



State of the Race Memo

August 27, 2018

By Pat Finken

As August comes to a close, we find ourselves in a very competitive race with a lead in all public and internal polling. Unfortunately, our position could be quickly eroded starting in September due to a cash and spending advantage enjoyed by our opposition.

Our campaign's September paid media will be focused on Kevin's personal strengths, record of accomplishment, and refuting the unfair and untrue attacks levied by the Heitkamp camp. But voters also need to know this information about Senator Heitkamp:

1. Heidi pretends to be a blue-collar, small town populist and conservative, but she is not
 - a. The real Heidi is former lobbyist and EPA attorney
 - b. She lives in an exclusive riverside home in ND and has a million townhouse in DC
 - c. She endorsed Hillary, predicting she would be the best president ever (over 2,000 TRPs run to date)
 - d. She endorsed Barrack Obama, calling him amazing
 - i. She voted almost 90% of the time with President Obama
 - ii. In contrast, she only voted with Trump 50% of the time
2. Heidi is wrong on national defense
 - a. Voted for Iran deal that unlocked billions to a state sponsor of terrorism
 - b. Opposed enhanced vetting of visitors from nations who sponsor terrorism
 - c. Voted against military spending increases and pay raises
 - d. Voted against funding for veteran programs (over 1,000 TRPs run to date)
3. Heidi is wrong on NoDAPL protests
 - a. Failed to criticize protesters
 - b. Failed to support law enforcement
 - c. Held a fundraiser for a convicted NoDAPL protester
4. Wrong on illegal immigration
 - a. Supports funding for sanctuary cities (over 2,000 TRPs run to date)
 - b. Voted for amnesty for illegal aliens
 - c. Soft on prosecuting those entering country illegally
 - d. Opposed building wall, before supporting it
5. Wrong on late term abortions
 - a. Flip flopped on a ban on late term abortions
 - i. As a candidate, she said she would support a ban
 - ii. As a Senator, she voted to oppose a ban
 - b. Even high-fived Schumer when she cast her vote

We are well positioned to win in November, if we can continue to promote Rep. Cramer's strengths and educate the voters of North Dakota to Sen. Heitkamp's true record at the same time.