2016 Annual Report

FEDERATION FOR AMERICAN IMMIGRATION REFORM





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MESSAGE FROM THE CHAIRMAN

FAIR's founders had the vision and gumption to fight for the rights of Americans who were hurt most by our dysfunctional immigration policies. I've heard them say, "We thought we'd succeed in about five years and fold up shop." However, powerful special interest groups had other ideas and vastly more money than FAIR. As a result, we have had to play defense for decades. We're now on offense for a change, but we're still not out of the woods because the opposition is deeply entrenched, and its pockets are as deep as ever.

During my career in high tech product development, I watched many companies naively champion globalization as they moved factories and high paying jobs offshore. They took advantage of lower-wage workers wherever they could, always reducing U.S. staff. My colleagues, friends, supervisors, and employees were picked off one by one and in batches. Then my day came at age 56 after 36 years on the job. Only FAIR saw fit to create and air video segments of brave souls who were willing to tell the details of their terminations and the requirement that they train the foreigners who were about to replace them.

FAIR staff members have 1,000 years of cumulative work history on the immigration front, and they are so knowledgeable that researchers and government staff members call them daily to get the truth.

On behalf of the FAIR Board of Directors, we are all proud to serve in this immigration policy work. Proper approaches and constructive solutions are essential if we are to ensure our national viability through the 21st Century.

Da Collins

Donald Collins Chairman, FAIR Board of Directors



MESSAGE FROM THE PRESIDENT

The Federation for American Immigration Reform's early visionaries foresaw how the future would unfold with surprising accuracy. But few could have foreseen the tumultuous election year of 2016, a year that moved immigration policy to the very top of the national agenda. Candidate and well-known business mogul Donald Trump placed the immigration agenda visibly into his successful presidential campaign – perhaps at an intensity unprecedented in American history. High-level attention brought high-level demands. FAIR met them at every conceivable point.

In doing so, unique challenges were presented to FAIR. Our goal: to advance our mission of public education on the nature and implications of immigration policy options within the rough and tumble world of an emotional national debate.

Rarely has the national polarization been more apparent. FAIR offered its best assessment of the various proposals offered, as well as a strong series of recommendations, regardless of who was elected, on how the nation should move forward. In doing so, FAIR vindicated its decades-long commitment to accuracy, responsibility and credibility.

This track record has been rewarded by an unprecedented expansion in FAIR's visibility and success in its digital platform world. Reaching over a million people daily now, FAIR continues to increase in influence and impact.

A new administration has taken over from one that – for eight years – seemed overtly hostile to all phases of immigration limits and enforcement. President Trump's focus on immigration enforcement and a reduction on overall immigration portend great demands on FAIR moving forward. There is opportunity here. A defense of sound policy, and a constructive critique of those that could leave the nation vulnerable mean FAIR's many years of expertise will be put to the test as never before.

Indeed, all this is exactly why FAIR was founded. The need has never been greater.

Daniel Stein FAIR President

RESEARCH & PUBLICATIONS

FAIR's timely, relevant and balanced research and publications continue to be mainstays of FAIR's work and reinforce our public education and policy priorities. FAIR's Research team produced a high volume of concise, fact-filled, media-friendly reports in 2016. These printed and online reports included:



President Obama's Record of Dismantling Immigration Law Enforcement: 2009-2015, (February 2016).

President Obama instituted *de facto* amnesty for millions of illegal aliens through executive policy decisions. The report chronologically details the actions and omissions of the Obama administration since 2009. The nature of the actions vary, but all were designed to gut our immigration laws.



The Role of State and Local Governments in Immigration Enforcement, (August 2016).

With 12 million illegal aliens currently in the U.S., every state is subject to problems related to an unplanned influx. This hands-on policy guide helps citizen activists understand the policies, remedies and most promising solutions to restore a productive federal-state enforcement connection.



The Elephant in the Classroom: Mass Immigration's Impact on Public Education, (September 2016).

Public school districts across the United States suffer under a massive unfunded mandate imposed by the federal government: the requirement to educate millions of illegal aliens, refugees and legal immigrant students at a cost of \$59.8 billion annually.



U.S. Immigration and the Environment, (September 2016).

Reducing immigration is essential to achieving environmental sustainability in the United States. But even effective environmental sustainability policies will ultimately fail if U.S. immigration and population continues to grow as projected.

Immigration Priorities for the 2017 Presidential Transition, (November 2016).

This Transition plan was introduced at a news conference held at the National Press Club on November 29, 2016 and delivered to the Trump transition team on December 1, 2016. The report suggests several priorities FAIR believes should be at the center of immigration reform in the U.S.

In addition to our fully published reports, FAIR's research experts produced timely and engaging issue briefs on the most current issues affecting the immigration debate:

- E-Verify Legislation in the States
- Noncitizens, Voting Violations and U.S. Elections
- Phase Down Mass Immigration
- Examples of Serious Crimes by Illegal Aliens
- The Truth About the Priority Enforcement Program (PEP)
- Criminal Aliens
- FAIR Answers FWD.us's Questions to Donald Trump
- The Role of State & Local Law Enforcement in Immigration Matters and Reasons to Resist Sanctuary Policies

- United States v. Texas: A Primer on the Supreme Court Immigration Case
- Temporary Protected Status
- Illegal Alien Removals in 2015
- Immigration Basics: Human Trafficking.

FAIR's Research team also published 45 blog posts to FAIR's daily on-line feature blog, ImmigrationReform.com.



IN THE MEDIA

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

With the 2016 elections being one of the most important in recent history, FAIR worked hard to ensure that the immigration debate was front and center. Throughout the course of the year, FAIR used daily media opportunities to drive home to the American people the many ways their interests and security had been undermined by Obama administration policies and by a spineless Congress unwilling to challenge the president's actions.

In 2016 FAIR's Media spokesmen presented the case for true immigration reform to local, national, and international audiences conducting almost 330 radio interviews, 340 print and online interviews, and over 85 live or taped television interviews through news outlets including ABC, Associated Press, *The Atlanta Journal-Constitution*, CBS, CNN, Cox Media Group, Fox News, *The Hill, Los Angeles Times*, MSNBC, *The New York Times*, NewsMax TV, *Pittsburgh Post-Gazette*, *Pittsburgh Tribune-Review*, Telemundo, Univision, Voice of America, *The Washington Post, The Washington Times*, and hundreds of others. Over the year, we were called upon to discuss such topics as the refugees crisis, *Unites States v. Texas*, polling, sanctuary policy, Florida Disney ads (H-1B abuse), 2016 elections, border wall, economics/costs of illegal immigration, border surge, deportation numbers, benefits for illegal aliens, Syrian refugees, President elect Trump's immigration plan and policies and others.

Public Outreach

For years, FAIR has been fighting the perception in the media that immigration is a divisive Left-Right issue, making the case instead that it is an issue that pits the majority of Americans versus a small social, economic and political elite. As 2016 unfolded, our vision of what is at stake in the immigration debate was vindicated by voters.

The unlikely election of Donald Trump as the 45th President of the United States exemplified how the terms of the immigration debate have changed. The message that voters in this country delivered in 2016 is the same one FAIR has been making for years: Mass immigration comes at the expense of ordinary citizens who are struggling to make a decent living. It is a message that even the elite media now find hard to dismiss. FAIR reaches millions of Americans every year, educating them on the impacts mass immigration has in their communities and on our nation as a whole. We are where Americans are—on the airways, in print and over the Internet.

On the Airwayes

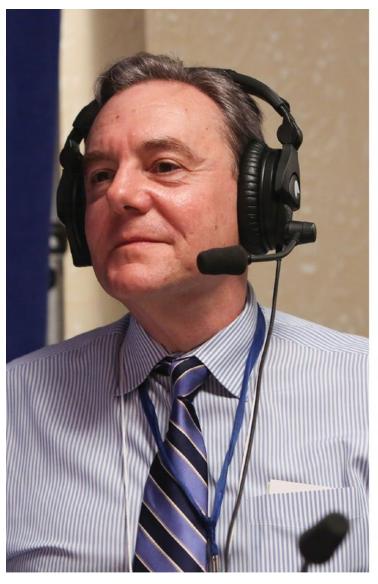
FAIR's 10th annual Hold Their Feet to the Fire could not have been timelier. This event took place on June 22nd and 23rd in Washington, DC and was a resounding success. Similar to the previous 10 years, almost 50 national and local talk radio hosts participated in interviewing over 62 guests consisting of leading immigration policy experts, members of Congress, and law enforcement officials. These interviews produced over 300 hours of live radio focusing on challenges in U.S. immigration policy.

During the course of the 2016 Hold Their Feet to the Fire, the Supreme Court handed down its decision on United States v. Texas to uphold the injunction blocking implementation of two massive (and unconstitutional) executive amnesty programs President Obama announced in 2014. Then on the second day of the event, voters in the United Kingdom voted to leave the European Union.

This event figures prominently in the national immigration debate, and produces millions of dollars in valuable airtime devoted to the issue. Over the last decade, FAIR's Hold Their Feet to the Fire has been an important factor in the demise of Congressional attempts to increase immigration and grant amnesty to millions. This extraordinary event reaches millions, and is widely viewed as unique in the area of American public policy.

FAIR ran frequent national television ads throughout 2016. One ad encouraged Americans to "come out of the shadows" while a second ad underlined how mass immigration has hurt the wages of American workers, jammed our schools, hospitals, and highways and concludes that it's time to "phase down immigration so we can phase Americans back in." These ads reached a national audience on TV shows such as Fox and Friends, The Five, and others.

There were also hundreds of **public educational ads** that ran both nationally and in selected states (with special emphasis on Florida), about laid-off Disney worker Leo Perrero), who discussed H-1B visa abuse and his experience being replaced by a foreign worker. An ad featuring four sheriffs from across the country challenged President Obama and Congress to enforce immigration laws and stop sanctuary cities in order to keep Americans safe.

















These ad campaigns were accompanied by extensive companion social media initiatives targeting specific demographic groups that need to know about these issues.

The Internet offers almost limitless ways to reach different segments of the U.S. population. FAIR used this to our advantage through several digital advertising campaigns and videos. FAIR's *The Obama Immigration Policy Timeline Wrecking Ball* internet ad, created using the information in the *President Obama's Record of Dismantling Immigration Law Enforcement* publication, was promoted on our social media sites and viewed **9.1 million times.**

In print

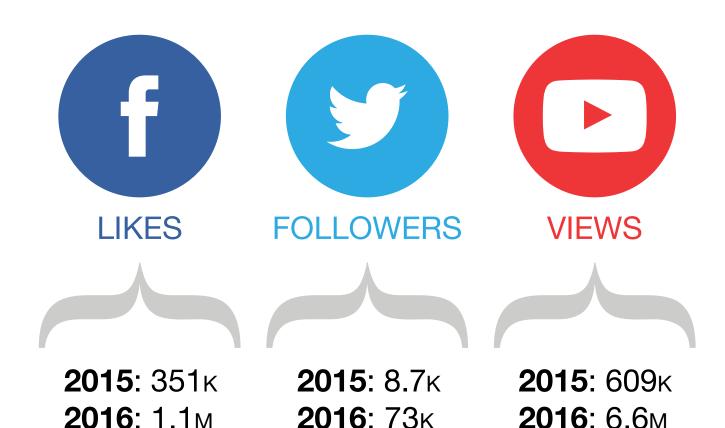
The media are not always even-handed in their coverage of immigration. That's why FAIR helps shape the debate by writing opinion editorials. We ensure that Americans hear important viewpoints on current immigration events. Here is a sample or what our editorial team produced in 2016:

- The Administration's .001 Percent Immigration Ploy, January 8, 2016, Townhall.com
- Amnesty is not immigration reform: Opposing view, January 14, 2016, USA TODAY
- How Will U.S. Immigration Policy Change This Year? February 3, 2016, Q & A with TheDialogue.org for their edition of Latin America Advisor
- Why United States v. Texas is the most important case the Court will decide this year, February 9, 2016, ScotusBlog.com
- The Obama Administration is Not Cracking Down on Sanctuary Cities, March 3, 2016, Townhall.com
- The Mass Deportation Straw Man, March 25, 2016, The Daily Caller
- Will Bernie Sanders Please Explain Why Outsourcing Jobs is Bad, but Insourcing Workers is Good? April 1, 2016, Townhall.com
- The Most Important Constitutional Case the Supreme Court Will Decide This Year, April 15, 2016, The Daily Caller
- Why Immigration Is Shaking Up the 2016 Election, May 6, 2016, Voices Magazine
- Administration's Plea to SCOTUS is Wrong, May 19, 2016, Townhall.com
- Who Trump Supporters Are Really Angry With: The Elite, August 1, 2016, The Daily Caller
- On Immigration Trump Needs to Sell, Not Soften; Add not Subtract, August 29, 2016, Fox News Latino
- Opposing View: We Need a Border Fence, and More, September 1, 2016, USA TODAY
- What Will Trump Do About the 11 Million Illegal Immigrants? September 28, 2016, The Hill
- Immigration Expert: U.S. Refugee Vetting 'Criminally Irresponsible', October 7, 2016, LifeZette
- Immigration Roars in Campaigns, Squeaks in Debates, October 20, 2016, The Hill
- Article Misleads About Immigration Law, is Unfair to Organization, October 23, 2016, The Victorville Daily Press
- Trump Taps General Kelly to Clean up Obama Mess at the DHS, December 8, 2016, The Hill

On the web

FAIR's digital footprint grew substantially through the Internet as we continued to expand our range and scope on all our digital platforms including our main website FAIRus.org and blog site ImmigrationReform.com. FAIR increased its social media presence on Facebook, Twitter, Instagram, and YouTube using multimedia technologies to reach millions of Web users. FAIR saw tremendous growth in 2016 with our Facebook fans growing to 1.1 million along with over 82,000 Twitter followers. That represents a nearly 300% growth in Facebook fans and a 900% growth in Twitter followers in 2016. FAIR's published blogs reached over 1.2 million people on Facebook and generated over 80,000 page views. Almost one million journalists, pundits, and avid news followers receive information from FAIR every month through our growing Twitter network. Major media influencers often retweet FAIR's commentary and new research, which magnifies our voice.

FAIR's Web team sees to it that FAIR's resources including legislative analyses, research reports, blogs, media, and the like, are updated daily and readily available to Internet users seeking to follow immigration policies and issues.





COMMUNITY ENGAGEMENT

The 2016 elections proved that civic-minded people around the country are speaking up as never before on behalf of sound immigration policies. FAIR provides citizen groups the information and support they need to create change in their communities and at the national level.

Refugee Resettlement

Activists around the nation continue to call FAIR and express their great concern for refugee resettlement into our nation, particularly refugees from known terrorist producing countries. In 2016, roughly 85,000 refugees were resettled in the U.S. Approximately 12,000 of them hailed from Syria, Iran and Sudan, countries considered "State Sponsors of Terrorism" by the U.S. State Department. By allowing a mass migration of refugees, particularly those from places where religious or political violence is rampant, we open ourselves up to possible terrorist threats.

In 2016, FAIR set up regional activist teams within states to attend quarterly meetings to find out what each state's refugee coordinator is proposing. Our activists learned how the process works and what they can do to help stem the tide of refugees into their state. To their surprise, State coordinators from the Office of Refugee resettlement are noticing for the first time that local citizens are attending these meetings, which were formerly closed to the public.

Sanctuary Cities

Sanctuary policies are laws, ordinances, resolutions, executive actions, or any initiatives that prohibit local officials from inquiring, acting on, or reporting an individual's immigration status—even when there is reasonable suspicion that an individual is in the country illegally.

In cities across the country, local jurisdictions have gone so far as to shield illegal aliens by adopting policies that actually **restrict** state and local police from cooperating with federal authorities. In all but the most serious cases, they are being directed to ignore U.S. Immigration and Customs Enforcement (ICE) detainer requests. Cities with such non-cooperation policies are labeled "Sanctuary Cities." The U.S. is currently home to more than 300 sanctuary jurisdictions.

In 2016 FAIR's pro-active effort centered on developing strategy for a major activist push to reverse existing sanctuary policies in major U.S. cities, including Los Angeles, Houston and Philadelphia.

Activists Around the Country

FAIR's Field team is always on the road promoting true immigration reform in communities across America. FAIR's Field team recruits, educates, and organizes immigration reform activists, state advisors, and groups around the country

In 2016, the Field team made many presentations on the importance of continued opposition to amnesty and to educate about the high costs of mass immigration. Meetings were conducted in over 20 states including group meetings and conference calls with State Advisors and activists in North Carolina, Texas, Arkansas, Tennessee, Kansas, Colorado, Oregon, Arizona, Maine, California and Idaho regarding refugee resettlement.

In response to the New Orleans Police Department's new sanctuary city policy, FAIR's field staff organized meetings with the Greater New Orleans Tea Party and the Algiers Federation of Republican Women. When Louisiana State Representative Valarie Hodges saw the announcement of the meetings, she contacted our staff and requested a meeting to discuss her proposed anti-sanctuary legislation.

Our ongoing association with the nation's sheriffs continues to be valuable. In 2016 FAIR's Field team attended the National Sheriffs Association meeting in Washington, DC and FAIR helped to sponsor the sheriffs' welcome dinner.



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.

Government Relations

2016 began with the second session of the 114th Congress, the last year of Obama's presidency, and the start of primaries and caucuses to determine the Republican and Democratic nominees for the November election. Defying the notion that nothing gets done in Congress during a presidential election year, FAIR's Government Relations team was extremely active in 2016 conducting significant outreach on Capitol Hill.

In 2016, FAIR successfully accomplished its top priority of expanding its presence on Capitol Hill securing meetings with key leaders to discuss the importance of an immigration enforcement agenda. FAIR's legislative team offered itself as subject matter experts and a valuable resource going forward. While no standalone immigration bills received floor votes in either chamber, FAIR's was heavily involved in advising the appropriations process.

Our legislative experts helped Congressional offices draft bills, particularly on sanctuary cities and so-called sanctuary universities that could be introduced in the opening days of the 115th Congress. We worked behind the scenes with the Trump transition team to set forth a plan to advance the bills favored by the President-elect within the first 100 days. This included aiding Senator Pat Toomey (R-PA) in the drafting of an Executive Order the Trump administration could issue to implement Toomey's Stop Dangerous Sanctuary Cities Act.

In the last months of 2016, the Obama administration was busy finalizing new regulations that weakened existing immigration laws and expanded work authorization beyond what Congress had legislated. Government Relations developed materials to assist the Trump administration through the "notice and comment" period to reverse these regulations and restore integrity to the system.

State Legislatures

FAIR's State and Local legislative experts continue 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 and question.

In 2016, our State and Local team drafted and issued FAIR's first legislative agenda for state and local lawmakers and created a comprehensive review of refugee resettlement data for all 50 states.

Other accomplishments in 2016 by our State and Local legislative team included:

- Reviewing almost 1,000 bills in all 50 states and the District of Columbia while continuing to monitor the status and hearing updates for about 500-600 of those bills.
- Assisting nearly two dozen state and local lawmakers and staff, providing them with legislative assistance, research, and educational materials and other consultation as requested.
- Drafting and provided at least 20 bills and draft initiative language for state legislatures.
- Providing specific bill summary, analysis, and talking points for more than a dozen bills in states across the country.
- Contributing at least 45 stories to FAIR's weekly legislative update and website, and drafted 62 blogs for ImmigrationReform.com.
- Issuing 46 activist alerts, informing FAIR members of key hearings and votes on legislation in their state.



MEMBERSHIP

For over three and a half decades, the Federation for American Immigration Reform has represented the interests of the American people in immigration policy considerations. We are a membership organization with a support base of almost 1.3 million diverse members and supporters to whom we are truly indebted.

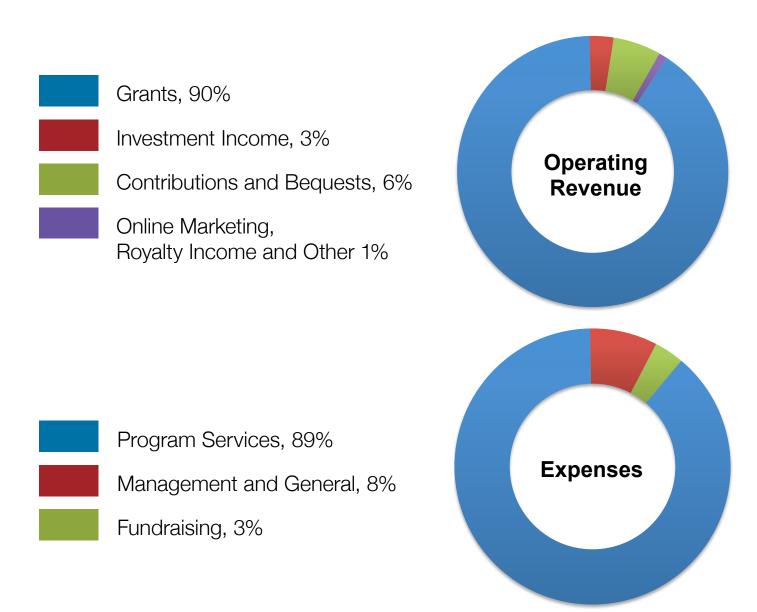
Throughout his presidential campaign, President Donald Trump promised sweeping changes to an immigration system that had been allowed to unravel under the previous administration. The next four years is our opportunity to encourage Americans to promote the idea that immigration should be limited to reflect the ecological, social, and economic interests of the nation – not just the special interests that seek lower-wage labor or strategic political influence. Our ability to inform, educate and engage the public is made possible because of the long-term vision and commitment of foundations and individual contributors.

FAIR meets the high standards of operation, truthfulness, and disclosure in fundraising of the Better Business Bureau's Wise Giving Alliance for charity accountability. We have also earned the highest rating of Charity Navigator: four out of a possible four stars, and Top Rated status with Charity Watch.

As we are in the midst of this defining moment in our history, our members and other supporters can see just how much they are needed and appreciated. If not us, who?

CONSOLIDATED STATEMENT OF **ACTIVITIES**

For the Year Ended December 31, 2016 (With Summarized Financial Information for the Year Ended December 31, 2015)



Operating Revenue and Expenses

1 0	1				
	Unrestricted	Temporarily Restricted	Permanently Restricted	2016 Total	2015 Total
OPERATING REVENUE AND SUPPORT					
Grants	5,925,243	5,492,400		11,417,643	7,558,080
Investment income	258,480	104,197		362,677	1,059,773
Contributions and bequests	720,310			720,310	648,389
Online marketing	66,252			66,252	78,287
Royalty income	15,516			15,516	40,994
Other income	40,450			40,450	685
Net assets released from restrictions:					
Satisfaction of program restrictions	6,090,997	(6,090,997)			
Total Operating Revenue And Support	13,117,248	(494,400)		12,622,848	9,386,208
EXPENSES					
Program Services:					
Media	6,345,555			6,345,555	1,381,786
Government relations	1,096,492			1,096,492	982,797
Public education	954,682			954,682	697,204
Immigration Reform Law Institute (IRLI)	928,799			928,799	691,579
Field	535,151			535,151	582,491
Research and publications	405,948			405,948	440,191
Membership education and service	375,093			375,093	475,603
Lobbying	171,035			171,035	212,533
Public interest legal	45,477			45,477	46,878
FAIR Congressional Task Force (FCTF)	4,226			4,226	5,390
Total Program Services	10,862,458			10,862,458	5,516,452
Supporting Services:					
Management and general	971,193			971,193	973,820
Fundraising	427,385			427,385	485,719
Total Supporting Services	1,398,578			1,398,578	1,459,539
Total Expenses	12,261,036			12,261,036	6,975,991
Change in net assets before unrealized gains on investments	856,212	(494,400)		361,812	2,410,217
Unrealized gains on investments	(233,223)	(100,242)		(333,465)	(1,141,575)
CHANGE IN NET ASSETS	622,989	(594,642)		28,347	1,268,642
NET ASSETS, BEGINNING OF YEAR	9,024,325	3,834,831	2,531,324	15,390,480	14,121,838
NET ASSETS, END OF YEAR	\$9,647,314	\$3,240,189	\$2,531,324	\$15,418,827	\$15,390,480

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STAY INFORMED, GET INVOLVED, MAKE A DIFFERENCE!

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

policies that serve the inter			
ENCLOSED IS MY DONA ○\$1,000 ○\$500 ○\$25 ○\$25 ○Other \$	0 0\$100	○\$50	
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IN ADDITION TO MEMBERSHIP AND GENERAL DONATIONS, THERE ARE OTHER OPPORTUNITIES FOR SUPPORTING OUR WORK.

PLEASE SEND ME INFORMATION ABOUT:

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

All contributions to FAIR are tax deductible.

To learn more about FAIR, the need for immigration reform, and what you can do, visit us on the web at FAIRus.org.

