



Government Affairs

2016 Post-Election Overview

The Impact on the Convenience Services Industry
Presented by: Eric Dell, SVP Government Affairs

An Overview

Federal

- President
- Electoral College Map
- U.S. Senate
- U.S. House

State

- Governors
- Legislatures

Ballot Initiatives

- Sugar Sweetened beverage taxes (Oakland, San Francisco, Boulder, Austin (CA))

Impact on the Industry

- Tax Policy
- Food Policy
- Labor Policy
- Energy Policy
- First 100 Days

President- Elect Donald J. Trump



Vice President – Elect Mike Pence

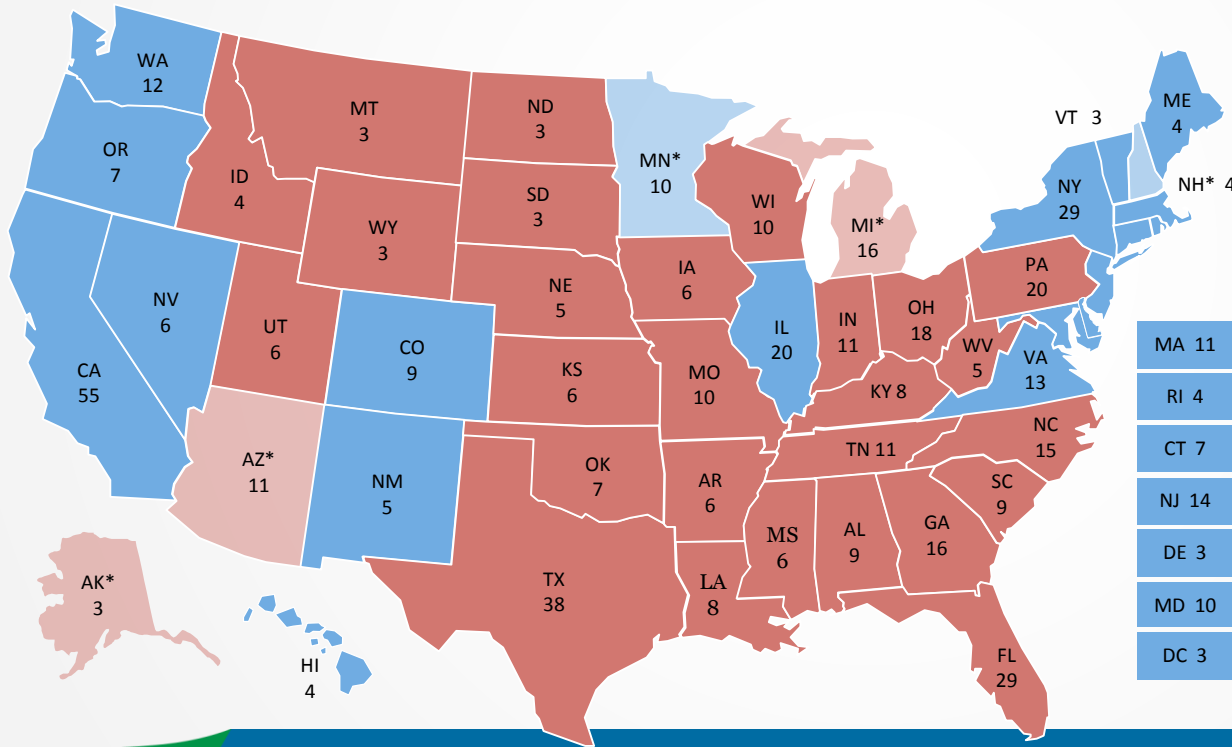


Donald Trump wins the electoral college with 276 votes

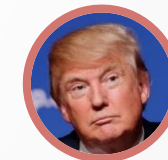
2016 Electoral College map

Reported as of November 9th at 5:34 am

■ Hillary Clinton ■ Donald Trump



Hillary Clinton (D)
Running Mate: Tim Kaine
Popular Vote: 47%
States Carried: 20 + DC



Donald Trump (R)
Running Mate: Mike Pence
Popular Vote: 48%
States Carried: 30

- MA 11
- RI 4
- CT 7
- NJ 14
- DE 3
- MD 10
- DC 3

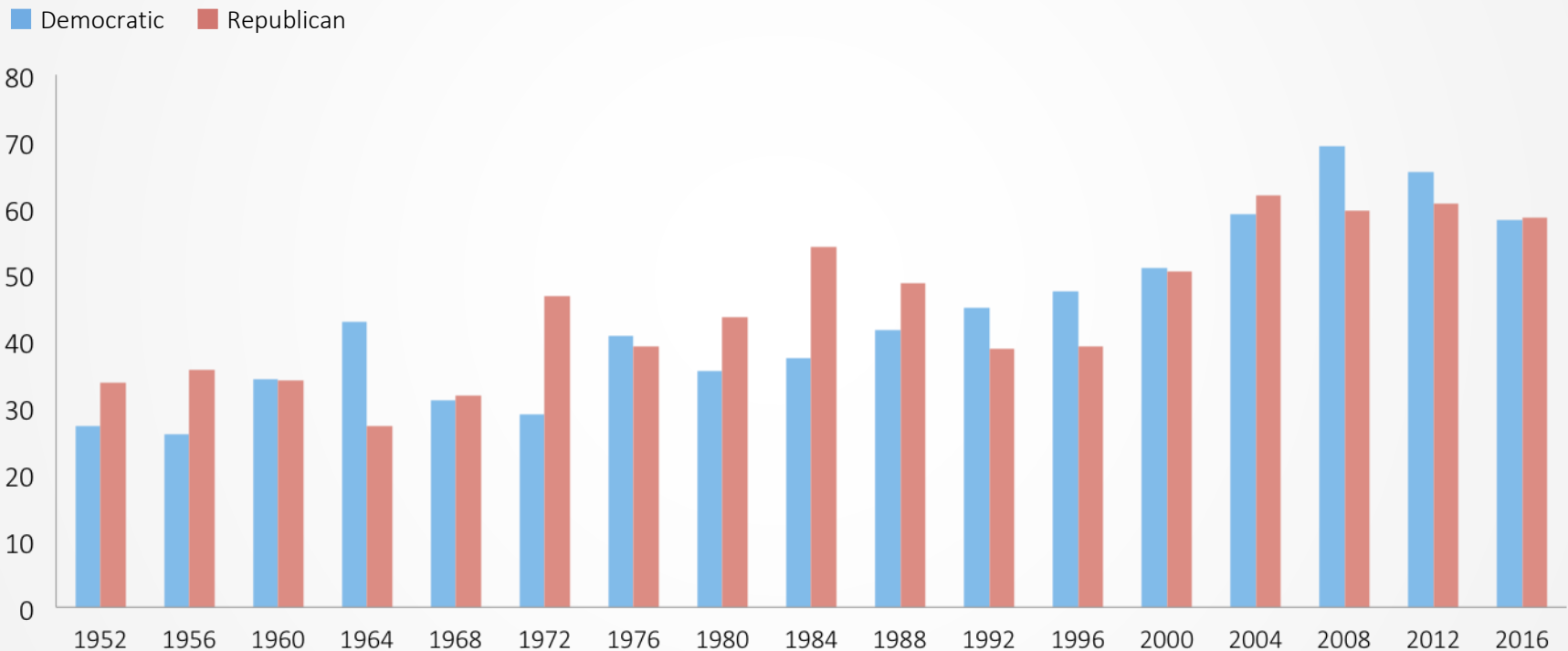
Source: RealClearPolitics, "Electoral College Map," 2016.

*States not officially called but leaning towards shade indicated on the map

2016 popular vote is close, with Trump having a 1 percent lead

Presidential popular vote in millions, by party

1952-2016, reported as of November 9th at 5:11 am

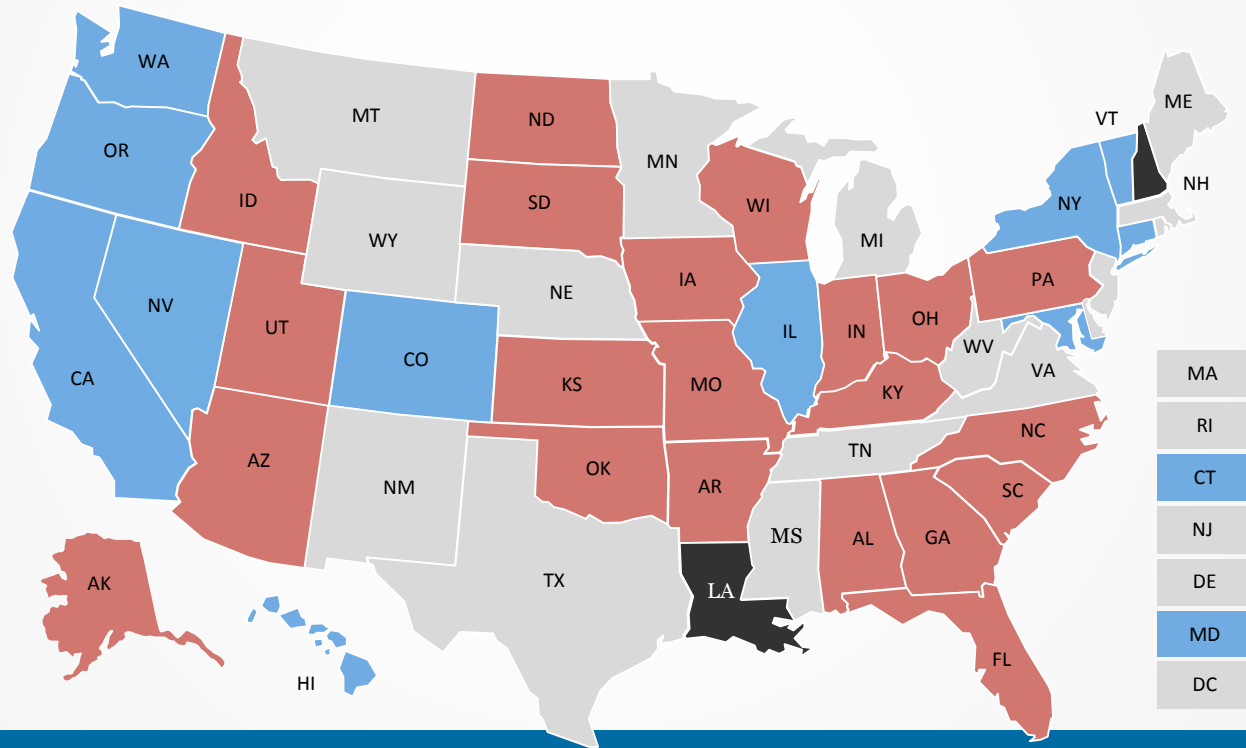


Source: Roper Center, "Popular votes 1940-2012," Cornell University, 2016.

Democrats gain one seat in Senate, Republicans maintain majority

2016 U.S. Senate election results map

■ Democratic winner ■ Republican winner ■ Not yet called

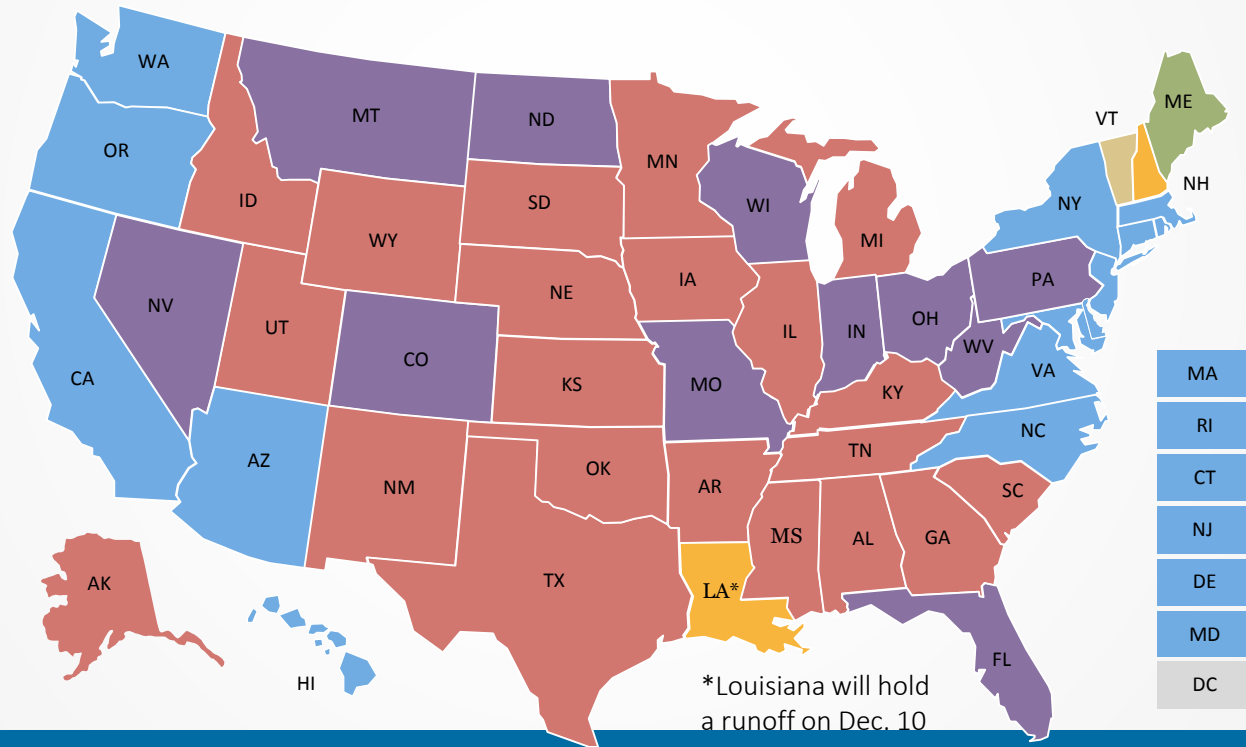


Source: National Journal research, 2016.

The Republican Party maintains its majority in the Senate after the 2016 elections

Composition of the 115th Senate map

- 2 Democrats
- 2 Republicans
- 1 Democrat + 1 Republican
- 1 Democrat + 1 Independent
- 1 Republican + 1 Independent
- Not yet called



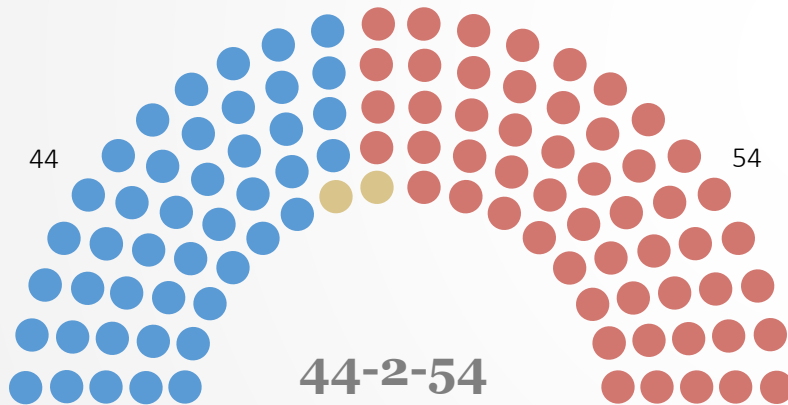
Source: National Journal research, 2016.

Republican party wins a majority in the Senate

Control of the 114th vs. 115th Senate

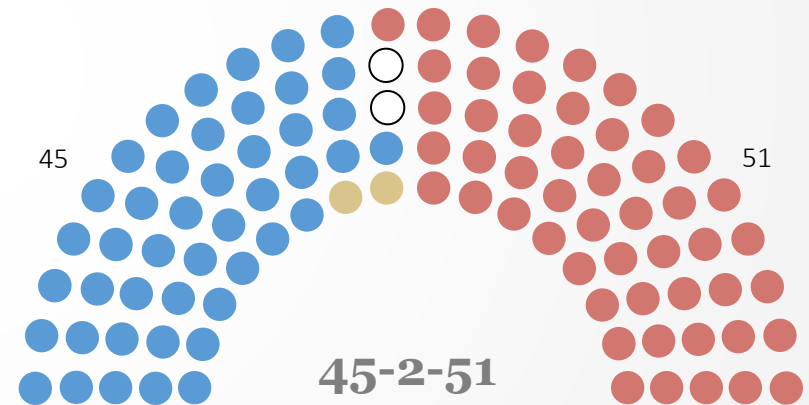
■ Democrats ■ Republicans ■ Independents □ Not yet called

Control of the 114th Senate (2014-2016)



Republican Senate Majority

Control of the 115th Senate (2016-2018)



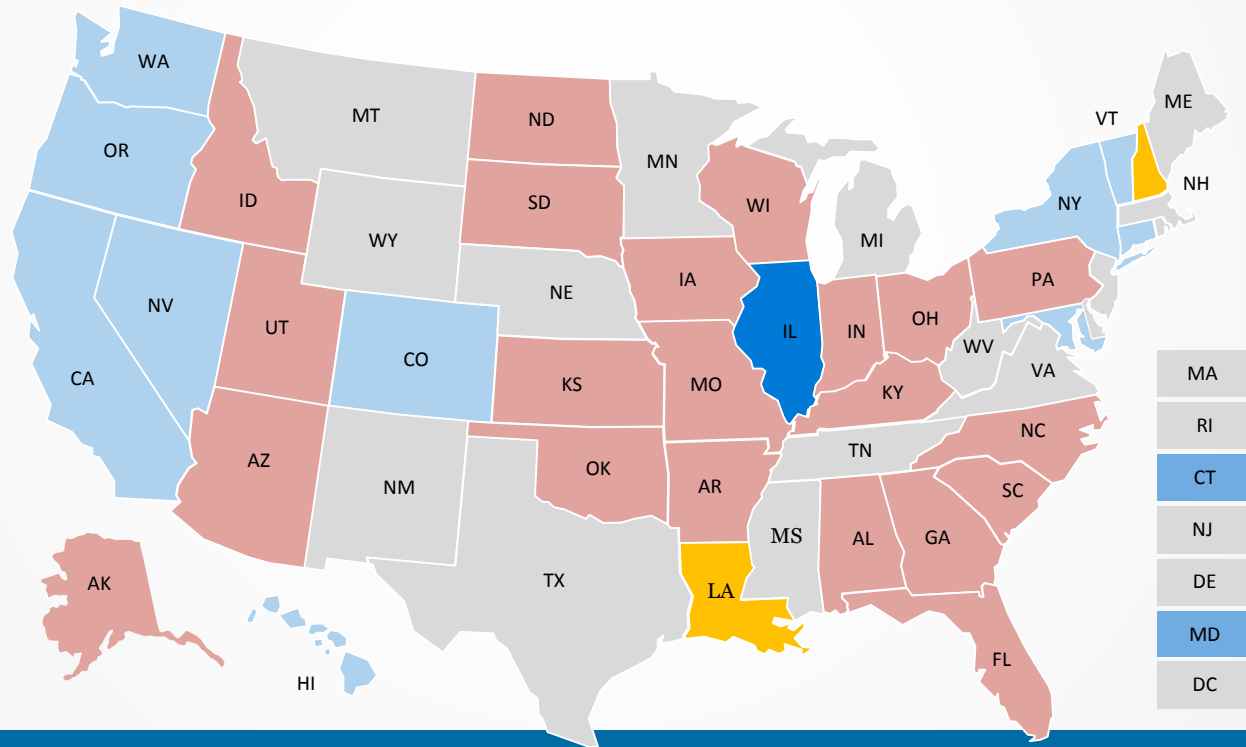
Republican Senate Majority

**Louisiana and New Hampshire Senate races not yet called*

Sen. Duckworth's (D-IL) victory marks the only Senate seat gained by either party

Map of seats gained and held, 2016 Senate elections

■ Democratic gain ■ Democratic hold ■ Republican hold ■ Republican gain ■ No election ■ Independent win ■ Not yet called

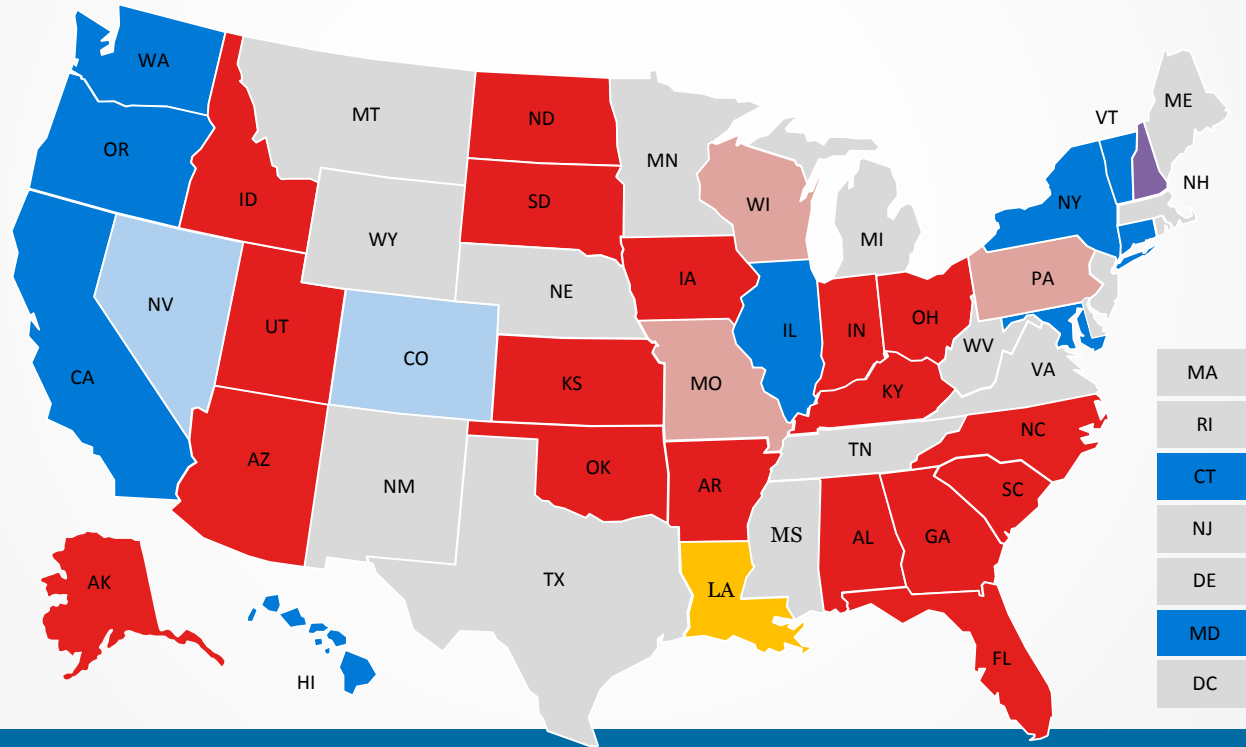


Source: National Journal research, 2016.

Most Senate races were won with a margin greater than 5%

Margins of victory, 2016 Senate elections

■ Margin of >5%, Dem
 ■ Margin of 0-5%, Dem
 ■ Margin of 0-5%, GOP
 ■ Margin of >5%, GOP
 ■ No election
 ■ Not called yet

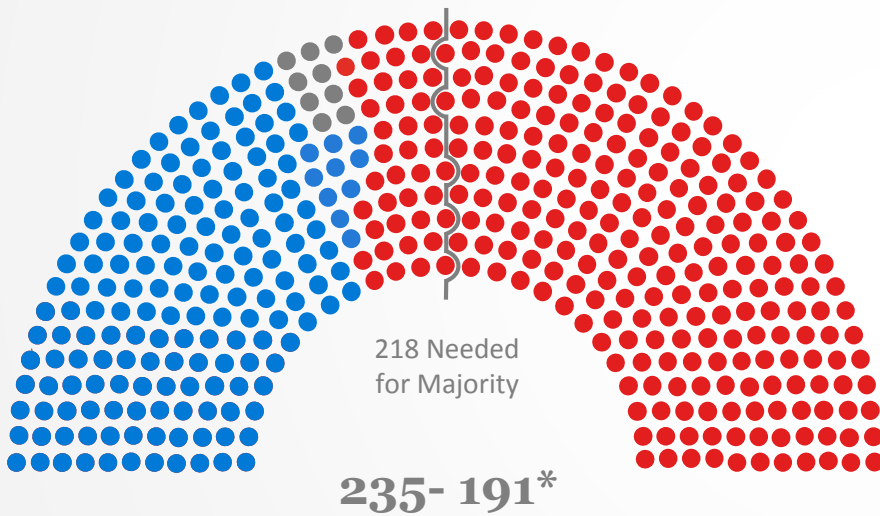


Source: National Journal research, 2016.

Republicans keep the Senate and limit Democratic gains in the house in 2016 elections

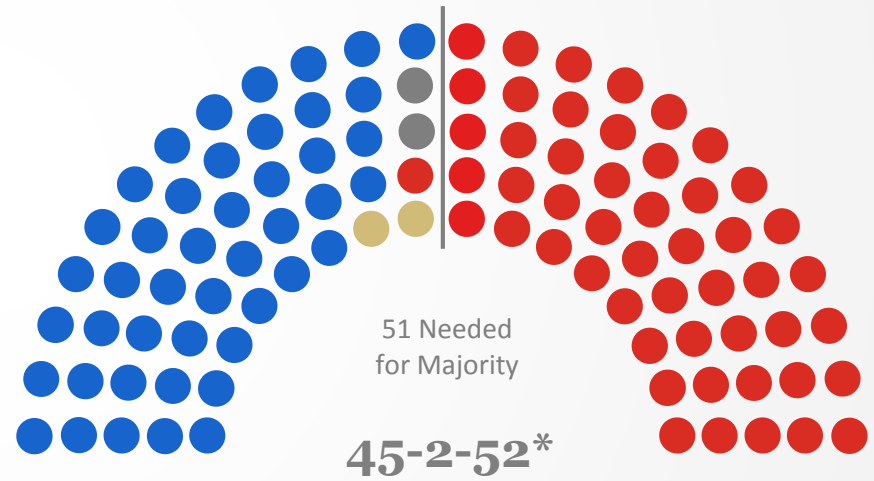
Party Control at Beginning of 115th Congress (2017-2019)

■ Democrat ■ Republican ■ Independent (caucusing with Dems)



Republican House Majority

**As of 5:30 AM on Nov. 9, nine House races have yet to be called*



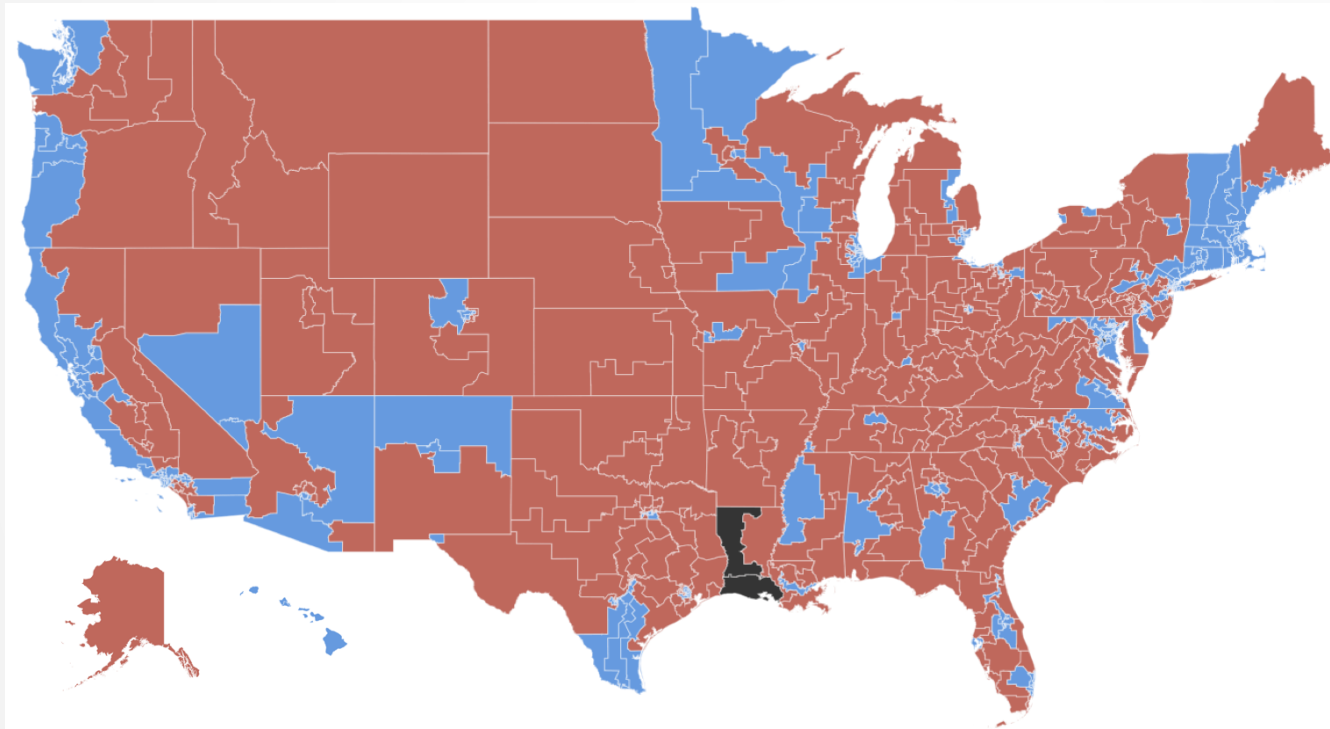
Republican Senate Majority

**As of 5:30 AM on Nov 9, two Senate races have yet to be called : NH, which is too close to call, and LA, which will be going to a run-off*

Democrats gain net 7 seats, Republican maintain majority

2016 House election results map

■ Democratic winner ■ Republican winner ■ Not yet called



Democrats: 191
Republicans: 235
Independents: 0
Not yet called: 9

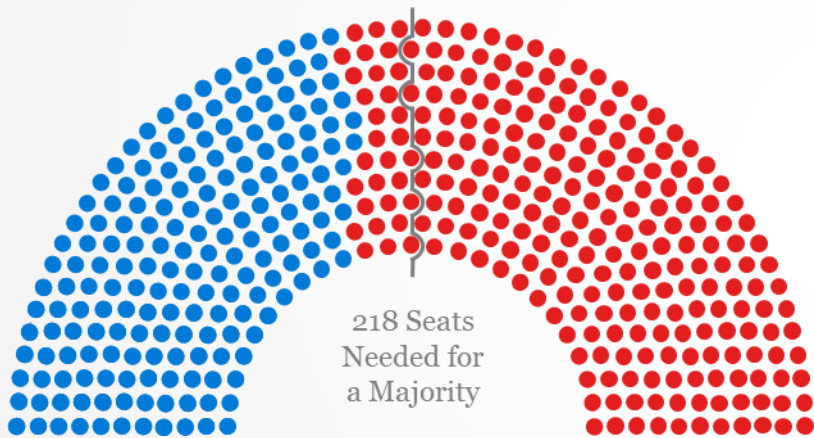
Source: National Journal research, 2016.

Republicans retain control of House; limit Democratic gains in 2016 elections

Control of the 114th vs. 115th House

■ Democrats ■ Republicans ■ Independents ■ Not yet called

Control of the 114th House (2014-2016)

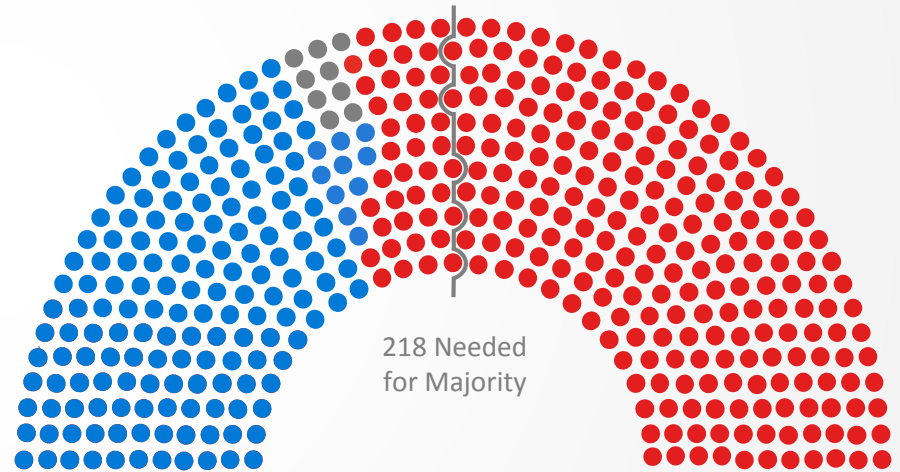


218 Seats Needed for a Majority

234-201

Republican House Majority

Control of the 115th House (2016-2018)



218 Needed for Majority

235-191

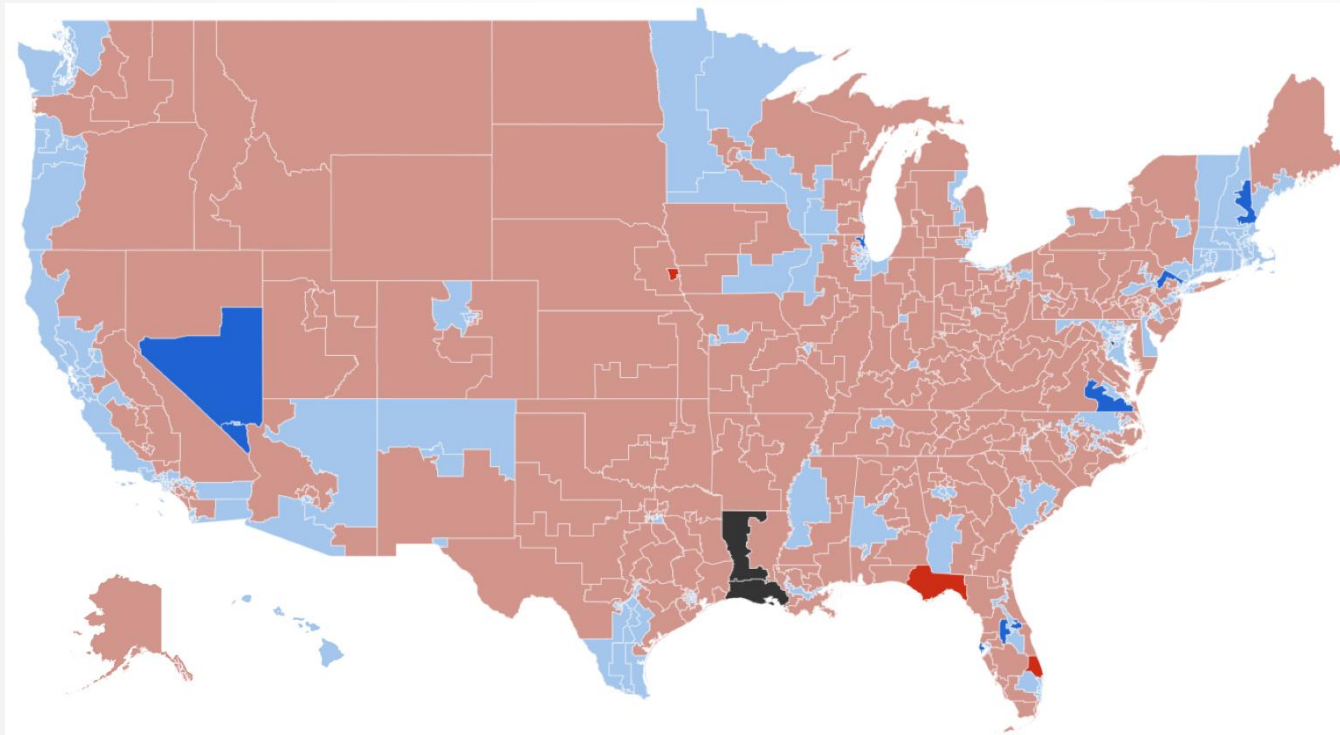
Republican House Majority

**As of 5:30 AM on Nov. 9, nine House races have yet to be called*

Republicans gain 2, lose 9 seats in House

House seats gained and held, 2016 House elections

■ Democratic gain ■ Democratic hold ■ Republican hold ■ Republican gain ■ Not yet called



Democrats:	191
Republicans:	235
Independents:	0
Not yet called:	9

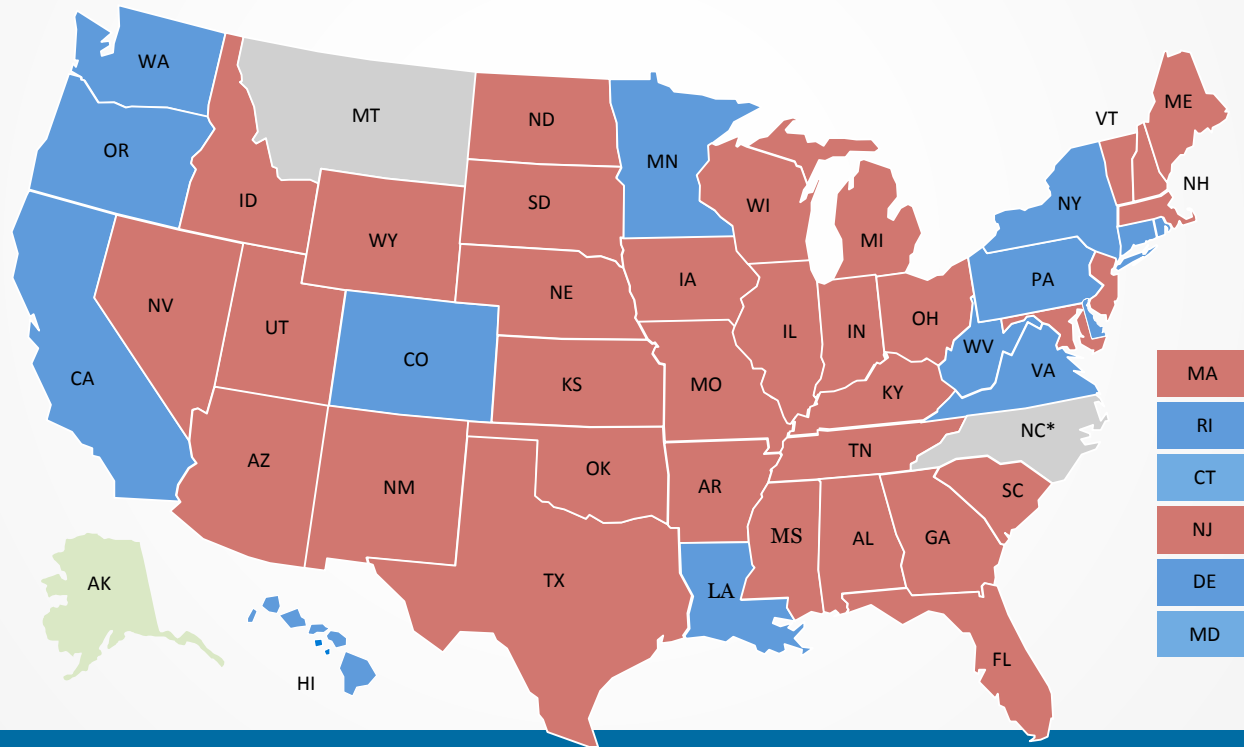
Source: National Journal research, 2016.

GOP controls majority of governorships

Map of state governors composition, by party

Results as of 5:25 AM, November 9, 2016

■ Democratic governor
 ■ Republican governor
 ■ Independent governor
 ■ Not yet called



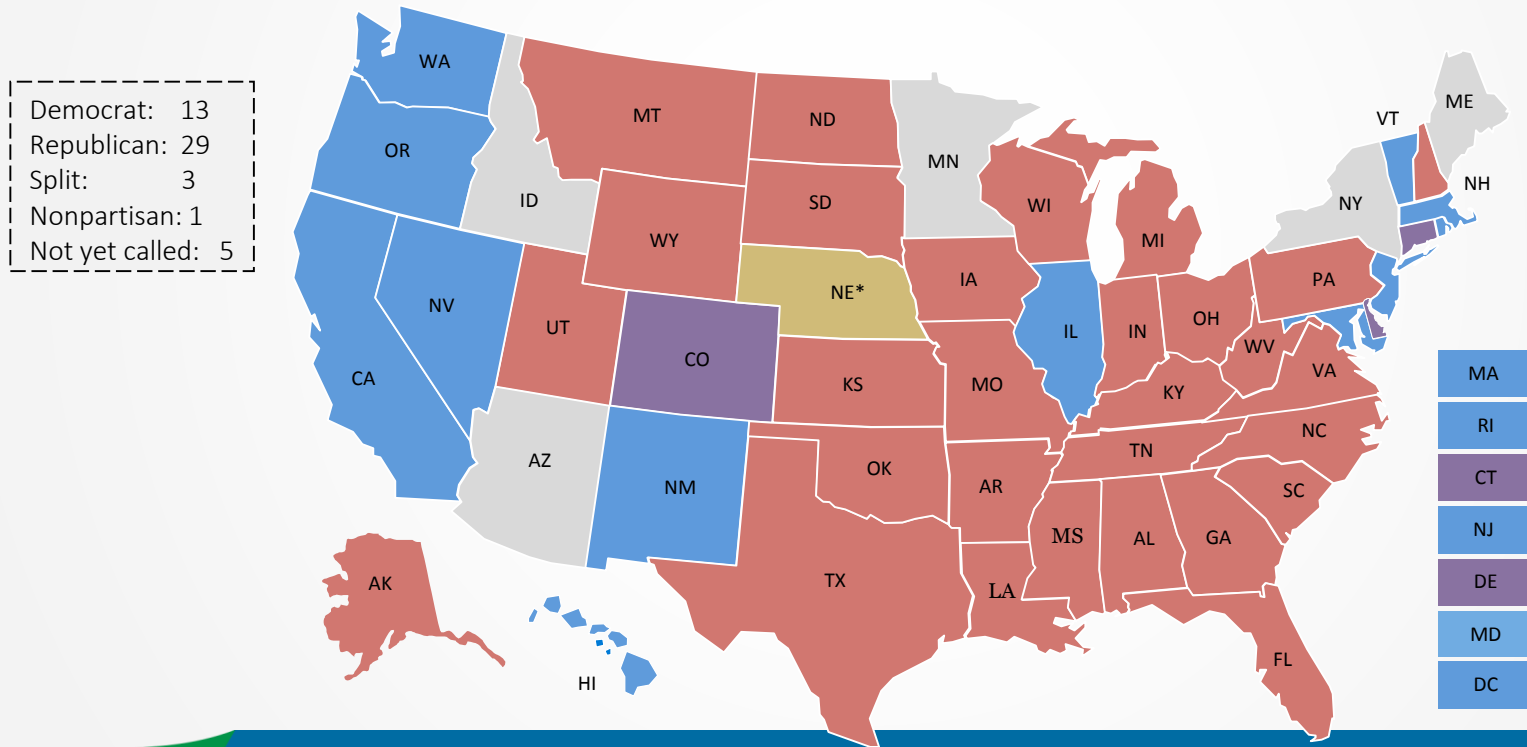
Source: National Journal research, 2016.

Republicans control majority of state legislatures

Map of state legislatures results, by party

Results as of 6:00 AM, November 9, 2016

■ Democratic Legislature
 ■ Republican Legislature
 ■ Split Legislature
 ■ Nonpartisan
 ■ Not yet called



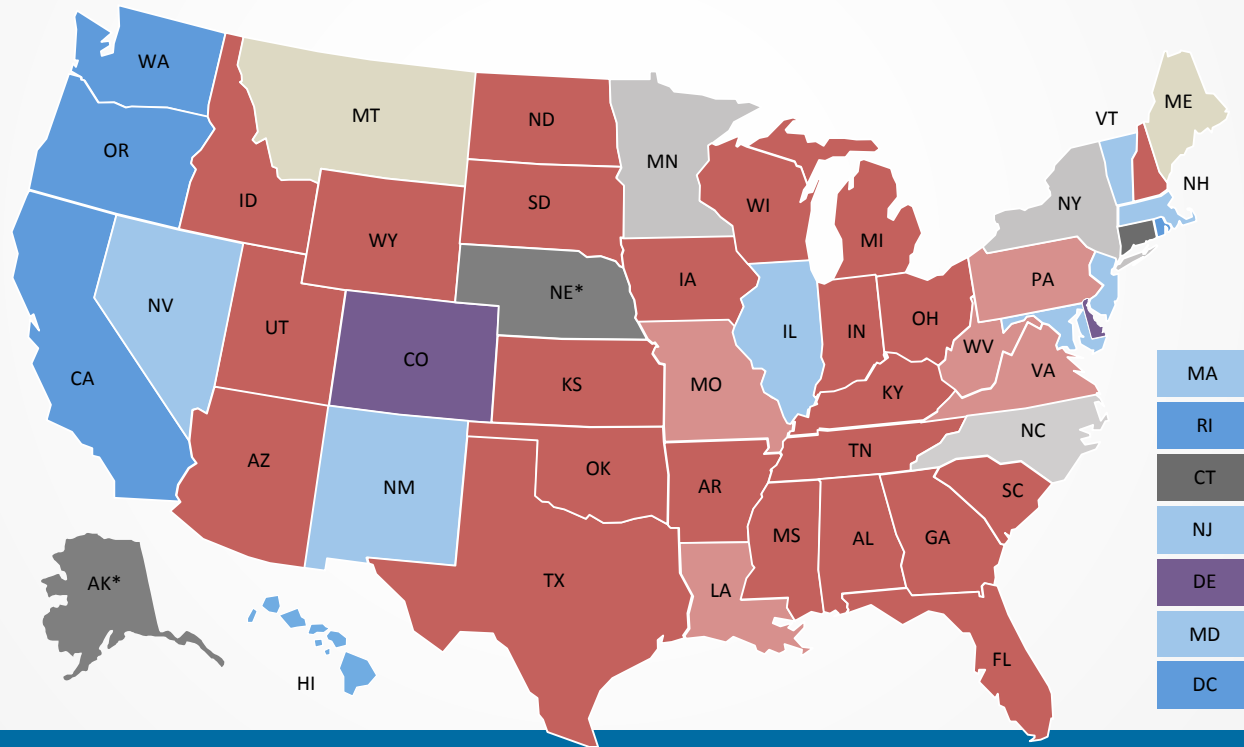
* Nebraska has a unicameral, nonpartisan legislature

Source: National Journal research, 2016.

Republicans control majority of state legislatures and governorships

Party control of state legislatures and governorships

- Dem legislature, Dem governor
- Dem legislature, GOP governor
- Split legislature, Dem governor
- N/A*
- Not yet called
- GOP legislature, GOP governor
- GOP legislature, Dem governor
- Split legislature, GOP governor



* Nebraska has a unicameral, nonpartisan legislature and a GOP governor, Alaska has an independent governor and a GOP legislature

Source: National Conference of State Legislatures, 2016.

Issues

National Security

Executive Order - Iran Nuclear Deal was an executive order agreement. I believe Trump may invalidate this quickly after January 20th.

Energy

Trump administration will work these issues from a business perspective more than a climate change focus.

Healthcare

Repeal and/or Replace Obamacare

Immigration

Very difficult issue even with a Republican Congress

Real Potential for Action on Department of Labor Overtime Rule



ALSO: Trump does not support increase of minimum wage at federal level

Food Policy

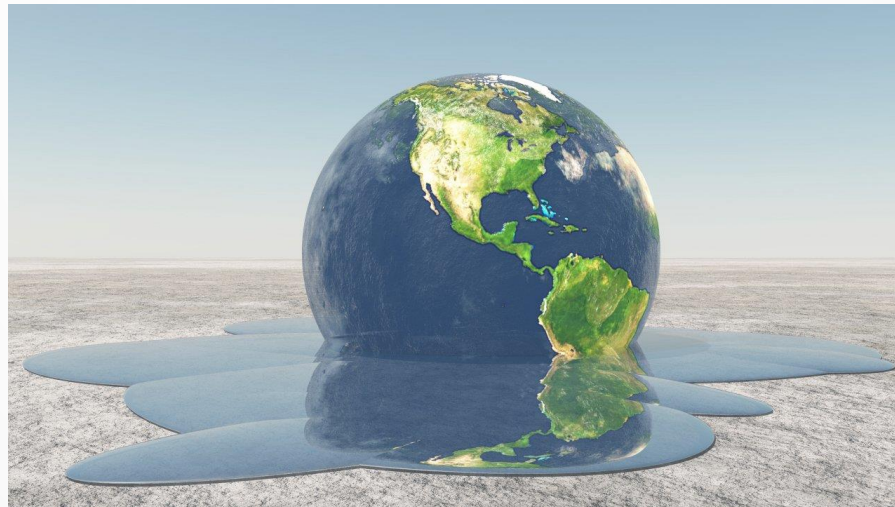
Donald Trump's 2016 Republican platform calls for breaking the SNAP program away from the USDA and the farm bill. As an independent entity, SNAP would be [more vulnerable to budget cuts](#). For the Republican party, this is consistent. The party has for some years now persistently sought to reduce the SNAP program.

Trump supports GMO foods, and opposes mandatory labeling.

Climate Change & Energy Policy

Donald Trump has previously [declared his intention to abrogate the Paris treaty](#), in which 195 nations solemnly pledged their best efforts to slow global warming.

The Republican platform also outlines plans to [eliminate the Environmental Protection Agency](#).



Trump's likely cabinet picks include prominent faces from the Republican Party

Donald Trump's possible cabinet appointees



Reince Priebus

RNC Committee Chairman

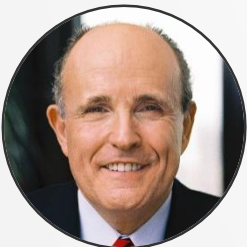
Priebus has come to the defense of Trump throughout the election season while other Republicans have wavered. NBC News sees an appointment of Priebus to the White House as an olive branch to the Republican establishment. The Trump campaign reportedly is considering Priebus for chief of staff.



Newt Gingrich

Former Speaker of the US House of Representatives

Former Speaker Gingrich has stated that Trump offered him a senior position on his team in July. Later that month, he publicly stated that he would like to serve as a senior adviser "for the entire federal government" to point out waste, fraud and abuse. Trump campaign advisers have stated that Gingrich would likely be Trump's pick for secretary of state.



Rudy Giuliani

Former Mayor of New York City

Former Mayor Giuliani has been noted as a strong candidate for the position of secretary of homeland security, particularly due to his experience dealing with the aftermath of the September 11 attacks. Giuliani has advocated on behalf of the Trump campaign, speaking at this year's Republican National Convention. Trump campaign advisers have stated that Giuliani is slated as Trump's attorney general.

Sources: Alexander Bolton, "Trump starts considering cabinet," *The Hill*, July 22, 2016; Katy Tur and Benjy Sarlin, "Gingrich, Giuliani, Priebus Eyed for Top Jobs in Trump White House: Sources," *NBC News*, November 7, 2016.

Trump's potential picks for energy and agriculture secretaries largely come from the private sector

Donald Trump's possible cabinet appointees



Harold Hamm

Fracking industry mogul

Hamm is an energy industry mogul known for his involvement with fracking. He was previously named energy advisor to Mitt Romney's presidential campaign in 2012. Hamm was named as an influence for Trump's speech in May to an oil industry conference, and spoke himself at this year's Republican National Convention. He is a contender for the position of Trump's energy secretary.



Chuck Conner

CEO of the National Council of Farmer Cooperatives

Conner, formerly the US deputy secretary of agriculture under President George W. Bush, is the current CEO of the National Council of Farmer Cooperatives. He has experience working at the National Economic Council and was president of the Corn Refiners Association. He has been named as a potential candidate for agriculture secretary, along with Bruce Rastetter.



Bruce Rastetter

CEO of Summit Group

Rastetter is an Iowan entrepreneur and business executive in the feed management, building construction, and swine production industries. He has founded business enterprises such as Heartland Pork Enterprises and Hawkeye Energy Holdings. His current business involves grain and meat production and renewable energy. Rastetter has been identified as a possible pick for agriculture secretary.

Sources: Andrew Restuccia and Elana Schor, "Trump's energy whisperer," Politico, July 20, 2016; Alexander Bolton, "trump starts considering cabinet," The Hill, July 22, 2016; "Bruce Rastetter," Rural American Fund, 2016; Nancy Cook and Andrew Restuccia, "Trump's kitchen cabinet," Politico, October 13, 2016; "Charles F. Conner named president of NCFC," National Council of Farmer Cooperatives, January 2009.

Three members of Congress named as potential Trump cabinet picks

Donald Trump's possible cabinet appointees



Jeb Hensarling

House Representative for 5th district of Texas

Representative Hensarling, chair of the House Financial Services Committee, has been named as a potential pick for Secretary of the Treasury, though it is more likely to go to Steve Mnuchin. Hensarling was one of the first House chairmen to endorse Trump and has reportedly worked closely with vice-presidential candidate Mike Pence.



Jeff Sessions

Junior Senator from Alabama

Senator Sessions was the only member of the Senate backing Trump for months. A member of the Senate Judiciary Committee and a former US attorney for the Southern District of Alabama and state attorney general, Sessions is under consideration for the attorney general position, though Rudy Giuliani is viewed as a more likely pick.



David Perdue

Junior Senator from Georgia

A former businessman with executive business experience at companies such as Sara Lee Corporation, Haggard Clothing, Reebok, Pillowtex, Dollar General and Gujarat Heavy Chemicals, Senator Perdue has been identified as a possible candidate for secretary of the Commerce Department. Perdue's 2014 Senate campaign allegedly served as inspiration for Trump's campaign.

Trump's cabinet could include non-establishment figures

Donald Trump's possible cabinet appointees



Dr. Ben Carson

Former neurosurgeon; Former 2016 Republican Presidential candidate

Known for his candidacy for president in the Republican primary season, Dr. Ben Carson, a retired neurosurgeon, reported discussing a cabinet position with Trump. Having backed Trump after suspending his own campaign, Dr. Carson has been identified as a possible candidate for secretary of the Department of Health and Human Services.



Steven Mnuchin

Trump Campaign national finance chairman

Former partner at Goldman Sachs and film producer, Steve Mnuchin once worked on building deals with Trump and now serves on his campaign as national finance chairman. Trump himself offered Mnuchin as a potential option for secretary of the Treasury.



Forrest Lucas

Cofounder of Lucas Oil

Lucas is the founder of Lucas Oil, a manufacturer of automotive oils, lubricants, and additives. Reportedly, Lucas is the leading candidate for the position of secretary of the Interior, though it is almost unprecedented for an oil executive to obtain this position.

Trump campaign team members also identified as possible additions to cabinet and high-profile roles

Donald Trump's possible cabinet appointees



Donald McGahn

Trump campaign advisor

McGahn is currently an adviser on Trump's campaign and is noted for his assistance in assembling Trump's list of potential Supreme Court nominees. Also a partner at Jones Day, he is a likely pick for White House counsel.



Corey Lewandowski

CNN contributor

As Trump's former campaign manager, Lewandowski has been a vocal Trump support even after leaving the campaign team. If Reince Priebus leaves his position at the RNC, Lewandowski has been named as possible replacement as RNC Chairman.



David Bossie

Deputy campaign manager

Bossie was brought on to the Trump campaign team in September. He is a veteran DC player who has conducted investigations on the Clintons for over 20 years. If Reince Priebus leaves his position at the RNC, Bossie's name has been also been floated as a possible replacement.

Sources: Max Abelson and Zachary Mider, "Trump's top fundraiser eyes the deal of a lifetime," Bloomberg, August 31, 2016; Alexander Bolton, "Trump starts considering cabinet," July 22, 2016; Helen Bottemiller Evich and Andrew Restuccia, "Sources: oil executive on Trump's short list for Interior Secretary," Politico, September 10, 2016; ; Katy Tur and Benjy Sarlin, "Gingrich, Giuliani, Priebus Eyed for Top Jobs in Trump White House: Sources," NBC News, November 2, 2016

Experienced Republican executives identified as possible additions to cabinet

Donald Trump's possible cabinet appointees



Michael Flynn

Retired US Army lieutenant general

The former director of the Defense Intelligence Agency under Barack Obama, General Michael Flynn announced his support for Trump and has been a vocal critic of Clinton's emails, calling into question the FBI's ability to review 650,000 emails in eight days. He has been identified as a possibility for defense secretary or national security adviser. Flynn would need a waiver from Congress to be eligible for the secretary of defense position.



Lew Eisenberg

RNC finance chair

Eisenberg is an insider in the Trump campaign, having led the fundraising effort for Trump as finance chair of Trump Victory. Eisenberg has been named as a potential option for commerce secretary.



Trump children also rumored as potential additions

Donald Trump Jr. is reportedly being considered for the position of secretary of the interior, while his sister Ivanka, who has also been instrumental in her father's campaign, has been identified as a potential advisor to her father, whether it be in an official capacity or not. However, Ivanka Trump has stated she does not have any plans to work in her father's administration.

Other Important People to Watch

Governor Mike Huckabee

Sean Spicer

Chris Cox, National Rifle Association

Senator Ted Cruz

Kellyanne Conway, Trump for President

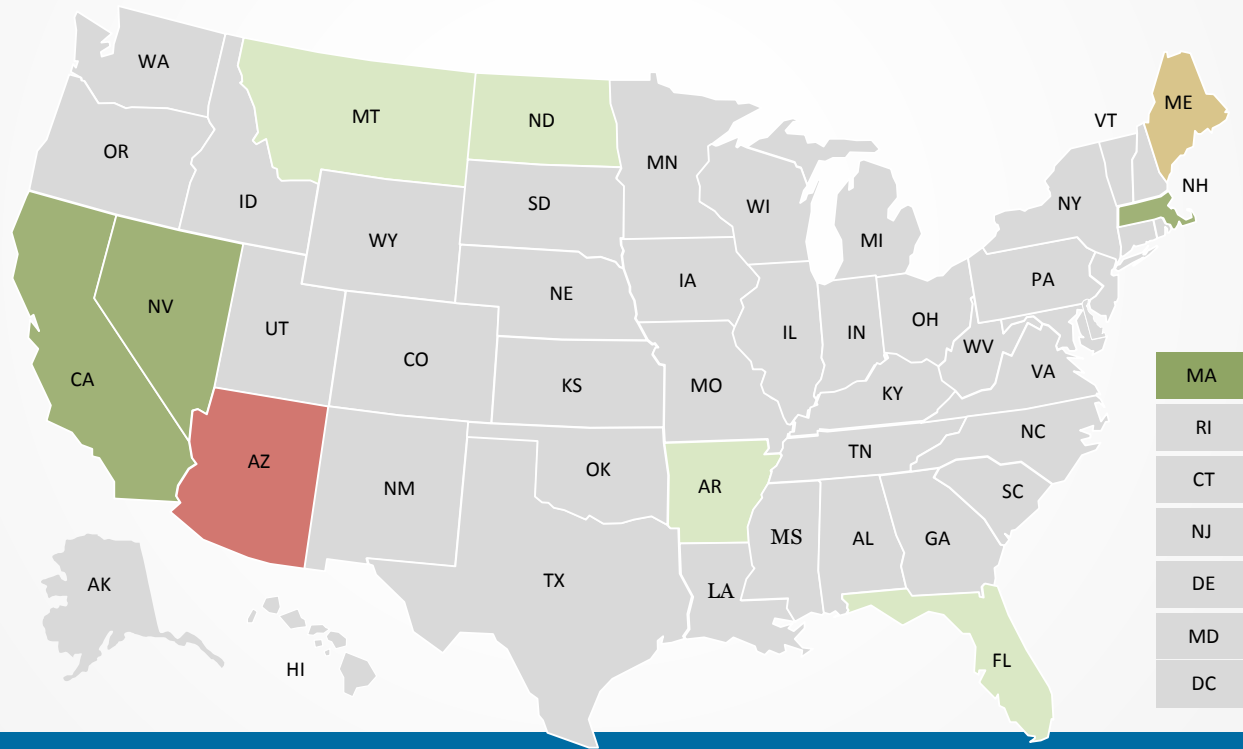
Campaign Manager

Governor Chris Christie

At least three states legalize recreational marijuana use

Marijuana ballot initiative results

■ Recreational use passed ■ Medical use passed ■ Recreational use failed ■ Medical use failed ■ Not yet called

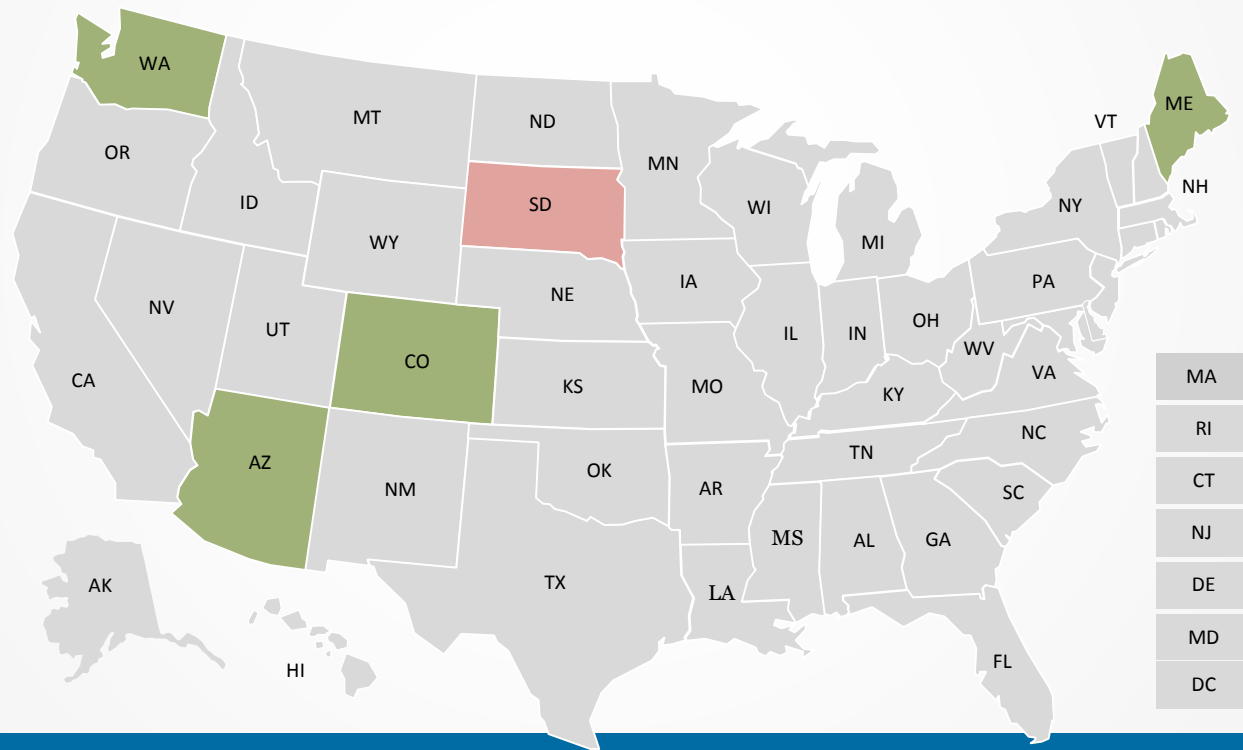


Source: Darren Samuelsohn, "Ballot Initiatives Could Tip the Balance in Swing States," Politico, August 13, 2016; Ballotpedia, 2016.

Three states voted to raise the minimum wage, one failed to lower it for young workers

Minimum wage ballot initiative results

■ Minimum wage increase passed ■ Minimum wage increase failed ■ Minimum wage decrease passed ■ Minimum wage decrease failed

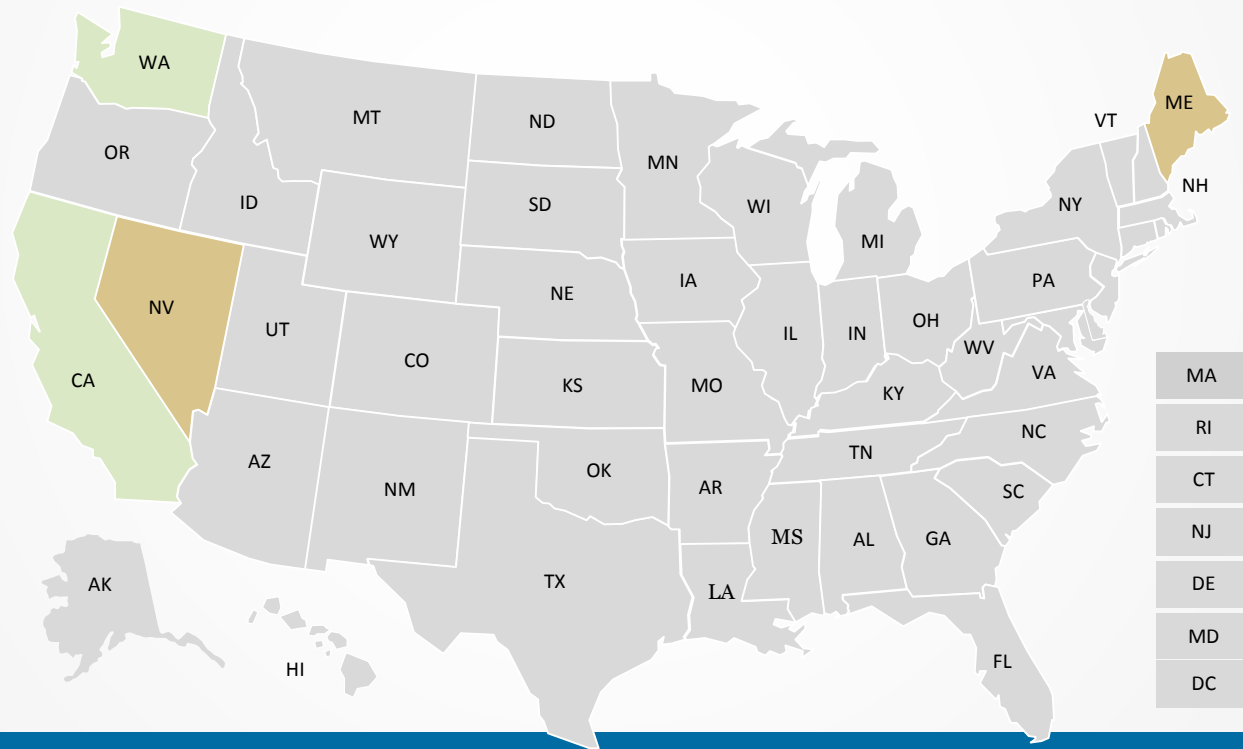


Source: Ballotpedia; 2016.

Gun control measures pass in at least two states

Gun control ballot initiative results

■ Gun control initiatives on passed ■ Gun control initiatives on failed ■ Not yet announced



Source: Darren Samuelsohn, "Ballot Initiatives Could Tip the Balance in Swing States," Politico, August 13, 2016; Ballotpedia, 2016.

Sugar Sweetened Beverage Tax

Oakland, California Passed

Albany, California Passed

San Francisco, California Passed

Boulder, Colorado Passed

Take-Away's

- Infrastructure
- Jobs
- Focus on Less Regulation and Regulatory Control
- Supreme Court
- Look for President-Elect Trump to work together with his detractors
 - Paul Ryan (Taxes)
 - Ben Sasse (Health Care)
 - China (President Apparently Tweeted Congratulations)

NAMA's Government Affairs Team – Here to Assist the Industry



Eric Dell
Senior Vice President,
Government Affairs
edell@namanow.org



Sandy Larson
Sr. Director & Counsel
Government Affairs
slarson@namanow.org



Sheree Edwards
Regional Legislative
Director,
Government Affairs
sedwards@namanow.org



Pam Gilbert
Director of Association
Services
pgilbert@namanow.org



Marilyn Dent
Association Services
Manager/Executive
Assistant
mdent@namanow.org

Q&A