

Date: Saturday, December 2 2017 09:35 AM
Subject: Re: PIPELINES: Dominion touted 'grassroots' support for Va. project
From: Miles Morin
To: Jack API <[REDACTED]>
CC: Deryck Spooner <[REDACTED]>; Marty Durbin <[REDACTED]>; Rolf Hanson <[REDACTED]>

Redacted

On Dec 2, 2017, at 9:24 AM, Jack API <[REDACTED]> wrote:

Redacted

Sent from my iPhone
On Dec 2, 2017, at 7:52 AM, Miles Morin <[REDACTED]> wrote:

Redacted

On Dec 2, 2017, at 7:21 AM, Deryck Spooner <[REDACTED]> wrote:

Redacted

Deryck

Sent via the Samsung Galaxy S8+, an AT & T 4G LTE smartphone

----- Original message -----

From: Jack API <[REDACTED]>
Date: 12/2/17 4:44 AM (GMT-05:00)
To: Marty Durbin <[REDACTED]>, Deryck Spooner <[REDACTED]>, Rolf Hanson <[REDACTED]>
Subject: Fwd: PIPELINES: Dominion touted 'grassroots' support for Va. project

Redacted

Sent from my iPhone
Begin forwarded message:

From: Jack Gerard <[REDACTED]>
Date: December 1, 2017 at 8:12:14 PM EST
To: Jack API <[REDACTED]>

Subject: PIPELINES: Dominion touted 'grassroots' support for Va. project

PIPELINES: Dominion touted 'grassroots' support for Va. project

Published: Friday, December 1, 2017

Dominion Energy Inc. took a page out of anti-pipeline activists' playbook during the Virginia gubernatorial campaign, organizing what it describes as "grassroots" campaigns in support of its proposed Atlantic Coast pipeline project.

Both gubernatorial candidates supported the \$5 billion project. But together with its partner companies and the American Gas Association, Dominion sought to pre-empt the efforts of environmentalists and landowners who oppose it, compiling a "supporter database" with over 23,000 names and flooding regulators, elected officials and newspaper editors with phone calls and letters.

Those who turn out for the company's call, said Bruce McKay, Dominion's senior director of energy policy, are unpaid volunteers, although they are sometimes company employees or union members.

In a presentation at a conference last month in Arizona, McKay described a politicization of pipeline projects by increasingly aggressive, absolutist opponents who can find it easy to garner attention from traditional and social media.

"We cannot just sit back and hope for the best and hope that the merit of our project will sell itself," he said (Gregory Schneider, *Washington Post*, Nov. 29). — **DI**