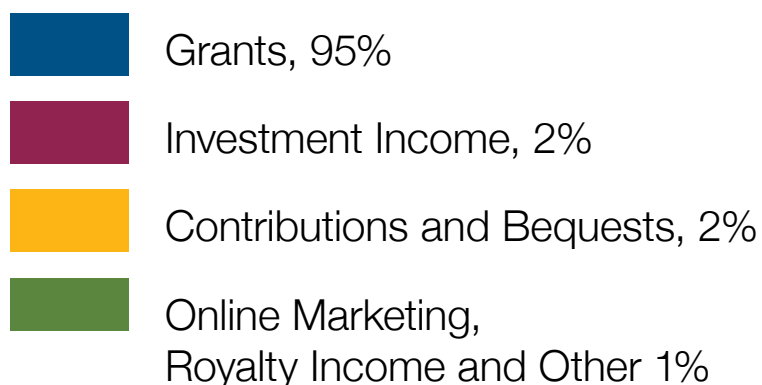
In 2017, we mailed four special appeals to members to help them understand the importance of citizen involvement in the immigration debate.

Letters, emails and telephone inquiries from members receive prompt and thorough responses. Occasional in-person member meetings around the country and “virtual” roundtables utilizing the internet are convened to educate the reform community on specific topics and to learn the particular concerns of the members. FAIR’s Legislative Updates, Top Five Stories of the Week and other alerts are sent to all members and activists by email upon request.

# CONSOLIDATED STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2017

(With Summarized Financial Information for the Year Ended December 31, 2016)



## Operating Revenue and Expenses

	Unrestricted	Temporarily Restricted	Permanently Restricted	2017 Total	2016 Total
<b>OPERATING REVENUE AND SUPPORT</b>					
Grants	\$17,486,262	\$14,507,299		\$31,993,561	\$11,417,643
Investment income	609,179	214,106		823,285	362,677
Contributions and bequests	719,904			719,904	720,310
Online marketing	104,025			104,025	66,252
Royalty income	13,916			13,916	15,516
Other income	118,930			118,930	40,450
Net assets released from restrictions:					
Satisfaction of program restrictions	2,752,316	(2,752,316)			
<b>Total Operating Revenue And Support</b>	<b>21,804,532</b>	<b>11,969,089</b>		<b>33,773,621</b>	<b>12,622,848</b>
<b>EXPENSES</b>					
<b>Program Services:</b>					
Media	3,486,750			3,486,750	6,345,555
Immigration Reform Law Institute (IRLI)	1,508,918			1,508,918	928,799
Public education	1,090,928			1,090,928	954,682
Government relations	971,294			971,294	1,096,492
Field	538,122			538,122	535,151
Research and publications	446,326			446,326	405,948
Membership education and service	352,983			352,983	375,093
Lobbying	299,521			299,521	171,035
Public interest legal	40,226			40,226	45,477
FAIR Congressional Task Force (FCTF)	4,810			4,810	4,226
<i>Total Program Services</i>	<i>8,739,878</i>			<i>8,739,878</i>	<i>10,862,458</i>
<b>Supporting Services:</b>					
Management and general	1,058,053			1,058,053	971,193
Fundraising	367,053			367,053	427,385
<i>Total Supporting Services</i>	<i>1,425,106</i>			<i>1,425,106</i>	<i>1,398,578</i>
<b>Total Expenses</b>	<b>10,164,984</b>			<b>10,164,984</b>	<b>12,261,036</b>
Change in net assets before unrealized gains on investments	11,639,548	11,969,089		23,608,637	361,812
Unrealized gains on investments	1,050,735	322,151		1,372,886	(333,465)
<b>CHANGE IN NET ASSETS</b>	<b>12,690,283</b>	<b>12,291,240</b>		<b>24,981,523</b>	<b>28,347</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<b>9,647,314</b>	<b>3,240,189</b>	<b>2,531,324</b>	<b>15,418,827</b>	<b>15,390,480</b>
<b>NET ASSETS, END OF YEAR</b>	<b>\$22,337,597</b>	<b>\$15,531,429</b>	<b>\$2,531,324</b>	<b>\$40,400,350</b>	<b>\$15,418,827</b>



## STAY INFORMED. GET INVOLVED. MAKE A DIFFERENCE!

---

As America approaches a defining moment in its immigration history, your support is crucial to our fight for immigration policies that serve the interests of the American people.

### ENCLOSED IS MY DONATION OF:

☐\$1,000   ☐\$500   ☐\$250   ☐\$100  
☐\$50   ☐\$25   ☐Other \$\_\_\_\_\_

All contributions to FAIR are tax deductible.

### PAYMENT METHOD:

☐ Check made payable to FAIR  
☐ Credit Card: ☐Visa   ☐MasterCard   ☐AMEX  
☐Discover

\_\_\_\_\_  
Cardholder's Name

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
Exp. Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State

\_\_\_\_\_  
Zip

\_\_\_\_\_  
Email

In addition to membership and general donations, there are other opportunities for supporting our work.

### PLEASE SEND ME INFORMATION ABOUT:

☐ Becoming monthly Cornerstone Contributor  
☐ Seventh Generation Legacy Society  
estate planning  
☐ Corporate Gift Matching  
☐ Other ways to give

To learn more about FAIR, the need for immigration reform, and what you can do, visit us on the web at [www.fairus.org](http://www.fairus.org).



---

## FAIR BOARD OF DIRECTORS

Donald A. Collins Jr., Chair  
Duane Austin  
Douglas E. Caton  
James R. Dorcy  
Kevin Donaleski  
Sarah G. Epstein  
Dale M. Herder, Ph.D.  
Frank Morris, Ph.D.  
S. Blake Swensrud II

## FAIR BOARD OF ADVISORS

The Hon. Brian Bilbray, Co-Chair  
Donald A. Collins Sr., Co-Chair  
The Hon. Louis Barletta  
Sharon Barnes  
Gwat Bhattacharjie  
Gerda Bikales  
J. Bayard Boyle Jr.  
Hugh Brien  
John Brock  
Pat Choate, Ph.D.  
Clifford Colwell, M.D.  
Thomas Connolly  
Alfred P. Doyle, M.D.  
Dino Drudi  
Paul Egan  
Bob Eggle  
Don Feder  
Robert Gillespie  
Joseph R. Guzzardi  
Robert E. Hannay  
Hessie Harris  
Sheriff Tom Hodgson

Glenn Jackson  
Carol Joyal  
The Hon. Richard Lamm  
Roy C. Lierman  
Donald Mann  
Jack Martin  
K.C. McAlpin  
Scott McConnell  
James G. McDonald, Esq.  
Paul K. Nachman  
Peter Nunez  
Fred Pinkham, Ph.D.  
Randall Pullen  
Bruce S. Reid  
Teela Roche  
David P. Schippers, Esq.  
The Hon. Alan Simpson  
John Philip Sousa IV  
John Tanton, M.D.  
Alan N. Weeden  
The Hon. Curtin Winsor Jr.

# FAIR'S MISSION

To examine immigration trends and effects,

To educate the American people on the impacts of  
sustained high-volume immigration, and

To discern, put forward, and advocate immigration policies  
that will best serve American environmental, societal, and  
economic interests today and into the future.



Federation for American Immigration Reform  
25 Massachusetts Avenue NW, Suite 330 | Washington, DC 20001  
202.328.7004 | [www.FAIRus.org](http://www.FAIRus.org)