

Budget line item	Cost Category	Team
Redacted - First Amendment		
American Heart Association (AHA)	Contributions	Texas
Houston Open	Contributions	Texas

Redacted - First Amendment

Climate Leadership Council (aka Americans For Carbon Dividends AFCD)	Contributions	Policy
Charity PAC Match/Check	Contributions	PAC
CERAWeek (IHS Global Inc.)	Contributions	Corp Affairs
Houston Livestock Show and Rodeo	Contributions	Texas
Inauguration	Contributions	USGA
International African American Museum	Contributions	SLA
Cherry Point Refinery	Contributions	SLA
Whiting refinery	Contributions	SLA
Student Conservation Association or other conservation/environmental organization	Contributions	SLA

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Coast Guard Museum	Contributions	Corp Affairs
Ford's Theater	Contributions	Corp Affairs
Toledo refinery	Contributions	SLA
Greater Houston Partnership (GHP) New Campaign Fund	Contributions	Texas

Redacted - First Amendment

Redacted - First Amendment

Kuwait America Foundation	Contributions	Corp Affairs
Small dollar contributions	Contributions	SLA

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National Gallery of Art	Contributions	Corp Affairs
Kennedy Center	Contributions	Corp Affairs
Gas and Low Carbon	Contributions	SLA
Shipping and Trading	Contributions	SLA
Louisiana	Contributions	SLA
Chicago Architectural Biennale Student Scholarship or similar high-visibility program	Contributions	SLA

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Customers business	Contributions	SLA
Chicago Urban League	Contributions	SLA
Museum of Science and Industry or other high-profile organization	Contributions	SLA

National Energy Education Development Project or organization related to the energy transition

Contributions

SLA

Redacted - First Amendment

Congressional Hispanic Leadership Institute (CHLI)
Asia Society Texas Center

Contributions
Contributions

USGA
Texas

Redacted - First Amendment

Cristo Rey Work Study Program
Middleburg Film Festival
CBCF ALC Reception Sponsorships

Contributions
Contributions
Contributions

Texas
Corp Affairs
USGA

Remediation Management
Greater Houston Partnership

Contributions
Contributions

SLA
Texas

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Faith & Politics Institute
Asian Pacific American Institute for Congressional Studies (APAICS)
Spindletop Charities
Offshore Energy Center
Rebuilding Together Houston
Katy ISD Education Foundation
Houston Independent School District Foundation

Contributions
Contributions
Contributions
Contributions
Contributions
Contributions
Contributions

USGA
USGA
Texas
Texas
Texas
Texas
Texas

Redacted - First Amendment

Common Ground Alliance

Memberships

SLA

Redacted - First Amendment

Redacted - First Amendment

Volunteer website build out Betterworks Congressional Black Caucus Institute (CBCI)	Contributions Contributions Contributions	Corp Affairs Corp Affairs USGA
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Redacted - First Amendment

Brad Gentry coaching Congressional Women's Softball Game Environmental Council of the States	Contributions Contributions Contributions	Corp Affairs USGA SLA
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Redacted - First Amendment

Smithsonian Ford's Theatre Hawthorne Club Women's Congressional Policy Institute Ducks Unlimited Coast Guard Foundation Citywide Club -- Thanksgiving Homeless Dinner Junior Achievement Houston Hispanic Chamber Greater Houston Black Chamber British American Foundation	Contributions Contributions Contributions Contributions Contributions Contributions Contributions Contributions Contributions Contributions Contributions Contributions	Corp Affairs Corp Affairs Corp Affairs USGA USGA USGA Texas Texas Texas Texas Texas
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Redacted - First Amendment

Louisiana Alive	Contributions	USGA
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Redacted - First Amendment

March of Dimes Foundation	Contributions	USGA
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Washington Government Relations Group (WGRG)	Contributions	USGA
Wyoming Congressional Award Council	Contributions	USGA
Bryce Harlow Foundation	Contributions	USGA
Houston Livestock Show and Rodeo (Black Heritage Night)	Contributions	Texas

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Discretionary	Non-discretionary	Total
	\$10,000,000	\$10,000,000
	\$1,000,000	\$1,000,000
	\$1,000,000	\$1,000,000
\$1,000,000		\$1,000,000
\$250,000	\$300,000	\$550,000
\$500,000		\$500,000
	\$400,000	\$400,000
	\$375,000	\$375,000
\$250,000	\$362,000	\$362,000
	\$250,000	\$250,000
\$250,000	\$0	\$250,000
\$250,000	\$0	\$250,000
\$250,000	\$0	\$250,000
\$250,000		\$250,000
	\$200,000	\$200,000
	\$100,000	\$100,000
\$200,000	\$0	\$200,000
	\$200,000	\$200,000
\$175,000	\$0	\$175,000

\$175,000	\$0	\$175,000
\$150,000		\$150,000
\$150,000	\$0	\$150,000
\$150,000		\$150,000
\$45,000	\$90,000	\$135,000
\$130,000		\$130,000
\$115,000	\$0	\$115,000
	\$105,000	\$105,000
\$70,000		\$70,000
\$100,000	\$0	\$100,000
\$100,000	\$0	\$100,000
\$100,000	\$0	\$100,000
\$100,000	\$0	\$100,000
\$0	\$100,000	\$100,000
	\$100,000	\$100,000
\$95,000	\$0	\$95,000
\$35,000	\$55,000	\$90,000
\$85,000	\$0	\$85,000
\$75,000	\$0	\$75,000
\$70,000	\$0	\$70,000
\$65,000		\$65,000
\$50,000	\$0	\$50,000
\$50,000	\$0	\$50,000
\$50,000	\$0	\$50,000

\$50,000	\$0	\$50,000	
\$50,000		\$50,000	
\$50,000		\$50,000	
\$50,000		\$50,000	
\$50,000		\$50,000	
\$50,000	\$0	\$50,000	
\$50,000	\$0	\$50,000	
\$0	\$50,000	\$50,000	
\$25,000	\$25,000	\$50,000	
\$45,000		\$45,000	
\$40,000	\$0	\$40,000	
\$40,000	\$0	\$40,000	
\$0	\$40,000	\$40,000	
\$10,000	\$25,000	\$35,000	
\$35,000		\$35,000	
\$35,000	\$0	\$35,000	
	\$31,500	\$31,500	
\$25,000		\$25,000	
\$25,000	\$5,000	\$30,000	
\$30,000	\$0	\$30,000	
\$30,000		\$30,000	
\$30,000		\$30,000	
\$0	\$30,000	\$30,000	
\$27,000		\$27,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000		\$25,000	
\$25,000	\$0	\$25,000	
\$25,000	\$0	\$25,000	
\$25,000	\$0	\$25,000	
\$0	\$25,000	\$25,000	
\$0	\$25,000	\$25,000	
\$0	\$25,000	\$25,000	
\$0	\$25,000	\$25,000	

\$0	\$25,000	\$25,000	
\$0	\$25,000	\$25,000	
	\$24,000	\$24,000	
	\$21,000	\$21,000	
\$5,000	\$15,000	\$20,000	
\$20,000		\$20,000	
\$20,000		\$20,000	
\$20,000	\$0	\$20,000	
\$20,000	\$0	\$20,000	
\$0	\$20,000	\$20,000	
\$0	\$17,500	\$17,500	
\$0	\$15,125	\$15,125	
\$15,000		\$15,000	
\$15,000		\$15,000	
\$15,000	\$0	\$15,000	
\$15,000		\$15,000	
\$15,000	\$0	\$15,000	
\$0	\$15,000	\$15,000	
	\$13,500	\$13,500	
	\$12,000	\$12,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
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\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$10,000		\$10,000	
\$0	\$10,000	\$10,000	
\$9,500		\$9,500	
\$0	\$8,500	\$8,500	
\$8,250		\$8,250	
\$6,875	\$0	\$6,875	
\$6,500	\$0	\$6,500	
\$5,000		\$5,000	

\$5,000		\$5,000
\$5,000		\$5,000
\$5,000		\$5,000
\$5,000		\$5,000
\$5,000		\$5,000
\$5,000		\$5,000
\$2,500	\$0	\$2,500
\$1,200		\$1,200
\$1,000		\$1,000

Comments	Location	Business affiliation
<p>national membership</p> <p>May be able to negotiate - 1m/yr to 1.5m over 2yrs. Brett to land strategy with biz execs then execute</p> <p>locked in</p> <p>national membership; need to discuss whether to stay our lower to 250k</p> <p>national membership</p>	<p>Texas</p> <p>Texas</p>	
<p>Note: 2020 includes 250k to be accrued in 4Q</p> <p>Payment 2 of 4</p> <p>We will refresh our strategy for 2021 but this budget is focused on creating allies and includes community institutions like the Birch Bay Library, partnerships with the Lummi Tribe, environmental partnerships including enhancing salmon habitat, key community organizations.</p>	<p>Texas</p>	<p>P&O</p>
<p>We will refresh our strategy for 2021 but this budget is focused on creating allies for the refinery and building support in local communities. It includes local environmental/conservation organizations, community sponsorships, and organizations focused on education and the economy.</p> <p>OR other conservation investment identified in a refreshed Chicago strategy</p>	<p>Chicagoland</p>	<p>P&O</p>
<p>Most influential trade association for oil and gas in Louisiana.</p>		<p>P&O memberships</p>
<p>We will refresh this strategy for 2021 but this budget is focused on partnering with key Toledo-area organizations such as the Children's Museum, the Toledo Symphony, Toledo Mudhens sponsorship, scholarship program for high-achieving high school seniors and more.</p> <p>2019 pledge for \$1m over 5 yrs (\$200k/yr). Yr 2 of 5yr commitment</p>	<p>Texas</p> <p>National memberships</p>	<p>P&O</p>

<p>Increase Lightsourcebp's contribution to a level that would put Kevin Smith on the board of directors.</p>	<p>National memberships</p>	
<p>We will refresh our strategy for 2021 but previously contributions have focused on supporting Chicago school programs, including the science fair, Junior Achievement, the American Heart Association and other activities focused on employee engagement.</p>	<p>Chicagoland National memberships Texas</p>	
<p>discretionary - annual sponsorship of events</p>	<p>C&P memberships</p>	
<p>Includes Cal Chamber, CMTA and Cal Fuels and Convenience Association</p>	<p></p>	
<p>This supports existing wind farms and the development of other alternative energy projects.</p>	<p></p>	
<p>This budget envisions \$50k in Houston for NAGP including local Houston Audubon, Lighthouse and more and \$50k in Chicago to support Janet Kong and her team.</p>	<p></p>	
<p>Examples include employee engagement opportunities for Castrol's Port Allen facility, Houma-area organizations, and BPXE stakeholder opportunities</p>	<p>P&O</p>	
<p>High-visibility program may shift based on a refreshed Chicago strategy</p>	<p>Chicagoland</p>	
<p>Orlando Alvarez sits on their board and has pledged this contribution after we postponed planned 2020 contribution to 2021.</p>	<p>National memberships</p>	
<p>National memberships</p>	<p>Texas</p>	
<p>Membership + sponsorship opportunity at annual meeting in June 2021 in Austin, TX</p>	<p>National memberships</p>	
<p></p>	<p></p>	
<p>Critical business organization in Louisiana.</p>	<p>P&O memberships</p>	
<p>Examples include Naperville and Chicago chambers, Illinois Manufacturers Association</p>	<p>Chicagoland</p>	
<p>State and local memberships, including local chambers, state chamber and Indiana Manufacturers Association</p>	<p>P&O memberships</p>	
<p></p>	<p></p>	
<p>Includes: NY/NJ scholarships, NJ special olympics, CA legislative forum</p>	<p></p>	
<p>Critical ally and advocate and entrée into African-American communities</p>	<p>Chicagoland</p>	
<p>Organization may shift based on a refreshed Chicago strategy</p>	<p>Chicagoland</p>	

could shift based on a refreshed Chicago strategy	Chicagoland Texas	
Critical business organization in Louisiana.	National memberships Chicagoland	
This includes all of the area chambers of commerce This includes all of the area chambers of commerce		P&O memberships P&O memberships
SCIA, Houma business organizations, Castrol/Port Allen organizations	Texas	P&O memberships
inclusdes engagement with tribal nations related to Superfund sites and other stakeholder engagement opportunities	Texas	P&O
DC membership	Texas Texas Texas Texas Texas	National memberships
This supports the common ground alliance representing the underground utility industry. Supports USPL business which shares this cost.	National memberships Chicagoland	

Committed ref. Cindy Berkman

DC membership

TSRA, MPA, Montana Chamber

NY and PA business associations important for TCI effort.

P&O memberships

Gas and Low Cabon memberships

Sponsorship of events held by this organization that includes environmental regulatory agencies from every state and USEPA.

DC membership

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DC membership

Texas

Texas

Texas

Texas

Texas

DC membership

DC membership

Texas

DC membership
DC membership
DC membership

Texas

Actions
<p>Joe/Mary to discuss with Dave/GSM option for discretionary / with potential impact on membership status Brett to run traps with Orlando and Star and pursue the strategy</p>
<p>2021 last yr of multi-year agreement at this rate</p>
<p>2021 last yr of multi-year agreement at this rate</p>

follow up on AWEA w joe

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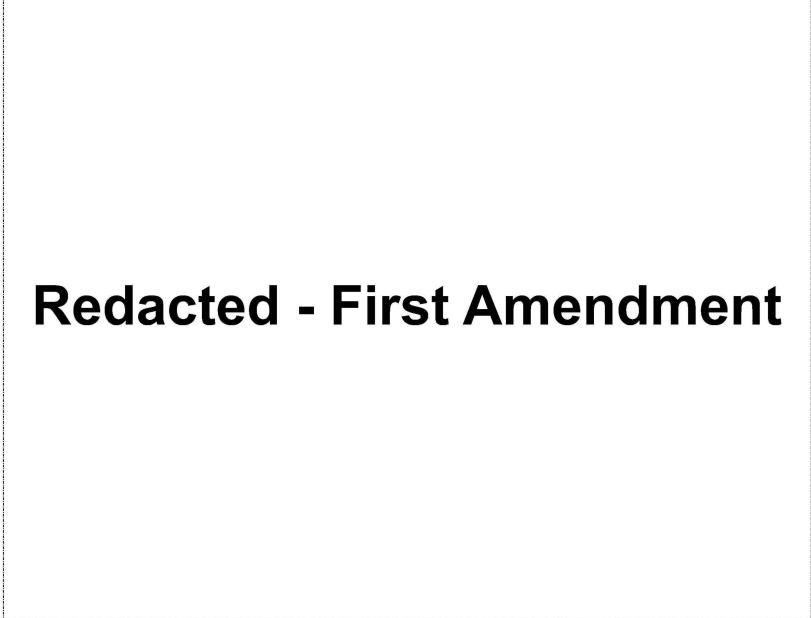
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Row Labels	Sum of Discretionary	Sum of Non-discretionary	Sum of Total
Contributions	\$3,371,500	\$4,258,500	\$7,630,000
Events	\$350,000	\$380,000	\$730,000
Lobbying/Consulting	\$1,152,800	\$2,833,000	\$3,985,800
Memberships	\$3,471,325	\$10,916,625	\$14,387,950
Rent and other	\$187,000	\$3,591,917	\$3,778,917
T&E	\$700,000		\$700,000
Unallocated	\$265,000		\$265,000
Grand Total	\$9,497,625	\$21,980,042	\$31,477,667

Row Labels	Sum of Discretionary	Sum of Non-discretionary	Sum of Total
Comms	\$105,000	\$1,173,521	\$1,278,521
Events	\$15,000	\$380,000	\$395,000
Lobbying/Consulting	\$50,000	\$680,000	\$730,000
Rent and other		\$113,521	\$113,521
Unallocated	\$40,000		\$40,000
Corp Affairs	\$1,493,200	\$4,203,396	\$5,696,596
Contributions	\$290,000	\$825,000	\$1,115,000
Events	\$215,000		\$215,000
Memberships	\$11,200		\$11,200
Rent and other	\$177,000	\$3,378,396	\$3,555,396
T&E	\$700,000		\$700,000
Unallocated	\$100,000		\$100,000
Int'l Affairs	\$45,875	\$381,125	\$427,000
Events	\$5,000	\$0	\$5,000
Memberships	\$40,875	\$381,125	\$422,000
PAC	\$10,000	\$590,000	\$600,000
Contributions		\$400,000	\$400,000
Lobbying/Consulting		\$190,000	\$190,000
Rent and other	\$10,000		\$10,000
Policy	\$910,000		\$910,000
Contributions	\$500,000		\$500,000
Events	\$15,000		\$15,000
Memberships	\$395,000		\$395,000
SLA	\$4,382,800	\$350,000	\$4,732,800
Contributions	\$1,745,000	\$250,000	\$1,995,000
Lobbying/Consulting	\$1,102,800	\$0	\$1,102,800
Memberships	\$1,535,000	\$100,000	\$1,635,000
Texas	\$628,250	\$2,827,000	\$3,455,250
Contributions	\$295,000	\$2,593,500	\$2,888,500
Events	\$100,000		\$100,000
Lobbying/Consulting		\$120,000	\$120,000
Memberships	\$158,250	\$113,500	\$271,750
Unallocated	\$75,000		\$75,000
USGA	\$1,922,500	\$12,455,000	\$14,377,500
Contributions	\$541,500	\$190,000	\$731,500
Lobbying/Consulting		\$1,843,000	\$1,843,000
Memberships	\$1,331,000	\$10,322,000	\$11,653,000
Rent and other		\$100,000	\$100,000
Unallocated	\$50,000		\$50,000
Grand Total	\$9,497,625	\$21,980,042	\$31,477,667



Redacted - First Amendment