



Federation for American Immigration Reform

2018 Annual Report

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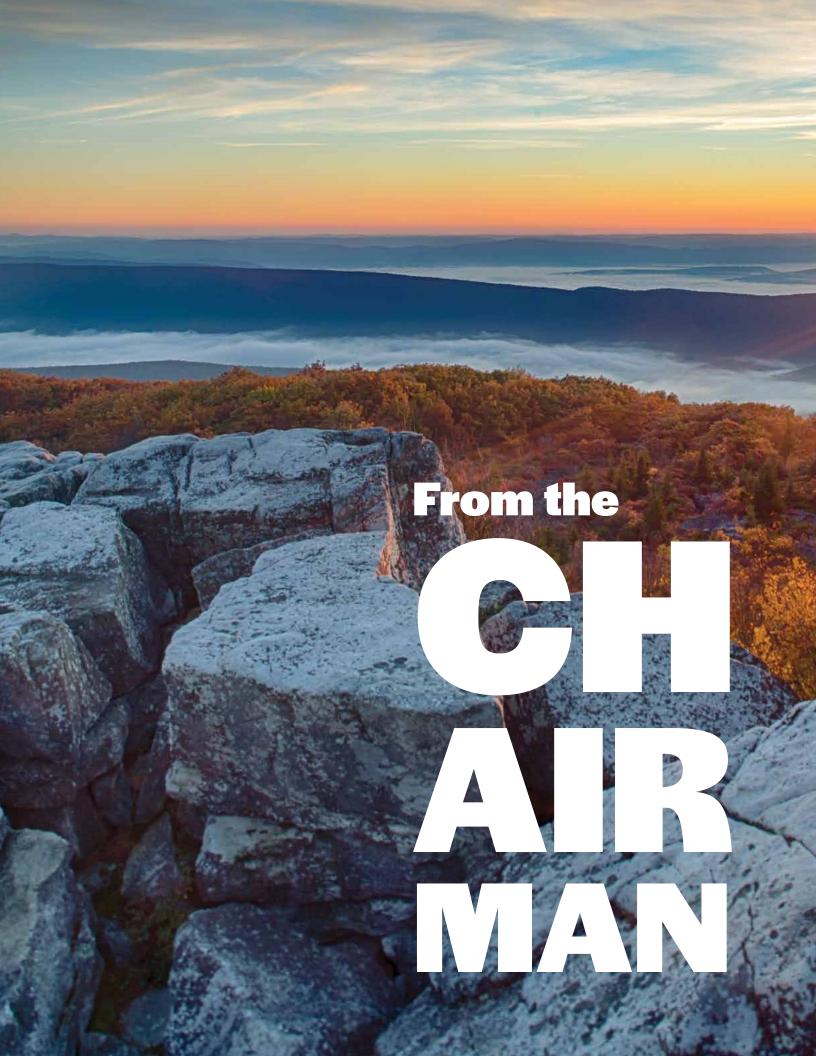
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FAIR is dedicated to promoting public understanding and critical thinking about immigration's impact on every aspect of life in America.

Our mission is to examine immigration trends and effects, to educate the American people on the impacts of sustained high-volume immigration, and to discern, put forward, and advocate immigration policies that will best serve American environmental, societal, and economic interests today and into the future.

United with and supported by concerned citizens who are willing to take action to secure our nation's future, we fight battles across the country against those who would exploit the national immigration policy to enhance their private interests or political power.





In 2018, immigration policy dominated the news from start to finish.

A government shutdown over border security funding; organized "caravans" of migrants intent on exploiting our asylum laws; self-imposed limitations on detention of migrants that led to separation of families at the border; surges of unaccompanied minors; and growing caseloads that threaten to paralyze our federal judiciary, to name just a few.

Against this backdrop of chaos and crisis, FAIR demonstrated its metal. During the course of the year, FAIR consulted closely with policymakers in the White House and leading congressional figures seeking commonsense solutions to the nation's immigration crises. FAIR provided a steady stream of analysis of breaking events in the media, often as the lone counterbalance to misleading coverage by the mainstream media itself.

At the same time, FAIR fulfilled its educational mission by turning out reports and studies about a wide array of immigration issues. And, around the country, FAIR worked with citizens to enact state and local laws aimed at protecting the public interest, while fighting back against efforts to protect and reward immigration lawbreakers. Also, at the local level, FAIR solidified its relationship with sheriffs and other law enforcement departments.

In 2018, FAIR's role in shaping U.S. immigration policy included:

- Frequent contact with high level policymakers in the Executive Branch and high profile members of Congress
- Unprecedented traditional and social media access to the American public

- Record number of op-eds published in leading print and online journals
- Groundbreaking studies of key aspects of immigration policy
- · Greater policy influence at the state and local level through citizen activists

All of this was made possible by the hard work of FAIR's dedicated staff and by our generous donors who supported our work in 2018.

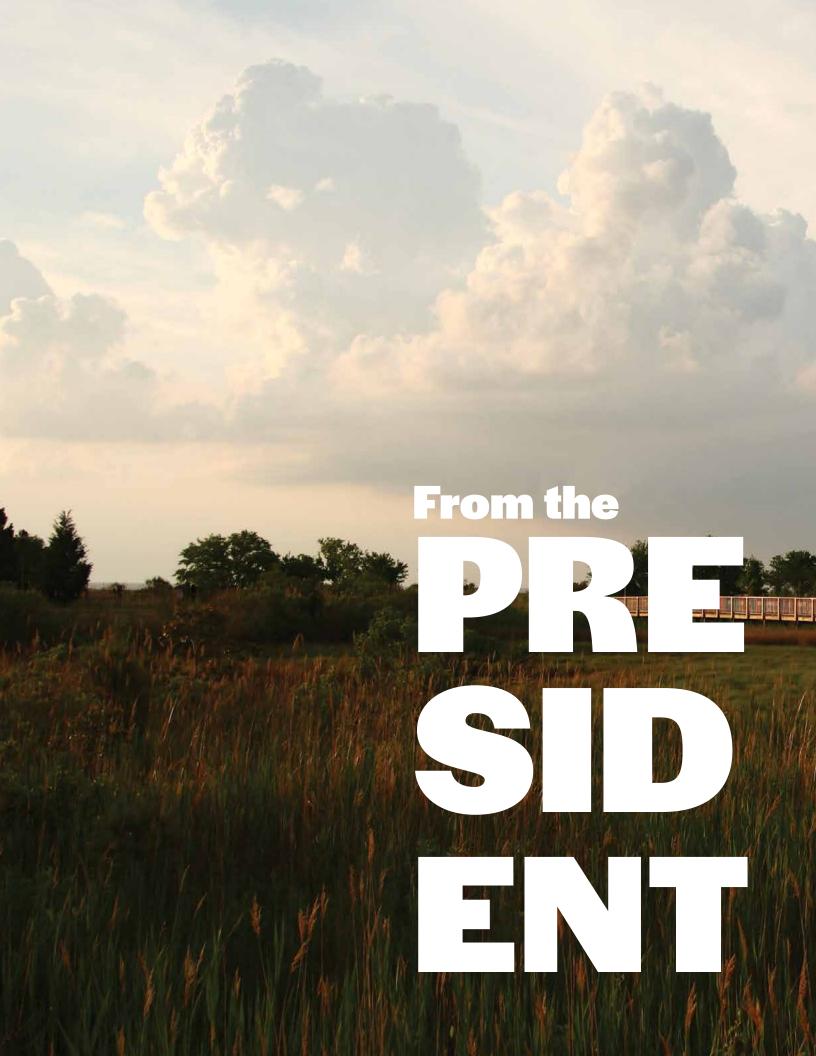
Once again, FAIR's signature event was our annual "Hold Their Feet to the Fire" (F2F) radio row. F2F 2018 was the largest and most successful such event to date, drawing more than 60 national and local talk radio hosts who broadcast to listeners in all 50 states. Our social media reach - and increasingly important educational and advocacy tools also grew. With more than 2 million Facebook followers, 293 thousand Twitter followers, and 50 million YouTube views, FAIR not only has the ability to reach unprecedented numbers of people directly, but generate thousands of "shares" for our blogs and published op-eds.

This ability to reach ever-growing numbers of Americans with commonsense ideas for true immigration reform translates into our ability to influence policy decisions at all levels of government.

On behalf of the entire FAIR Board of Directors, we are proud to be a part of the important contributions we made in 2018 on an issue that is critical to the future of our country.

Da Collin

Donald Collins. Jr. Chairman, Board of Directors



"Energy directed by a unified will is almost the definition of genius." - W. Durant

So it was in 2018, as FAIR worked tirelessly to educate the public on the wisdom behind the needed policy reforms that would prevent the very crisis that emerged all along our southern border. Anchored by a sympathetic White House, FAIR members and activists reached across the country in the single-minded pursuit of goals long-established by commission after commission: Reduced immigration under policies that will ensure respect for law as a cornerstone of citizenship.

As immigration policy touches on all aspects of American life, so the public debate over immigration affects all Americans in all stations and circumstances. 2018 brought a renewed debate at a fever pitch, driven by vocal politicians and the unrelenting driving force of people with everything to gain and nothing to lose by making the attempt to get here.

At the beginning of 2018, we fully expected to see major changes and perhaps even significant action in the Congress to bring our laws up to date. But alas, as John Keegan observed (with reference to the Schlieffen plan), "Plans do not determine outcomes." So it was that the political deadlock prevented effective action at a time when it would have made the most difference. Yet we proceed undaunted into the future.

Throughout this year, FAIR reached out to affected Americans and impact communities with our broad public education initiatives. Engagement is the watchword as we continue to build a national network in the

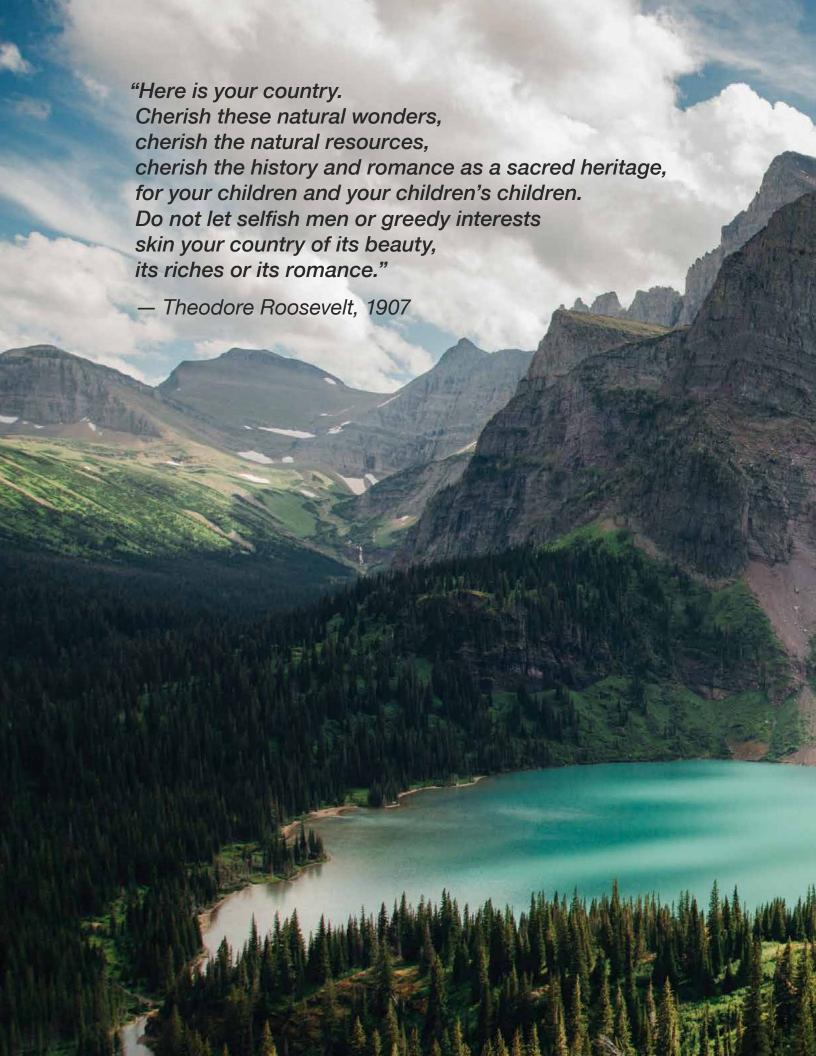
millions - shared understanding and commitment to ensure the existential threat that exists through uncontrolled borders can be brought back under some sensible controls.

Our on-line engagement program continues to grow every day. Innovative educational content keeps tens of thousands of Americans interested and engaged on a recurring basis. Our presence on radio, print and TV (in an altered landscape) hit new heights.

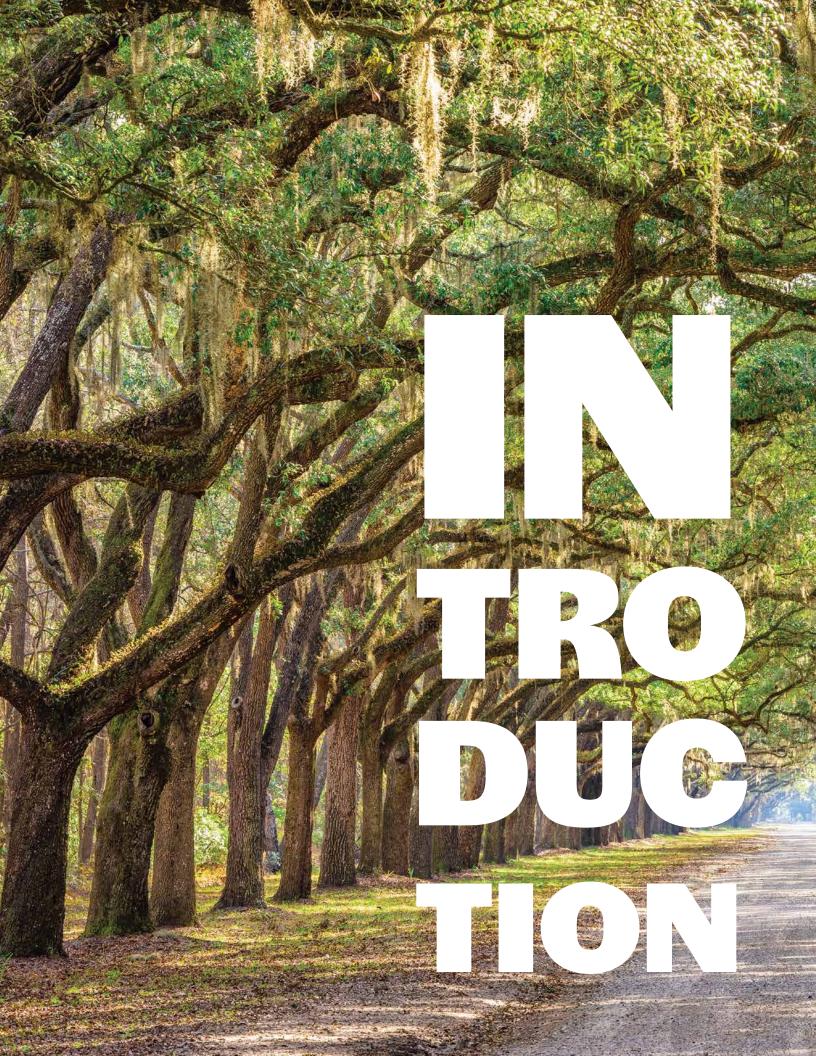
Indeed, FAIR reached new summits in its educational outreach undertakings. Major instructional videos on such topics as "chain migration" and "border operations" reached millions of viewers, while innovative targeted initiatives brought activist opportunities to subpopulations that normally do not get to hear tailored messages. The nimble field education programs help bring public understanding of even the most sophisticated policy questions to the minds of Americans in communities across the country.

Our work could never be possible without the committed membership and dedicated activists who put aside their time and talents to be a force multiplier in countering the irresponsible actions of cheap labor interests and professional power brokers. 2018 was a year that produced significant action within the Executive Branch, and all of us played a role in helping ensure those activities produced the best possible results. My hat is off to each and every one of you.

Dan Stein **FAIR President**







Founded in 1979, the Federation for American Immigration Reform (FAIR) has worked for nearly four decades to educate the public about the critical need for sound immigration policies which would bring population flows to a more natural level.

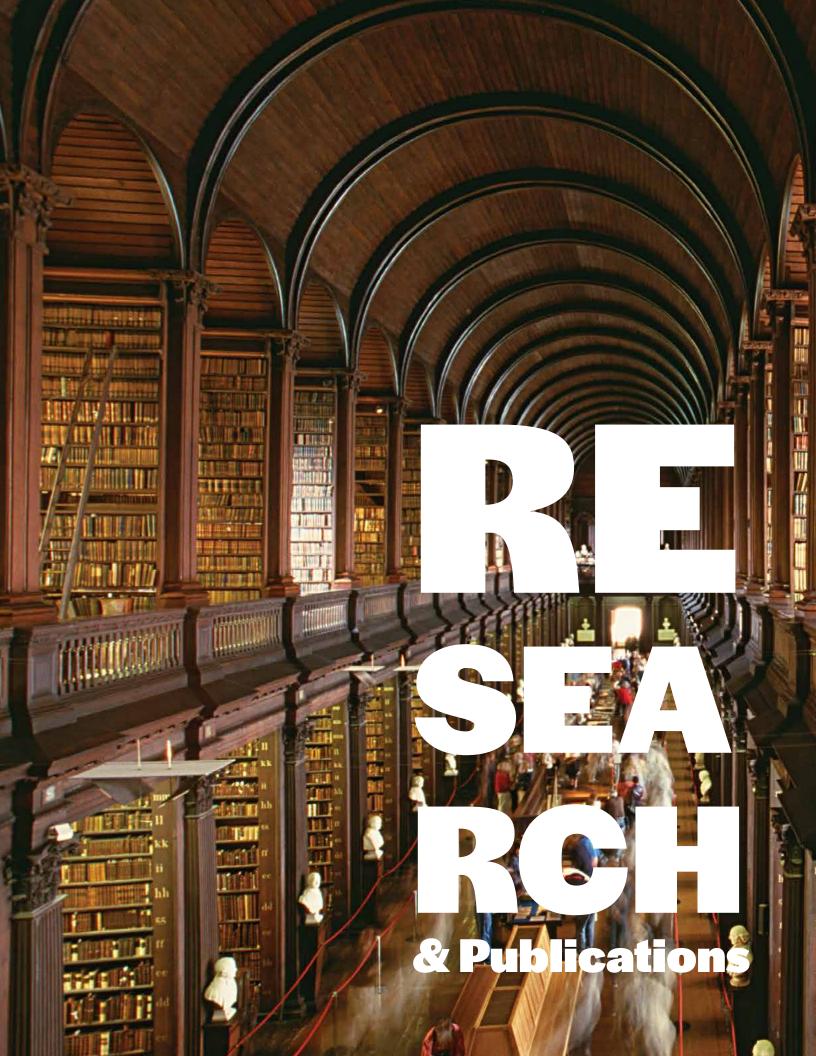
After all, this is the only way the U.S. can conserve its lands and natural resources. sustain its considerable system of public services and infrastructural developments and, most importantly, maintain its right to national self-determination in the 21st century.

The events of 2018 confirmed FAIR's longstanding conviction that immigration is the defining issue of our time. This has been mirrored by the present administration, which rose to victory in 2016 on a platform buoyed almost entirely by the issue of uncontrolled mass immigration. This remained the consistent focus of the Trump administration and the general public—throughout 2018.

There were many exciting developments in 2018: refugee admissions were reduced considerably and more stringent limitations to asylum claims were imposed; sanctions were levied against nations that refused to take back deported citizens, and immigration judges were ordered to discontinue the practice of administratively closing immigration cases—long considered an "amnesty by stealth." Best of all, in June 2018, the Supreme Court released its ruling in Trump v. Hawaii which upheld the Trump administration's travel ban on aliens from countries linked to terrorism.

Of course, as the victories have grown, so have the challenges. In 2018, immigration maximalists continued to obstruct other meaningful reforms in the interest of fulfilling their base agendas: Big business and Big agriculture pushed for a steady stream of cheap, low-skilled labor. Meanwhile, supporters of open borders hung their hopes of future electoral success on massive amnesty proposals in more attempts to guarantee a loyal voting base for decades to come.

FAIR responded at every step. Backed by our grassroots base of nearly 3 million, and wearing our hard-earned reputation as one of the only single-issue organizations in Washington, D.C. which has committed itself to entirely honest immigration reporting and analysis-In 2018, FAIR was a force to be reckoned with. We now have a prominent seat at the table, and an audible voice, in all substantial immigration reform discussions nationwide.



FAIR's Research Department is a core component of our public awareness program, reinforcing our public education and policy imperatives.

Each year, the Department produces and publishes a high volume of concise, fact-filled, media-friendly reports. In addition to their investigative publications, the Research Team posts to FAIR's blog site and supplies other departments with research support. They have also been called upon to testify before state legislatures with key findings on top immigration issues such as national E-Verify.

REPORTS AND STUDIES

The following is a record of the fact sheets, issue briefs, analytical reports and other activities produced by the Research Department in 2018:



The Fiscal Cost of Resettling Refugees in the United States

This groundbreaking online study outlines the cost of refugee resettlement to U.S. taxpayers. Findings show that the annual cost to taxpayers is \$1.8 billion; over five years, that number skyrockets to \$8.8 billion. The United States has admitted more than 3.5 million refugees since 1980. As the migrant and refugee crisis continues to grow, the study recommends that the U.S. strongly consider the economic and environmental sustainability of its refugee resettlement programs and their impact on American citizens.



The Fiscal Burden of Illegal Immigration on California Taxpayers

Following FAIR's highly acclaimed 2017 Cost Study on the Fiscal Burden of Illegal Immigration on United States Taxpayers, the Research Team produced this cost study detailing the enormous price tag attached to illegal immigration in the State of California. Studies estimate California to have a population of almost 3 million foreign nationals. The results of FAIR's study found that illegal immigration costs Californians \$23 billion annually.

Does the group	Acknowledg e population growth as a problem?	Address U.S. population growth?	Acknowledge immigration's role in U.S. population growth?	Take a stance on immigration reduction?	Explicitly oppose the Border Wall?
Environmental Defense Fund	V	V	×	X	~
Friends of Earth USA	X	X	×	×	~
Greenpeace	×	×	×	×	V
Sierra Club	V	V	×	×	V

Rating Environmental Groups on Immigration

Despite the clear connection between population and the environment, most environmental groups which were historically strong on immigration reform have ceased to support any measures to stabilize the United States' population. This study examines the policy platforms of 20 prominent environmental organizations and produces a rating for each group based on the results. In all, 12 groups acknowledge that population growth is a problem, but only three acknowledge that immigration plays a role in that growth. In addition, 14 of the 20 groups have expressed explicit opposition to the border wall, while others have fallen into a partisan trap of endorsing increased immigration.

PUBLISHED RESEARCH

The following are other fact sheets and issue briefs published by the Research Department in 2018:

- Non-citizen, Voting Violations and U.S. Elections
- Why the Islamic State's Loss of Territory May Encourage ISIS Fighters to Try and Enter the United States
- The European Union to Member States
 We Now Control Your Borders
- The DACA Myth, What Americans Need to Know
- National Security and Refugee Resettlement for 'High Risk' Countries
- What Type of 'Wall' Can be Built with

Trump's Border Security Budget?

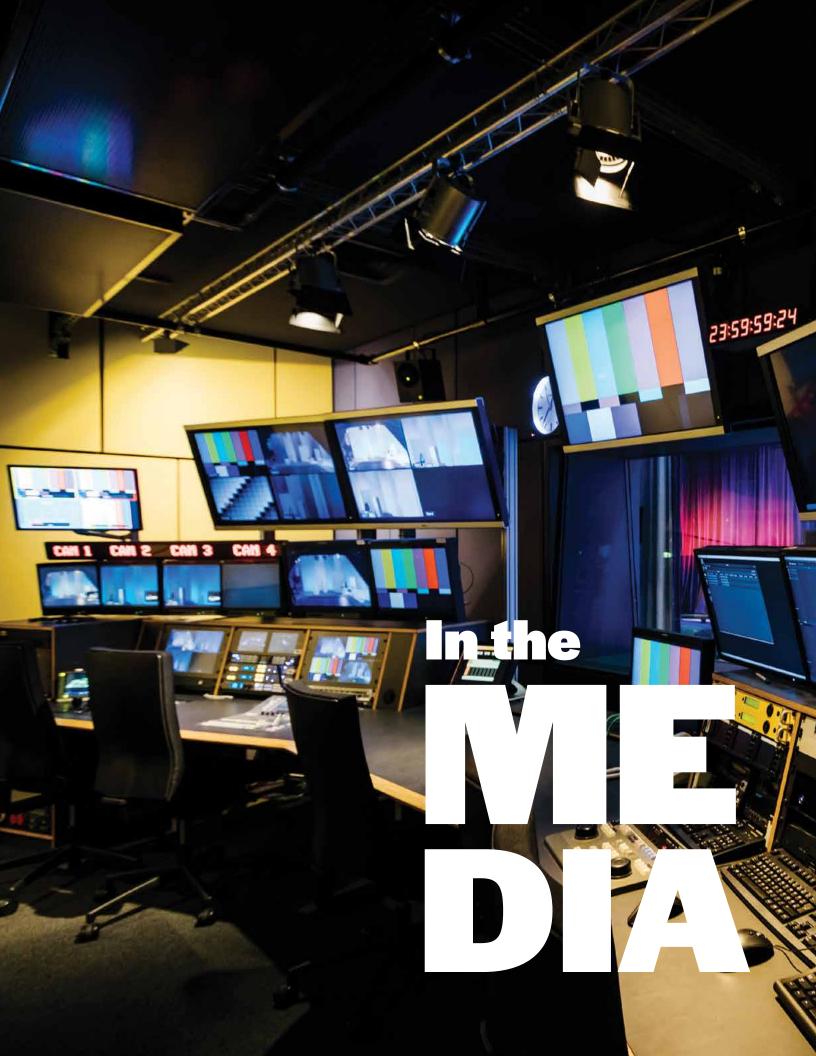
- 11 Things American Taxpayers Should Know About Trump's Executive Orders on Immigration
- The Current State of the Border Fence
- The Impact of New and Expanded E-Verify Measures on Unemployment Rates Since the Great Recession
- Could Uncontrolled Immigration Expose Us to a Public Health Crisis, and Is the U.S. Prepared for an Immigration-Related Outbreak of Communicable Disease?
- What is 'Chain Migration'?
- The Dangerous Myth that Sanctuary City Policies Encourage Victims and Witnesses to Cooperate with Local Law Enforcement
- The Truth About Zero-Tolerance and Family Separation—What Americans Need to Know
- E-Verify is a Smart Business Decision: Debunking the Cost of Employment Verification
- Why 'Illegal Alien' Is the Correct Term
- Is the U.S. the Best Place for Central American Migrants and Refugees?

met with students from high schools and universities across the country, including:

- American University
- Arête Preparatory School
- Bergen Academy
- Clark University
- Columbia University
- Department of State International Leadership Program
- Long Beach Polytechnic High School
- Providence Day School Charlotte, NC
- Sacred Heart Christian School
- St. Edward's University Austin
- Trinity Washington University
- University of Maryland
- University of Oklahoma
- Washington Seminars Program for High School Seniors and Juniors
- Wayne State University

EDUCATIONAL OUTREACH

FAIR's Research Team also offers nationwide public education events for students who are interested in learning more about immigration. These informative seminars are aimed at educating the next generation about the importance of proper limits and controls on immigration to the United States. The team



FAIR has built a concrete national reputation as the foremost organization for timely, expert commentary on all immigration-related topics.

The charismatic and talented media department dominates the airwaves, regularly appearing on radio and TV, in print and online publications. Providing insightful interviews, commentaries and analyses, FAIR's deep bench of expert speakers brings extraordinary value to the broadcast interview cycle during a time of unparalleled publicity for the immigration reform movement.

The immigration policies of the White House have long been under attack by a partisan and irrational media which seeks to impede him at every turn. FAIR fought back against this untruthful rhetoric in 2018 by working to set the record straight-once and for all—about the administration's immigration reform agenda. Amidst the tumult of immigration news-reporting, FAIR has sought to be a non-partisan and steadfast voice of reason for listeners and readers nationwide.

Daily media opportunities afford FAIR sustained exposure, allowing our spokespeople to drive home the many ways in which the current administration has pioneered a fresh, bold and long-overdue change in immigration policy.

MEDIA APPEARANCES

The following is a sample of the hundreds of venues where FAIR's media team has appeared:

- **ABC**
- The American Spectator
- Associated Press (AP)
- Atlanta Journal-Constitution
- **CBS**
- **CNN**
- Cox Media Group
- The Daily Caller
- Fox News
- The Hill
- Los Angeles Times
- LifeZette
- MSNBC
- The New York Times
- NewsMax TV
- Pittsburgh Post-Gazette
- Pittsburgh Tribune-Review
- Real Clear Politics
- The Sacramento Bee
- Telemundo
- Univision
- USA Today
- Voice of America
- The Washington Post
- The Washington Times

In 2018 alone, FAIR's Media team conducted a record 89 television interviews, 360 print interviews, and 721 radio interviews - pushing FAIR far past the 2014 all-time record of 500 radio interviews in a single year. In addition, the Media Department consistently publishes editorials in hundreds of venues nationwide, which are well-received on a local, state and national level.









OP-EDS

The following is a list of op-eds published by FAIR in 2018 in third-party publications.

Citizenship Question is Crucial for a Fair, Updated 2020 Census | January 3, *The Hill*

Amnesty Will be a Poisonous Prospect for Politicians Who Support it | January 10, The Hill

DACA is Neither Bipartisan nor in America's Interest | January 18, The Hill

Goodlatte-McCaul Proposal is a Viable Path for Sensible Immigration Reform January 26, *The Hill*

Trump's State of the Union Makes Clear: No Amount of Amnesty Can Please Democrats | February 2, *The Hill*

The Democratic Party Has Reached an UNREAL Level of Support for Illegal Immigration | February 6, *The Daily Caller*

NFL Player's Tragic Death Shows Need for Effective Border Wall | February 8, LifeZette

The Cost of Refugee Resettlement in the US is Simply Too High | February 13, *The Hill*

The Immigration Question No One Asks: How Did "DREAMers" Get Here? February 14, *The Daily Caller*

What's Next After the Senate's Immigration Train Wreck? February 23, *The Hill*

Rewarding Bad Behavior is the Worst Approach to Illegal Immigration
March 1, The Hill

Democrats' Jujitsu Moves on Immigration Reform | March 23, Real Clear Politics

California's Rebellions Against Sanctuary Statism Are Constitutional Gems | March 26, LifeZette

What Responsibility Do Hondurans Have for Their Own Plight? | April 16, LifeZette

Vague Understanding of Immigration Law Invites Arbitrary Appellate Decisions | April 18, *The Hill*

The U.S. Already has a Glut of Low-Skilled Workers, but The Trump Administration is Betraying Them April 24, The Daily Caller

Our Military is Working Just Fine. It's Immigration Policy that is Broken May 22, USA Today

Renegade Republicans Set to 'Discharge' Immigration Promises | May 24, LifeZette

Enforcing Immigration Laws Isn't Supposed to Feel Good | May 29, The Daily Caller

Rogue House Republicans are Preparing to Grant Amnesty to 3.2 Million Illegal Aliens | June 7, The Hill

U.S. Can't Absorb People from All Over the World Based on Fear of Domestic or Gang Violence | June 21, Orlando Sentinel

Why Treat Kids with Their Parents as Trafficking Victims? | June 22, LifeZette

Supreme Court Says Foreign Nationals Have No Due Process Rights Here | July 5, LifeZette

U.S. Needs New Justice Who **Understands Immigration Law** | July 16, LifeZette

How We Got to [the] Point of Separating Families Entering U.S. Illegally | July 16, The American Spectator

Ignorance of Immigration History Makes Miller's Uncle the Hypocrite | August 17, LifeZette

You're a Racist if You're Angry About Mollie Tibbetts' Murder | August 31, LifeZette

Agriculture Lobbyists are Once Again Standing in the Way of E-Verify September 5, The Hill

Immigration Under Trump: If You Can't Afford It, Don't Come | September 29, The Hill

Sen. Walter Huddleston Was a Reminder that Immigration Used to be a Bipartisan Issue | October 19, The Hill

Barring Immigrants Who Are Likely to Become Public Charges is Good Policy October 22, The Daily Caller

It's Time to Treat Mass Emigration Countries as Rogue States | October 31, The Hill

Republicans and Democrats Alike Should Be Able to Support E-Verify November 16, The Daily Caller

The Campaign to Kill State Cooperation with ICE | December 9, The Daily Caller

Congress Can Render the New 'Public Charge' Rule Moot | December 14, The Hill



FAIR's 12th Annual Hold Their Feet to the Fire radio row event was held in Washington, DC on September 5-6, 2018 and will be remembered as its breakout year. The largest and most successful radio row in FAIR's history, the event has now solidified its standing as the definitive annual gathering in the entirety of the talk radio industry. This long-anticipated event brought together 62 radio hosts, hailing from nearly every state in the Union, to participate in a two-day broadcast marathon on immigration reform *just weeks before the 2018 midterm elections*.

In a stunning achievement, the event was broadcast on over 420 radio stations nation wide. Guests included: 45 sheriffs, border patrol agents, angel moms, Senators Jim Risc and John Boozman, Representatives Steve King Raul Labrador, Jim Jordan, Lou Barletta and several others, Ice Director Ron Vitiello, Former Ice Director Thomas Homan, immigration experts on terrorism and visa abuses such as Rober Spencer and John Miano, leading experts from allied immigration groups NumbersUSA, Center for Immigration Studies (CIS), Californians for



Population Stabilization (CAPS), Progressives for Immigration Reform, and ProEnglish, as well as celebrity commentators Dr. Sebastian Gorka and Ann Coulter, and media sensations Diamond and Silk. In all, talk radio hosts had more than 80 quests to choose from for interviews.

s

While radio row was the energizing focal point, several other high-profile immigration-related events were organized by FAIR to coincide with the radio broadcast, thus comprising a weeklong, synergistic "immigration-awareness" blitz that was impossible for lawmakers to ignore. Feet to the Fire concluded with a press conference at the Capitol by the newly-formed Angel Families. Members spoke about the impact illegal immigration has had on their lives and the need to stop dangerous sanctuary policies.

Overall, this year's Feet to the Fire was a spectacular success and one that has set the bar for radio row events for many years to come.



FAIR is the premiere digital source of information in the immigration reform movement. Our sophisticated, multi-dimensional digital platform allows FAIR to reach members and activists via our website, blog or one of our eight high-performing social media.

FAIR'S EVER-EXPANDING **IMPACT**

The fairus.org website has grown into a robust resource for all immigration-related information within our movement. The home page is updated daily with the latest breaking news, press releases from our media team and groundbreaking reports from our investigative researchers.

FAIR's immigrationreform.com blog website has also grown tremendously and now serves as the main outlet for all FAIR opinion pieces. Regular commentary provided by FAIR researchers and spokespeople is a crucial component of FAIR's online media presence. In 2018 FAIR published an incredible total of 503 blogs! These blogs have reached more than 22 million readers nationwide and continue to provide prescient analyses of all immigration news and events.

FAIR has developed strong relationships with several major social media platforms, and as a result, FAIR now has permanent representatives at Facebook, Twitter and Google to assist us in refining our messaging, our reach and our feedback process. These representatives are in constant contact with FAIR, working collaboratively with our Digital Team to cultivate FAIR's social media presence and to develop successful campaign strategies with tried-and-tested industry practices.

In 2018, FAIR reached more than 1.9 million page likes on Facebook, nearly 230,000 followers on Twitter and an astonishing 32.9 million video views on YouTube. This growth is extraordinary and unprecedented in our movement.

DIGITAL CAMPAIGNS

The following is an overview of FAIR's 2018 digital campaigns:



FAIR Immigration Plan

Using our tremendous digital footprint, FAIR has been able to garner the power of digital to pretest ads and collect valuable results. Prior to launching our national broadcast ad for our "FAIR Immigration Plan", the Digital team was able to test multiple versions of the ad by posting them "organically" to our social media pages. This strategy was complemented by a YouTube brand lift which tested ad recall. The ad which performed the best and gained the most attention from our social media followers was chosen as the winner, re-cut for broadcast and aired nationwide on TV and social media. Campaign results were highly-successful, with more than 123,000 webpage views.

It's Time to End Chain Migration

The administration's repeated references to "chain migration" – the process by which immigrants may sponsor an unlimited number of relatives for citizenship over time – have provided an extraordinary opportunity for FAIR and our movement to amplify this message. FAIR has had great success with animated videos – produced entirely in-house – which illustrate the adverse nature of the chain migration system. They have been seen by millions.

WHAT IS CHAIN MIGRATION
AND
WHY IS IT A PROBLEM?

Targeted at a national scale, these animated chain migration videos have proven very popular on the Internet. Both versions have done well, with a 39% overall video view-through rate (twice the industry average of 20%). In controlled "brand-lift" testing, the ads shifted the opinions of 79 thousand viewers to favor ending Chain Migration. Reposted at least seven times on major news sites, the ads directed people to our website landing pages where they were educated about legal immigration flows and the need for reductions.

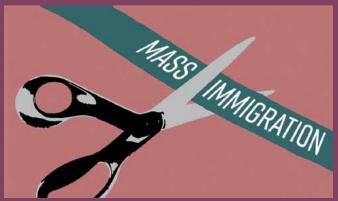


The Unseen Border

In April, a combined media and digital communications taskforce was dispatched to investigate the conditions near the San Diego-Tijuana border. The Border Patrol was eager to aid FAIR's examination and provided a ten-hour tour of the area. The excursion allowed FAIR's team to see first-hand the deplorable environmental conditions to which border patrol agents are subjected every day. Many areas were entirely overrun with litter and sewage - some so toxic that border agents have been ordered to wash their uniforms separately from all other clothing in an effort to avoid dangerous contamination. Local wildlife has also been compromised as their habitats have been choked by a deluge of hazardous waste left behind by habitual human smugglers and illegal border crossers.

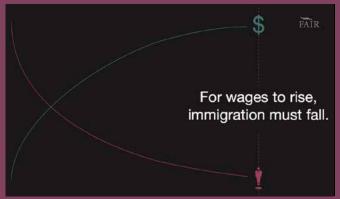












FAIR used the footage captured during the excursion to create an 8-minute documentary about the unseen dangers at our southern border. The documentary has been posted to our YouTube channel and has had more than one million views.

For Wages to Rise, Immigration Must Fall

FAIR undertook this ground-breaking digital campaign in an effort to link the issue of slow wage growth with excessively high immigration. The Campaign ignited a conversation about the adverse role that immigration plays in wage growth, even during times of nominally high employment levels. This is a crucial part of the immigration debate. To execute the campaign, FAIR partnered with an outside ad agency to produce FAIR written-and-created ads featuring professional actors who discuss this critical connection. In addition to six live action ads. FAIR also produced one in-house animation video and several still and animated images for use on social media.



The results of the campaign were phenomenal, with more than 24 million impressions across Facebook, Twitter and YouTube. Our YouTube "Brand Lift" which surveyed men and women in New Mexico, Texas, Maine, Iowa, Arizona, Indiana, North Carolina and Minnesota resulted in a shift of more than 44,000 men towards favoring a reduction in immigration. While the campaign was a success in terms of reach, it also made clear that Americans lack a core understanding of the relationship between wages and immigration.

Stop Western Growers "Burma Shave"

When FAIR caught wind that the Western Growers Association was prepared to sabotage National E-Verify legislation in order to retain the personal benefits of cheap foreign labor. FAIR decided to send a clear message to the "Big AG" community. Using a digital version of the popular "Burma Shave" signs, FAIR designed a campaign to activate the farming community to speak out against Western Growers and other agricultural groups who were standing against E-Verify. Using strategic micro-targeting and a "phone-to-action" communications tool, viewers were able to send emails to all of Western Grower's executive staff demanding that they support national E-Verify. In all, more than 11,300 emails were sent to Western Growers staff! This is a true testament to the power of digital communications.

Reduce Immigration and Overpopulation "Burma Shave"

This innovative and nifty campaign was a spin-off of FAIR's highly successful "Burma Shave" style campaign in support of E-Verify. Toning up the classic country billboards to depict highway road signs, FAIR's digital team drew a visual connection between the ever-increasing congestion in America's largest cities and the growing immigrant populations in those areas. Niche social media targeting capabilities allowed the team to focus the ads on audiences in major metropolitan areas in Georgia, Texas, Maryland, Connecticut, Florida, Tennessee, New Jersey, New York, California, Washington, DC/Virginia-all of which have experienced precipitous growth in their immigrant populations in recent years.

The final results of this campaign were mixed but positive and brought a wealth of insight and information to help guide future campaigns related to the issue of overpopulation. Total impressions for the campaign came in at above 22 million, with over 4.8 million complete video views. The campaign far surpassed YouTube's benchmark view through rate of 32.9% - FAIR's videos ranged from view through rates of 51.29% to 68.39%. Overall, the campaign performed best among moderate audiences and the highest performing ads were those which gradually introduced the connection between overpopulation and immigration, rather than stating the relationship upfront. YouTube brand lift results demonstrated that a total of 45,812 viewers moved towards favorability on the issue, with a particularly high lift among men and women in New Jersey, New York and Washington state of all places!





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.

FAIR's Field team is constantly on the road to recruit, educate and organize immigration reform activists, state advisors and like-minded groups around the country. The mission of the Field Department is to build the grassroots activist base by helping them develop media, create debating techniques and focus on skills that enable them to effectively educate the general public and legislators on local and national legislation.

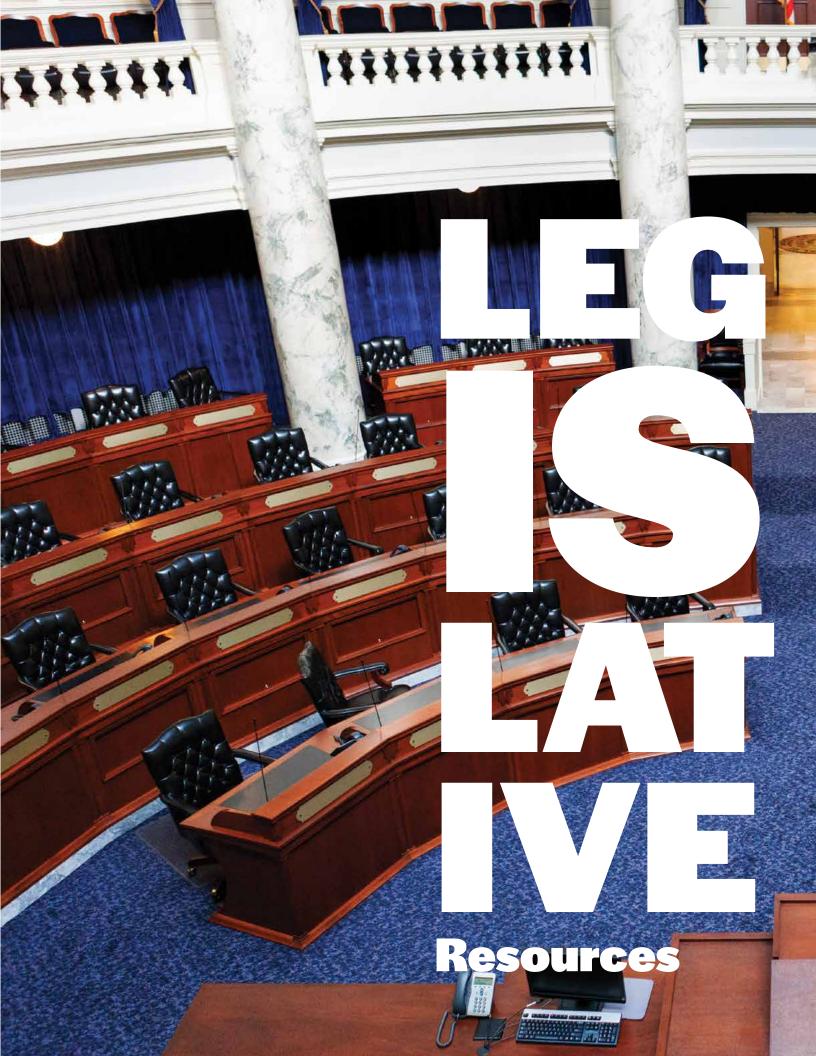
Anti-sanctuary activity has dominated FAIR Field team endeavors since the outset of the Trump Administration; this trend continued in 2018. While the open borders crowd pushed for more sanctuary cities and states, the overwhelming majority of Americans continued to believe that as local law enforcement officers arrest criminal illegal aliens, they should be required to turn them over to federal immigration authorities. Contrary to that belief, states like California,

Colorado, Illinois, Massachusetts, Oregon and Maryland have passed, or are attempting to pass, state-wide sanctuary legislation to shield illegal alien criminals from immigration enforcement officials.

Opposition from communities located in those sanctuary states continued to grow in 2018. Cities and counties began stepping up to take action to oppose state sanctuary laws on a daily basis. FAIR's Field team has been at the forefront of leading this major grassroots effort to push back hard on state sanctuary legislation and challenge this poor public policy practice.

As a result of FAIR's proactive efforts, in 2018 our activists and pro-enforcement elected officials were able to help pass state anti-sanctuary legislation in Texas and Mississippi. Our activists also helped soundly defeat proposed state-sanctuary legislation in Colorado and Maryland. When the Maryland legislature attempted to rush passage of the "Trust Act" sanctuary bill in the last days of the 2018 legislative session, FAIR's field team mobilized nearly 50 activists who testified against the bill and were able to soundly defeat the bill for another year.

Meanwhile, when the Department Justice filed the lawsuit against the State of California for SB54, AB450 and AB60, FAIR's field team—partnering with the Immigration Reform Law Institute (IRLI)—sent 205 emails to city council members in 41 cities in California on IRLI's behalf. The cities were invited to become signers on the amicus brief filed by IRLI on April 6, 2018. As interest spread throughout southern California, many cities began adding their names to the amicus brief, passed resolutions opposing SB54, adopted ordinances opposing SB54 or filed state lawsuits against SB54. Currently, more than 50 cities and 5 counties have taken action to oppose SB54.



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.

STATE AND LOCAL **LEGISLATURES**

The State and Local Legislative team is an essential element of FAIR's national legislative strategy. The team's mission is to establish and advance FAIR's state and local priorities by assisting state and local lawmakers in drafting constitutionally-sound legislation.

In 2018, the State and Local Department saw an extraordinary amount of state immigration legislation. The year began with 46 states in session, each displaying varying levels of willingness to follow the Trump administration's immigration agenda.

State and Local identified several key states with the highest potential for success and invested their resources into helping them

achieve immigration reform. Their efforts have been widespread and their expertise in high-demand. In South Carolina, the team submitted a letter of support for anti-sanctuary legislation at the request of Governor McMaster. In Florida, FAIR representatives worked with the late Jack Oliver to draft E-Verify legislation after E-Verify was rejected from being placed on the November ballot. State and Local also submitted testimony in Brevard County, Florida to support an anti-sanctuary resolution. The Brevard Board of County Commissioners passed this resolution in August with a unanimous vote. Other states where the team worked include: Tennessee, Oregon, Maryland, Connecticut, Iowa, Rhode Island and Maine.

LAW ENFORCEMENT PARTNERS WITH FAIR

In 2018, more than 300 sheriffs worked with FAIR to produce and sign a letter asking Congress to enact legislation to strengthen immigration enforcement. In September, running in conjunction with FAIR's Hold Their Feet to the Fire event, State and Local invited 45 sheriffs from 35 states to visit Capitol Hill. This was the largest sheriffs event ever hosted by FAIR. It was truly historic. The Sheriffs participated in a press conference on Capitol Hill and in addition held five meetings with Members of Congress and a White House roundtable with executive staff. President Trump also met with the Sheriffs and gave a live news broadcast from the meeting - covered by all major cable news outlets.



President Trump and Vice President Pence (C) take pictures with sheriffs and FAIR Law Enforcement Relations Manager Bob Najmulski (R).

FEDERAL GOVERNMENT

FAIR's Government Relations team has built a strong working relationship with the White House, which continued to flourish throughout 2018. During the year, the team attended six meetings, four with the Domestic Policy Council (DPC) and two with the Office of Management and Budget (OMB). In addition, the Government Relations team actively cultivated key contacts with congressional leadership.

This resulted in 30 meetings on Capitol Hill, including meetings with staffers from the of-



fices of former Speaker Paul Ryan, Majority Leader Mitch McConnell, former Majority Leader Kevin McCarthy, and former Majority Whip Steve Scalise. The team also gained ground by meeting with United States Citizen and Immigration Services (USCIS) Director Lee Francis Cissna, as well as high-ranking officials within Customs and Border Patrol (CBP), Immigration and Customs Enforcement (ICE), and the Department of Homeland Security (DHS).

2018 witnessed an abundance of immigration legislation cropping up in Congress. Public outcry was-and continues to be—at an all-time high, as the American people have become increasingly intolerant of the government's neglect of the immigration system. In response to President Trump's mandate for a constitutional solution for Deferred Action for Childhood Arrivals (DACA), four immigration proposals made their way to the Senate floor in February 2018. Three out of four of these were blatant amnesties seeking to legalize far more illegal aliens than the original DACA population. The fourth was a



"Paul Ryan" by Gage Skidmore

bill to withhold federal funding from sanctuary cities. FAIR educated the public about these bills which were all defeated.

The Government Relations team also successfully helped to defeat the Enlist Act, which would have allowed for a military amnesty. Also, due in part to the efforts of the Government Relations team, Temporary Protected Status (TPS) was officially terminated for El Salvador, Nepal, and Honduras.

In late May, a group of pro-amnesty House Republicans leading a discharge petition came within several signatures of triggering a vote on four amnesty bills. After a period and behind-the-scenes talks, an agreement to drop the discharge petition was reached. As part of this agreement, House leadership agreed to place two immigration bills on the floor for a vote: the Securing America's Future Act (also known as the Goodlatte bill) and H.R. 6136, the Border Security and Immigration Reform Act — a mass amnesty bill hastily-drafted and fast-tracked by Speaker Paul Ryan.

The House firmly rejected the Ryan Amnesty bill by a vote of 121-301. By contrast, the Goodlatte bill only failed by a minor margin of 193-231. FAIR's Government Relations team worked closely with House officials to craft the Goodlatte bill to meet the needs of the American people. Although this "compromise" bill did include a limited amnesty, it also contained nearly every FAIR-supported reform - including ending chain migration and the visa lottery, and implementing mandatory E-Verify.

Other victories were widespread: The House passed a resolution in support of Immigration and Custom Enforcement (ICE) in response to extremist calls for ICE's abolishment, and the Supreme Court ruled in favor of the Trump administration's travel ban. In a win for the American labor force, the Departments of Justice and Labor announced a joint crackdown on employers that discriminate against American workers. Meanwhile, in a tremendous win for the immigration reform movement, the Department of Justice also announced a "zero tolerance policy" for illegal entry into the United States. Of course, whether the administration will make good on this promise remains to be seen.



Rep. Bob Goodlatte (R-Va)





We are a membership organization with a support base of nearly three million diverse members and supporters to whom we are truly indebted.

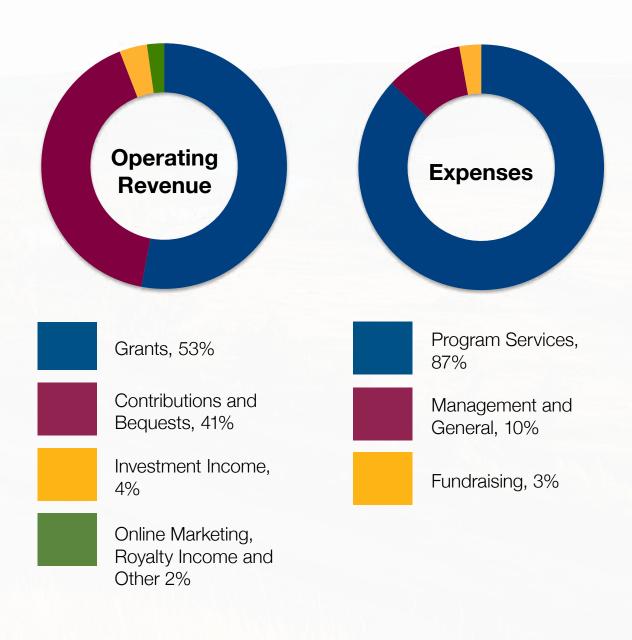
Ten issues of our newsletter, the FAIR Immigration Report, were prepared and mailed to over 40,000 subscribers in 2018, while hundreds of thousands more received the newsletter electronically. The newsletter provides the information that activists, educators and the public need in order to stay current with immigration happenings locally and nationwide, as well as with the latest FAIR research.

In 2018, we mailed four special appeals to members to help them understand the importance of citizen involvement in the immigration debate. Letters, emails, and telephone inquiries from members receive prompt and thorough responses. Occasional, in-person member meetings around the country and "virtual" donor briefings utilizing the Internet are convened to educate the reform community on specific topics and to learn the particular concerns of the members. FAIR's Legislative Updates, Top Five Stories of the Week, and other alerts are sent to all members and activists by email upon request.



Consolidated Statement of Activities

For the year ended December 31, 2018 with Summarized Financial Information for the Year Ended December 31, 2017



Operating Revenue and Expenses

	Without Donor Restricted	With Donor Restricted	2018 Total	2017 Total
OPERATING REVENUE AND SUPPORT				
Grants	\$6,059,523	\$1,131,264	\$7,190,787	\$31,993,561
Contributions and bequests	5,583,380	-	5,583,380	719,904
Investment income	443,661	50,716	494,377	823,285
Online marketing	74,129	-	74,129	104,025
Royalty income	16,901	-	16,901	13,916
Other income	212,782	-	212,782	118,930
Net assets released from restrictions:				
Satisfaction of time restrictions	1,500,000	(1,500,000)		
Satisfaction of program restrictions	1,045,735	(1,045,735)	-	
Total Operating Revenue And Support	14,936,111	(1,363,755)	13,572,356	33,773,621
EXPENSES				
Program Services:				
Public Education	3,383,647	-	3,383,647	1,090,928
Media	3,006,740	-	3,006,740	3,486,750
Immigration Reform Law Institute (IRLI)	2,395,733	-	2,395,733	1,508,918
Government relations	1,020,670	-	1,020,670	971,294
Field	577,178	-	577,178	538,122
Research and publications	527,935	-	527,935	446,326
Membership education and service	350,579	-	350,579	352,983
Lobbying	328,295	-	328,295	299,521
Public interest legal	40,187	-	40,187	40,226
FAIR Congressional Task Force (FCTF)	4,320	-	4,320	4,810
Total Program Services	11,635,284	-	11,635,284	8,739,878
Supporting Services:				
Management and general	1,356,794	-	1,356,794	1,058,053
Fundraising	383,011	-	383,011	367,053
Total Supporting Services	1,739,805	-	1,739,805	1,425,106
Total Expenses	13,375,089	-	13,375,089	10,164,984
Change in net assets before unrealized gains on investments	1,561,022	(1,363,755)	197,267	23,608,637
NON-OPERATING INCOME				
Unrealized gains on investments	(1,345,668)	(391,674)	(1,737,342)	1,372,886
CHANGE IN NET ASSETS	215,354	(1,755,429)	(1,540,075)	24,981,523
NET ASSETS, BEGINNING OF YEAR	22,337,597	18,062,753	40,400,350	15,418,827
NET ASSETS, END OF YEAR	\$22,552,951	\$16,307,324	\$38,860,275	\$40,400,350

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