

**To:** 'R. J. Johnson'[rj@rjjohnson.org]; kgilkes@ChampLLC.com[kgilkes@ChampLLC.com]  
**Cc:** swalkerwi@gmail.com[swalkerwi@gmail.com]  
**From:** R. J. Johnson  
**Sent:** Tue 3/29/2011 1:25:01 PM  
**Subject:** RE: April 14th - RSLC DC Event

Also, to remind you and Fitz, all the positive radio and TV was from Scott through the club. Also the negative against the three. He needs to know that.

**To:** kgilkes@ChampLLC.com[kgilkes@ChampLLC.com]  
**Cc:** swalkerwi@gmail.com[swalkerwi@gmail.com]  
**From:** R. J. Johnson  
**Sent:** Tue 3/29/2011 11:33:36 AM  
**Subject:** RE: April 14th - RSLC DC Event

I just locked in Eric O'Keefe to head up our national fundraising operations with donors we know from the Koch seminar and across the country as we discussed at the residence. I am hopeful that Nick will stay to his commitment to call his folks, tell them we are the group, and that they should contribute liberally to what we propose. I haven't spoken to him because I was waiting to nail down Eric. We will be hiring a key person in each state to hit our goals.

As I told you on the phone, putting Scott in that room will take major chunks of money off the table for an effort under our control. What is going on is an attempt to raise the resources under the RSLC in an alternative way to what Nick Ayers had proposed, but with the same effect. This isn't simply about being a team player, we will end up getting rolled. Every major hitter in the room will now NOT be contributing to our effort, because they believe they have already done so or have been waived in by us to the RSLC. Maybe you believe you have this worked out behind the scenes, and if somehow you can get an assurance that won't happen more power to you. I don't trust these people as far as I can throw them. As far as Fitzgerald, I would tell him the Governor will be raising 5 million plus under Wisconsin control. ✓

After having been totally screwed by the U.S. Chamber I am more convinced than ever that we cannot put our fate in the hands of others. Their first negative add is finally going up this morning. 1.5 million in media available and it stalled. They likely have cost us any chance we had at keeping the court. They all start with "we are here to help." The problem is it's as much helping themselves as us, both in terms of skimming dollars for other efforts and skimming off of the buys. And then it's where when and how it is spent. That's reality. I have seen it happen on at least six occasions this year. The only way to succeed is as Reagan said trust but verify. Verification is we control the resources. As far as Reince entering the fray, in terms of the meeting suggested this week with them, us and Gillespie, ask yourself where the RNC has been on resources to underwrite the recall effort. Better yet, ask Jefferson. It's zero. Same story different day. Reince has raised a ton of dough on this for the RNC here. It may be as much as 7 figures.

With Eric now on board, I need the Governor on probably 7-8 trips to get us where we need to be along with some in-state stuff. It's the answer I have been waiting on and couldn't pressure time wise because I needed to raise half a million last week to run a flight of TV on Kloppenburg and try to do what the chamber was failing to do. That ad is up now under Citizens for a Strong America. Given that we have already raised 3 million for efforts in state from a variety of sources for the court, senate, and budget, I am not concerned that we can make our targets. What we don't need is donor confusion by the RSLC.

If you can't wait until we have an understanding with Nick and the RSLC, you are in effect committing to their program and control of our destiny. As I told you yesterday, the donors in the room will see our Governor, get the major ask for our program here, and will be off the table. Pretty simple math.

R.J.

**From:** Keith Gilkes - The Champion Group [mailto: [REDACTED]]

**Sent:** Tuesday, March 29, 2011 9:11 AM

**To:** RJ Johnson

**Subject:** April 14th - RSLC DC Event

I am going to have to commit the Governor this am on this - Fitz is putting the hard press on this.

As long as we get the plan put together this week, I think we will be fine. We have not done a lot to help Fitz so far so this is his big ask at the moment and I have a hard time saying no.

KG

--

Keith Gilkes, President

The Champion Group, LLC

E-mail: kgilkes@ChampLLC.com

**To:** Scott Walker[swalkerwi@gmail.com]  
**Cc:** 'R. J. Johnson'[rj@rjjohnson.org]  
**From:** Kate Doner  
**Sent:** Tue 5/10/2011 5:46:04 PM  
**Subject:**FW: Gov. Walker follow up

Gov. Walker -- see below message from Boone Picken's political guy. Personally I feel it is a cop out that they are not giving due to Harry Reid and his energy policy. When you see Boone on Thursday let's put the squeeze on him to rethink his decision to stay out of the effort in WI. Kate

**From:** Jay Rosser [REDACTED]  
**Sent:** Tuesday, May 10, 2011 5:42 PM  
**To:** Kate Doner; 'R. J. Johnson'  
**Subject:** Re: Gov. Walker follow up  
**Importance:** High

Thanks. I think the governor will be at a lunch event with Boone (I should be there, too) in Dallas on Thursday (with Governor Perry). Perhaps they can talk quickly then. Boone does understand the importance of the Governor's initiative, and believes he's doing the right thing. He (Boone) is rightfully concerned about taking any step that might compromise his energy initiative.

**From:** Kate Doner <kate@donerfundraising.com>  
**Date:** Tue, 10 May 2011 07:09:11 -0500  
**To:** Jay Rosser [REDACTED], "'R. J. Johnson'" <rj@rjjohnson.org>  
**Subject:** RE: Gov. Walker follow up  
Jay,

Thanks for your response. Wish it was different. The national unions are pouring millions into Wisconsin. The ballot was finalized last week and we have a total of 9 races this summer (anticipated date of July 12) with 6 Republican and 3 Democrats. We truly need the business community's support with such a short timeline. Unlike the unions, we don't have access to that much cash to be competitive. We were hoping to count on some of your support.

Is there any way you all might reconsider -- even a smaller gift? Every penny will be key because at this date we are truly out gunned by the national unions.

Gov. Walker will be in Dallas this Thursday and was eager to state his case again due to urgency. Let me know your thoughts.

Sorry for being so pushy.

Kate Doner  
[REDACTED] cell

**From:** Jay Rosser [REDACTED]  
**Sent:** Monday, May 09, 2011 10:11 AM  
**To:** R. J. Johnson; 'Kate Doner'  
**Subject:** Re: Gov. Walker follow up

Apologies to you both for the delay in getting back to you. This issue has been the subject of considerable discussion among our team. For various reasons — the most significant being the potential secondary consequences it could bring to the passage of Boone's proposed energy legislation — we are going to pass on this opportunity. There are other conflicts we have as well. In doing so, we recognize the ability to participate anonymously but, frankly, that's just not our style. We are certainly supportive of Governor Walker, and his initiatives, and hope we can find ways to be supportive down the road.

Feel free to give me a call if you have any questions.

Jay Rosser  
VP of Public Affairs  
T. Boone Pickens and BP Capital  
.....  
BP Capital LLC  
8117 Preston Rd. Suite 260  
Dallas, Texas 75225  
(214)265-4165  
[REDACTED] (cell)  
jay@bpcap.net  
.....  
<http://www.twitter.com/boonepickens>

**From:** "R. J. Johnson" <rj@rjjohnson.org>  
**Date:** Thu, 28 Apr 2011 12:52:10 -0500  
**To:** 'Kate Doner' <kate@donerfundraising.com>, Jay Rosser <jay@bpcap.net>  
**Subject:** RE: Gov. Walker follow up

Kate,  
I told Jay they could contribute to Citizens for a Strong America as an alternative. Same net effect.

R.J.

R. J. Johnson  
R. J. Johnson and Associates  
N7130 North Lost Lake Road  
Randolph, WI 53956  
(Office) 920.326.5555 (Cell) [REDACTED]  
In Hoc Signo Vincas

**From:** Kate Doner [mailto:kate@donerfundraising.com]  
**Sent:** Thursday, April 28, 2011 12:03 PM  
**To:** Jay Rosser; 'R. J. Johnson'

**Subject:** Gov. Walker follow up

Jay,

Thanks for visiting with R.J. Johnson this morning. We truly appreciate your support. I have included RJ on this email for additional questions. Our goal is \$9m in the next 6 weeks. We have a number of people helping who are give/raise money for the effort. With the huge influx of cash from the Union's – we need add the business communities help.

As the Governor discussed with Mr. Pickens, he wants all the issue advocacy efforts run thru one group to ensure correct messaging. We had some past problems with multiple groups doing work on "behalf" of Gov. Walker and it caused some issues. In Wisconsin, a 501(c)4 is the legal vehicle that runs the media/outreach/GOTV campaign. The Governor is encouraging all to invest in the Wisconsin Club for Growth. Wisconsin Club for Growth can accept Corporate and Personal donations without limitations and no donors disclosure. We are a separate group from the national Club for Growth and do not have any Koch money involvement.

**Political Background:**

Eight Republican Wisconsin State Senators are facing recall elections due to their vote to end collective bargaining. Governor Walker is personally helping to raise the money to keep them in office. Walker is committed to helping all 8 State Senators – regardless of their polling numbers. Walker feels he must stand strong by his Senators and it will send a horrible message to other legislators. The Governor feels strongly that the campaign needs to be run in-state due to past fumbles by outside groups. Lots of groups are using his name to raise money -- but are not helping Walker directly.

Here is the breakdown of those who are facing recall:

16 are facing possible recalls

8 GOP

8 Dem

7 GOP seats, the numbers were good.

1 GOP seat, the numbers weren't good, but the Senator won in 2008 when Obama did better in that district than the recent liberal supreme court candidate did.

2 Dem seats, the numbers indicate a GOP candidate would beat the incumbent.

Appreciate your support and hope you can help. Let us know if you need additional information. Every dollar will be key. Thank you!

Kate Doner

cell

**To:** Scott Walker[swalkerwi@gmail.com]  
**Cc:** rj@rjjohnson.org[rj@rjjohnson.org]; Deb Jordahl [REDACTED]; 'Kelly Rindfleisch [REDACTED]  
**From:** Mary Stitt  
**Sent:** Wed 5/18/2011 12:14:39 PM  
**Subject:** Dick Uihlein

Governor,

Dick evidently called the office and dorothy passed on to Kelly. Kelly and I spoke as to the follow up for Mr. Uihlein. I just talked with him. He said that he had a great evening with you and thoroughly enjoyed your company and appreciates all that you do. He was with pen in hand and I gave him the CFG address... he clarified that it is unlimited and I replied with yes. ( sorry gang, wasn't so bold to ask what his pen had in mind... but he's sending it today).

Governor, I did tell him that you wished to call him personally to follow up on your great discussions. He welcomes that... 262-612-4200 [REDACTED]. Deb, it's coming to your attention.

Mary

Mary Crutchfield Stitt  
Mary Stitt & Associates  
1478 Noridge Trail  
Port Washington, WI 53074  
262-268-6859 Office  
[REDACTED] Cell

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**To:** kmrindfleisch@[REDACTED]  
**Cc:** 'Scott Walker'[swalkerwi@gmail.com]  
**From:** Deborah Jordahl  
**Sent:** Wed 5/18/2011 6:26:01 PM  
**Subject:** RE: Address for CFG

Wisconsin Club for Growth  
1223 W. Main Street #304  
Sun Prairie, WI 53590.

Please let me know if you need me to follow up on anything.

Thanks,

Deb

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**To:** Kate Doner[kate@donerfundraising.com]  
**Cc:** Kelly Rindfleisch [REDACTED]  
**From:** swalkerwi@gmail.com  
**Sent:** Tue 6/14/2011 8:02:02 PM  
**Subject:** Re: Bill Frist - tonight

Good talk. We got disconnected a number of times. He asked us to contact his office and get him names of all of our leads and he will help us raise money for 29th (he is gone that day). Also, I got \$1 million from John Menard today.

-----Original Message-----

**From:** Kate Doner  
**To:** Scott Walker  
**Cc:** Kelly Rindfleisch  
**ReplyTo:** Kate Doner  
**Subject:** Re: Bill Frist - tonight  
**Sent:** Jun 14, 2011 6:04 PM

Ask for \$250k. Sorry. Forgot to include.

Kate Doner  
512.476.4403 w  
[REDACTED] c

-----Original Message-----

**From:** "Kate Doner" <kate@donerfundraising.com>  
**Date:** Tue, 14 Jun 2011 23:04:20  
**To:** Scott Walker<swalkerwi@gmail.com>  
**Reply-To:** kate@donerfundraising.com  
**Cc:** Kelly Rindfleisch [REDACTED]  
**Subject:** Bill Frist - tonight

Sen Frist will be calling you on your cell after 7:30 pm tonight. He is leaving the country tomorrow and wants to talk about your TN trip. Same talking points as in Haslam. Need to raise money. Will he help reach out to his area of influence and personally write a check. He can personally write a large check. Family started HCA. He knows the drill. Let me know how it goes and follow up.

Kate Doner  
512.476.4403 w  
[REDACTED] c  
Sent from my Verizon Wireless BlackBerry



**To:** Ryan Murray [REDACTED]  
**From:** Keith Gilkes  
**Sent:** Sun 7/24/2011 4:04:38 PM  
**Subject:** Mining Account  
20110718094515.pdf

Can you have someone on the policy staff research this with the Budget Office - we should find out exactly what is in our mining account. Get me back ground on this.  
Thanks.

KG

**To:** Scott Walker[swalkerwi@gmail.com]  
**From:** Keith Gilkes  
**Sent:** Thur 8/18/2011 6:18:21 AM  
**Subject:**Comments for Donor Call - Please review...

Scott - below are some suggested remarks by RJ for the call. RJ is in the hospital so he will be unable to join on the call. I will pinch hit for him as best I can to give some follow up comments and help answer any questions that may come up. I will bring a copy of this with me to the residence.  
KG

We needed to hold four of the six Republican Senators facing recalls last week in order to maintain our conservative majority in the state senate. With your help and against the odds, we beat back the national unions and held our majority by a margin of 17-16.

Early polling told us that we would almost surely lose two of the six GOP seats. Two more seats were within the margin of error and trending the other way.  
Thanks to your quick and very generous response to our call for help, we were able to frame the debate and define our opponents before they had a chance to define themselves.

And we managed to win in an environment where we were outspent more than 2-1, withstanding a massive influx of union organizers and an estimated 30 million dollars.

Wisconsin was declared ground zero by President Obama and the National Unions who wanted to stop similar collective bargaining reforms in states like Ohio and Florida. And they also turned the recalls into class warfare as a practice run for the 2012 Presidential race. If they could make us pay the ultimate price for our bold reforms, they believed they could stop reform efforts in Washington and around the country.

Wisconsin Democrats abdicated control of their campaigns to national consultants and Washington D.C. Unions, with heavy assistance from Barak Obama's Organizing for America, Moveon.org, The AFL-CIO, SEIU and others.

Our efforts were run by Wisconsin Club for Growth and operatives R.J. Johnson and Deb Jordahl, who coordinated spending through 12 different groups. Most spending by other groups was directly funded by grants from the Club.

We tactically outmaneuvered them.

By defining Democrat Shelly Moore early, we took a race that started at only plus 2 (and where the Governors numbers were upside down) off the table and kept it there. Moore was a board Member of the NEA and the State teachers union. We used her radical views and footage of her union speeches to disqualify her and turn off independent women and older voters. We knew women and older voters would reject her. We kept the pressure on through the election and won this seat by 16 points. We also defined Democrat Fred Clark early. We used his horrendous driving record, failure to pay child support, and a recording of him saying he wanted to call a female constituent back and smack her around, to illustrate how Clark behaves when he thinks no one's watching. This angle was particularly

helpful in eliminating Clark's advantage with independent women. We were behind by 2 points when we started this race and we won by 4.

Wisconsin Club for Growth raised 12 million dollars and ran a soup to nuts campaign. Every target was researched utilizing a top notch opposition researcher and Club advisors. Polling, focus groups and message development was a collaborative effort with help from Neil Newhouse and Pat Caddell. An aggressive issue- based absentee ballot program was launched through direct mail and boots on the ground. Pro life, pro family and second amendment rights activists helped collect and process thousands of absentee ballot requests through a central operation.

These activists were joined on the ground by dozens of volunteers from Ralph Reed's Faith and Family organization through a grant from the Club.

The statewide voter list was enhanced with district specific micro-targeting data and 3.5 million pieces of issue -specific mail was sent to targeted voters.

From the beginning we knew conservatives suffered from of a double digit intensity gap that favored the Democrats. To address this, we ran a two week radio and Fox TV News admonished voters not to let the Madison liberals take us back. Simultaneously we ran generic television ads talking about the progress made balancing the state budget without raising taxes or cutting essential programs.

Targeted districts had as much as 8 weeks of heavy network and cable television and radio. Ads were run on poll tested issues, including fiscal responsibility, tax hikes, wasteful spending and spending priorities that moved independent swing voters to the GOP candidate.

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**To:** 'Scott Walker'[swalkerwi@gmail.com]; 'Kelly Rindfleisch' [REDACTED] 'Keith Gilkes' [REDACTED] 'R. J. Johnson'[rj@rjohnson.org]  
**Cc:** 'Jennifer Bannister, Doner'[jennifer@donerfundraising.com]  
**From:** Kate Doner  
**Sent:** Thur 8/18/2011 8:34:07 AM  
**Subject:** Donor Call Details

Wisconsin Conference Call Brief  
Leader: Governor Scott Walker, Wisconsin  
Date/Time: Thursday, August 18th 9:30 am CENTRAL)

#### Agenda

- I. Welcome – Governor Walker - 10 mins max
  - a. Thank everyone for joining the call.
  - b. Gov. Walker will provide an overview of the Wisconsin recall election results.
- II. Political Update and Future Ramifications – RJ Johnson 5 – 8 mins
  - a. How was your money spent
  - b. National ramifications
  - c. Future ramifications
  - d. Petition Drive and Recall
- III. We are in Debt \$800k – Governor Walker – 3 mins
  - a. Discuss how we made the investment based on keeping the Senate. And participation from other groups didn't materialize like we hoped. ✓

WICFG carried the bulk of the investment at \$12m.

#### FYI:

- AFP - \$1m
- RSLC - \$500k
- Crossroads - \$0

- IV. Open discussion and questions – Governor Walker 10 mins.
  - a. The operator will then explain how to ask a question.
- V. Governor Walker concludes call

Kate Doner  
Doner Fundraising, Inc.  
815 Brazos, Suite 701  
Austin, Texas 78701  
512.476.4403 office  
512.233.2246 fax  
[REDACTED] cell  
kate@donerfundraising.com

**To:** MELLison@afphq.org[MELLison@afphq.org]  
**Cc:** 'Matt Seaholm' [REDACTED]  
**From:** R. J. Johnson  
**Sent:** Fri 9/2/2011 1:50:09 PM  
**Subject:** Terry Kohler

Mike,

Terry Kohler has asked me to get back to you regarding an email you sent requesting a meeting in September. He very much appreciates your offer, but he will not be taking meetings or making donations for the foreseeable future. This has nothing to do with the quality of your work or your efforts.

Thanks,

R.J.

R. J. Johnson  
R. J. Johnson and Associates  
N7130 North Lost Lake Road  
Randolph, WI 53956  
(Office) 920.326.5555 (Cell) [REDACTED]  
In Hoc Signo Vincas

**To:** 'Keith Gilkes [REDACTED]'; rj@rjjohnson.org[rj@rjjohnson.org]; 'Scott Walker'[swalkerwi@gmail.com]  
**Cc:** 'Jennifer Bannister, Doner'[jennifer@donerfundraising.com]; 'Kelly Rindfleisch [REDACTED]'  
**From:** Kate Doner  
**Sent:** Wed 9/7/2011 6:39:02 AM  
**Subject:** Walker Recall Fundraising Efforts - thoughts

Gentlemen,

Here are my quick thoughts on raising money for Walker's possible recall efforts. I am happy to put into an official "plan".

CFG:

- Make nice with RSLC
- Lock down \$ commitments from RGA, RNC, AFP now
- Take Koch's money
- Get on a plane to Vegas and sit down with Sheldon Adelson. Ask for \$1m now.
- Corporations. Go heavy after them to give. Didn't give much to the recall effort this summer.
- Create a new c4. Club for Growth name has issues.

Walker:

1) Finance Chair

- Get a kick ass finance chair who can do peer to peer asks.
- Once Keith moves to the campaign -- have him rally the lobby/business community where Walker can't ask

2) PAC's

- Only one PAC has maxed out in 2011 to Walker. Not good
- You have raised \$237,036.75 from PAC's. Collect the other \$248,153.25 now. Invite them all to lunch with you for \$25k each and make them ham sandwiches. Get firm. No need to do anything expensive.



3) Corporations

- Pulled Fortune's top 10 companies in Wisconsin. With a quick glance, only two have supported Walker (NW Mutual maxed out. American Family gave little).

1	Johnson Controls	83	Milwaukee	28,497.0	
2	Northwestern Mutual	115	Milwaukee	21,602.6	
3	Kohl's	135	Menomonee Falls	17,178.0	
4	Manpower	143	Milwaukee	16,038.7	
5	American Family Insurance Group	344	Madison	6,453.4	
6	Oshkosh	386	Oshkosh	5,433.3	
7	Harley-Davidson	430	Milwaukee	4,838.6	
8	Rockwell Automation	476	Milwaukee	4,332.5	
9	Fiserv	491	Brookfield	4,224.0	
10	Wisconsin Energy	496	Milwaukee	4,193.2	

- Focus on getting CEO's working for Walker. Jobs Jobs Jobs is #1 and we want to keep Walker. Have them each personally give and get their leadership to give to Walker. Have them bundle and raise money for Walker.

4) Wisconsin Elected Officials -- create a Victory Fund

- Have the statewide and legislators work to keep you in office. Helps them. Helps you. Set fundraising goals for each. Put a statewide office holder in charge of the end goal.
- Put a WI fundraiser in charge of the end goal. Hold them accountable.
- 5) Legislative Success. Create a list of legislation that passed and benefits whom.  
- Example – National Tort Reform community. Civil Justice Reform Group, ILR, AJP etc should give significant money
- Lobby push
- Associations and Professional Trade Groups need to step up and dig deep
- 6) National Groups. Lock them down and make them work for you.
- RGA
- RNC
- Heritage
- RSLC
- AFP/Koch

Fundraising Staff:

- 1) Have them coordinate efforts. Set goals. Divide efforts.
- 2) Create a finance plan and work it.
- 3) Hold weekly or bi-weekly fundraising calls

Just my two-cents.

Kate Doner  
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[kate@donerfundraising.com](mailto:kate@donerfundraising.com)

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**From:** Keith Gilkes [mailto: [REDACTED]]  
**Sent:** Monday, October 10, 2011 9:50 AM  
**To:** Mary Stitt  
**Subject:** Re: Barry McLean

Mary-  
We should do this - I will work toward pulling together options for such a meeting.  
KG

*On Wed, Sep 21, 2011 at 11:35 AM, Mary Stitt [REDACTED] wrote:*

Keith,

Barry McLean is interested in meeting with Governor Walker when he might be in Milwaukee or Pleasant Prairie. He lives in Lake Forest so getting to WI is easy... the company also has a subsidiary in northern WI. He comes to me via Lisa Wagner. He is passionately anti-union. I'm told the meeting would be a minimum of \$25K to support the efforts if we can make it happen.

An interest?

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**To:** Dan Morse[dan@dmorseconsulting.com]; Keith Gilkes [REDACTED]

**From:** Bentley Gov't Affairs

**Sent:** Thur 1/12/2012 11:29:16 AM

**Subject:** Fw: Schneider National Letters

Dan and Keith: This is going out today. See below. Also, Schneider is giving \$25,000 to CFG. Call me to discuss.

Marc Bentley

President

Bentley Gov't Affairs

7 N Pinckney St. Ste L25

Madison, WI 53703

608 698 0707

The letters from Chris Lofgren are going out overnight today. This is a copy of the body of the letter:

Re: Governor Walker/Club for Growth

Dear \_\_\_\_\_:

As you are aware, Wisconsin, led by Governor Scott Walker, has been at the forefront in efforts to reign-in unsustainable wages and benefits paid to public sector employees and saving jobs for teachers while eliminating a \$3.6 billion deficit. In Appleton, just 30 minutes south of Green Bay, the School District saved approximately \$3 million in its insurance costs by virtue of being able to competitively bid its insurance contract even though the insurer remained the teacher's union trust (i.e. the Wisconsin Education Association Trust). Similar success stories abound.

Although public employee collective bargaining issues have taken center stage, Governor Walker also spearheaded meaningful tort reform, including limits on non-economic damages, adoption of the federal restrictions on use of experts to eliminate "junk science" and many other common sense reforms which directly affect your company's exposure for vehicular accidents in Wisconsin.

These successes, however, have so angered the well organized plaintiff's bar and threatened the union bosses that they're seeking to have Governor Walker recalled. Both groups know if their recall effort in Wisconsin succeeds, the message will be unmistakable; taking on the interests of the public employees unions and plaintiff's bar is political suicide. No meaningful reform, in either public employee collective bargaining, or in rationalizing our tort system, will take place outside of Wisconsin if the gains Wisconsin has realized are reversed. That's why those special interest groups are pouring tens of millions of dollars into their campaign to recall Governor Walker. This is no longer a state of Wisconsin issue this has become the battlefield for our Nation's long term prosperity and standard of living.

I sincerely believe that it is in your own interest, and the interests of your company, that Governor Walker withstands the recall effort. That's why I write to you to ask your help in retaining Governor Walker. Defending the recall effort is expensive.

The Governor will be personally calling you to seek your personal support. I ask that you accept his call and agree to support him.

In addition to a personal contribution, I suggest that you consider making a corporate contribution to the Club for Growth, Inc. The Wisconsin Club for Growth is dedicated to informing, educating and rallying citizens of Wisconsin to embrace and enact policies that lead to sustained economic growth, limited government, and minimal taxation. More information regarding the Wisconsin Club for Growth can be found at <http://wicfg.com/index.cfm>.

Please accept Governor Walker's call and support his reform efforts.

With highest regard,

**To:** bricbaker [REDACTED] acreate@capitalhq.com[acreate@capitalhq.com]  
**Cc:** 'R.J. Johnson'[rj@rjohnson.org]  
**From:** Kate Doner  
**Sent:** Fri 3/30/2012 7:19:43 AM  
**Subject:** RE: Connections

Alexandra - Let me know about your support in Wisconsin with your c4. I believe we discussed between \$250k - \$100k. It is really heating up with Tom Barrett (Milwaukee Mayor) getting in the race against Walker. The polls showing a tight race. We could really use your support. I would like for you to visit with RJ Johnson who is handling the ground game:

R. J. Johnson  
N7130 North Lost Lake Road  
Randolph, WI 53956  
Voice (920) 326-5555 Cell [REDACTED]

Thanks!  
Kate Doner

-----Original Message-----

**From:** bricbaker [REDACTED]  
**Sent:** Thursday, March 29, 2012 4:23 PM  
**To:** Kate Doner  
**Cc:** <acreate@capitalhq.com>  
**Subject:** Re: Connections

Alexandra/Kate-- what is the status here? Do I need to do anything to move the ball fwd? Thanks.

*On Mar 22, 2012, at 5:49 PM, "Kate Doner" <kate@donerfundraising.com> wrote:*

> Alexandra -  
> Wonderful to see you again! Let me know when is a good time to chat about your c4. With the election June 5 - we are working to quickly lock down all the help.  
>  
> Thanks Brian for everything. Have a great weekend skiing.  
>  
> Kate Doner  
> Doner Fundraising, Inc.  
> 815 Brazos, Suite 701  
> Austin, Texas 78701  
> 512.476.4403 office  
> 512.233.2246 fax  
> [REDACTED] cell  
> kate@donerfundraising.com  
>

> -----Original Message-----

> **From:** bricbaker [REDACTED]  
> **Sent:** Thursday, March 22, 2012 4:46 PM  
> **To:** acreate@capitalhq.com; Kate Doner

> **Subject:** Connections

>

> It was great seeing both of you Tuesday night. And thanks for all your help to Joe and me, and for the Governor, of course.

I believe you all discussed Alexandra's idea for additional potential supporters; I thought I'd connect you to allow that discussion to continue.

> Let me know what happens!

> Thanks,

> Brian

**To:** 'Keith Gilkes' [REDACTED]  
**From:** Mary Stitt  
**Sent:** Thur 4/19/2012 8:36:52 AM  
**Subject:** Kellner & Leipold

Keith,  
Talked with Ted last night. He's sending his \$90K check to me today.  
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Mary Crutchfield Stitt  
Mary Stitt & Associates  
1478 Noridge Trail  
Port Washington, WI 53074  
262-268-6859 Office  
[REDACTED] Cell

---

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Thanks,  
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**Cc:** Camille Moughon  
**Subject:** Re: RE: Will you call me when you can?  
Kate - let me call you this afternoon and then I will handle this with Camille.  
KG

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----- Forwarded message -----

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**Subject:** RE: Will you call me when you can?  
**To:** "Kate Lind" <kate@aspectcompliance.com>  
**Cc:**

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Can Kate Doner personally purchase 8 football tickets from Friends of Scott Walker for a Packers game that Gov Walker and guests will attend with the intention of inviting individuals who are involved with WiCFG?

Or does that still go to somebody else?

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**To:** Camille Moughon  
**Subject:** Re: Will you call me when you can?

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Thanks!!

Camille  
Camille Moughon  
Doner Fundraising  
815 Brazos St, Suite 701  
Austin, TX 78701  
512-476-4403 – o  
[REDACTED] – c

---



**To:** Keith Gilkes [REDACTED]  
**From:** John Behling  
**Sent:** Wed 10/24/2012 5:48:25 PM  
**Subject:** RE: Mr. Menard - DINNER IN EAU CLAIRE

I heard that big news on the street – congrats! I would not change a day of marriage.

I also think it would be good if the first lady came up – Mrs. Menard is a big Scott Walker fan and was helpful getting the first million dollar check cut. TW's presence may help it rain some more in the future.

JRB

**From:** Keith Gilkes [REDACTED]  
**Sent:** Wednesday, October 24, 2012 5:47 PM  
**To:** John Behling  
**Subject:** Re: Mr. Menard - DINNER IN EAU CLAIRE

Understood - that is what I took it to be.

I actually think it would be good for the First Lady to join - she likes doing these things. Just I need to explain background before I commit her.

The force is growing stronger with me now that I am engaged - I am beginning to understand this whole talking to the spouse before committing them to things.

KG

*On Wed, Oct 24, 2012 at 5:43 PM, John Behling <jbehling@wrpr.com> wrote:*

Thanks – it is not a push – just a question – JRB.

**From:** Keith Gilkes [REDACTED]  
**Sent:** Wednesday, October 24, 2012 5:41 PM  
**To:** John Behling  
**Cc:** Kate Doner; R.J. Johnson (rj@rjohnson.org)  
**Subject:** Re: Mr. Menard - DINNER IN EAU CLAIRE

This is confirmed for the Governor's schedule.

I will let you know on the First Lady - I am checking her schedule and then I will need to confirm with her personally.

I will be in touch.

KG

*On Wed, Oct 24, 2012 at 5:26 PM, John Behling <jbehling@wrpr.com> wrote:*

The Menards family is available for dinner on the 26th. Mrs. Menard has asked whether the first lady will be joining us – let me know how I should respond – thanks – JRB.

**From:** Kate Doner [mailto:kate@donerfundraising.com]  
**Sent:** Thursday, October 18, 2012 12:32 PM  
**To:** John Behling  
**Cc:** R.J. Johnson (rj@rjjohnson.org)  
**Subject:** RE: Mr. Menard - DINNER IN EAU CLAIRE

John,

Here are the dates available for Gov. Walker for dinner in Eau Claire. Please let me know what works best for John and JR Menard. Truly appreciate your support.

Monday, November 26th - 6 pm until 8 pm  
Monday, December 3rd - 7 pm until 8:30 pm  
Wednesday, January 2nd - 6 pm until 8:00 pm  
Thursday, January 3rd - 6 pm until 8:00 pm

Thank you,  
Kate Doner  
512.476.4403 office  
[REDACTED] cell  
512.233.2246 fax  
kate@donerfundraising.com

**From:** John Behling [mailto:jbehling@wrpr.com]  
**Sent:** Wednesday, October 17, 2012 7:48 AM  
**To:** Kate Doner  
**Cc:** R.J. Johnson (rj@rjjohnson.org)  
**Subject:** RE: Mr. Menard

Good to get your message.  
Just give me a date in December and since we have some time – we can schedule around .  
I will be in touch later today on the request.

**From:** Kate Doner [mailto:kate@donerfundraising.com]  
**Sent:** Tuesday, October 16, 2012 2:13 PM  
**To:** John Behling  
**Subject:** Mr. Menard  
John,

Hate to harass . . . any news on John Menard and his support of Wi. Club for Growth?  
Also December will be when we will schedule a dinner. Are there dates you want us to avoid? We will lock it down.  
Thank you!

Kate Doner  
512.476.4403 office  
[REDACTED] cell  
512.233.2246 fax  
kate@donerfundraising.com

**To:** Kristin Ruesch Gilkes [REDACTED]  
**From:** Keith Gilkes  
**Sent:** Mon 9/16/2013 2:47:42 PM  
**Subject:** Re: kinda weird

Depends if a multimillionaire GOP donor bankrolls my salary for 20 years...then I might be willing to do it.

KG

*On Mon, Sep 16, 2013 at 2:44 PM, Kristin Ruesch Gilkes [REDACTED] wrote:*

You're never getting involved in something like this correct? Keep it simple.

*On Mon, Sep 16, 2013 at 2:41 PM, Keith Gilkes [REDACTED] wrote:*

He works for Terry directly so that is why he stepped in. Terry was asked to weigh in by Deb to help out the group who she was helping in turn as well.

So that is how this all came about.

KG

*On Mon, Sep 16, 2013 at 2:37 PM, Kristin Ruesch Gilkes [REDACTED] wrote:*

R.J. Johnson, a political operative and spokesman in this case for Kohler, defended the letter in a statement.

"Through the DNR, the Legislature has made several named legacy grants to groups with an environmental focus. None of those groups are dedicated to our hunting and fishing traditions," Johnson said in the statement. "Terry Kohler believes resources derived from the sales of guns, ammunition, sporting goods, boats, motors and fishing equipment in Wisconsin should be dedicated to supporting programs that strengthen that heritage in our state."

Some of the federal funds in question have gone to environmental efforts such as trumpeter swan recovery in Wisconsin that Kohler has also supported in his charitable work.

Ties to donor group

Johnson said that Kohler had not contacted Walker about the United Sportsmen grant but declined to say if Kohler was behind Citizens for a Strong America, a political group with undisclosed donors that gave \$235,000 to the then-fledgling United Sportsmen in 2011. Johnson's wife, Valerie, is the treasurer for Citizens for a Strong America.

In addition to representing Kohler, Johnson works for Walker as a political consultant. An aide to Walker said the governor did not talk to Kohler or Johnson about the grant.

<http://www.jsonline.com/watchdog/watchdogreports/united-sportsmens-group-had-terry-kohler-as-staunch-ally-b9997043z1-223796411.html>

**To:** Dan Morse[dan@dmorseconsulting.com]; Keith Gilkes [REDACTED]

**From:** Bentley Gov't Affairs

**Sent:** Thur 1/12/2012 11:29:16 AM

**Subject:** Fw: Schneider National Letters

Dan and Keith: This is going out today. See below. Also, Schneider is giving \$25,000 to CFG. Call me to discuss.

Marc Bentley

President

Bentley Gov't Affairs

7 N Pinckney St. Ste L25

Madison, WI 53703

608 698 0707

The letters from Chris Lofgren are going out overnight today. This is a copy of the body of the letter:

Re: Governor Walker/Club for Growth

Dear \_\_\_\_\_:

As you are aware, Wisconsin, led by Governor Scott Walker, has been at the forefront in efforts to reign-in unsustainable wages and benefits paid to public sector employees and saving jobs for teachers while eliminating a \$3.6 billion deficit. In Appleton, just 30 minutes south of Green Bay, the School District saved approximately \$3 million in its insurance costs by virtue of being able to competitively bid its insurance contract even though the insurer remained the teacher's union trust (i.e. the Wisconsin Education Association Trust). Similar success stories abound.

Although public employee collective bargaining issues have taken center stage, Governor Walker also spearheaded meaningful tort reform, including limits on non-economic damages, adoption of the federal restrictions on use of experts to eliminate "junk science" and many other common sense reforms which directly affect your company's exposure for vehicular accidents in Wisconsin.

These successes, however, have so angered the well organized plaintiff's bar and threatened the union bosses that they're seeking to have Governor Walker recalled. Both groups know if their recall effort in Wisconsin succeeds, the message will be unmistakable; taking on the interests of the public employees unions and plaintiff's bar is political suicide. No meaningful reform, in either public employee collective bargaining, or in rationalizing our tort system, will take place outside of Wisconsin if the gains Wisconsin has realized are reversed. That's why those special interest groups are pouring tens of millions of dollars into their campaign to recall Governor Walker. This is no longer a state of Wisconsin issue this has become the battlefield for our Nation's long term prosperity and standard of living.

I sincerely believe that it is in your own interest, and the interests of your company, that Governor Walker withstands the recall effort. That's why I write to you to ask your help in retaining Governor Walker. Defending the recall effort is expensive.

The Governor will be personally calling you to seek your personal support. I ask that you accept his call and agree to support him.

In addition to a personal contribution, I suggest that you consider making a corporate contribution to the Club for Growth, Inc. The Wisconsin Club for Growth is dedicated to informing, educating and rallying citizens of Wisconsin to embrace and enact policies that lead to sustained economic growth, limited government, and minimal taxation. More information regarding the Wisconsin Club for Growth can be found at <http://wicfg.com/index.cfm>.

Please accept Governor Walker's call and support his reform efforts.

With highest regard,

**To:** bricbaker [REDACTED]; apreate@capitalhq.com[apreate@capitalhq.com]  
**Cc:** 'R.J. Johnson'[rj@rjjohnson.org]  
**From:** Kate Doner  
**Sent:** Fri 3/30/2012 7:19:43 AM  
**Subject:** RE: Connections

Alexandra - Let me know about your support in Wisconsin with your c4. I believe we discussed between \$250k - \$100k. It is really heating up with Tom Barrett (Milwaukee Mayor) getting in the race against Walker. The polls showing a tight race. We could really use your support. I would like for you to visit with RJ Johnson who is handling the ground game:

R. J. Johnson  
N7130 North Lost Lake Road  
Randolph, WI 53956  
Voice (920) 326-5555 Cell [REDACTED]

Thanks!  
Kate Doner

-----Original Message-----

**From:** bricbaker [REDACTED]  
**Sent:** Thursday, March 29, 2012 4:23 PM  
**To:** Kate Doner  
**Cc:** <apreate@capitalhq.com>  
**Subject:** Re: Connections

Alexandra/Kate-- what is the status here? Do I need to do anything to move the ball fwd? Thanks.

*On Mar 22, 2012, at 5:49 PM, "Kate Doner" <kate@donerfundraising.com> wrote:*

> Alexandra -  
> Wonderful to see you again! Let me know when is a good time to chat about your c4. With the election June 5 - we are working to quickly lock down all the help.  
>  
> Thanks Brian for everything. Have a great weekend skiing.  
>  
> Kate Doner  
> Doner Fundraising, Inc.  
> 815 Brazos, Suite 701  
> Austin, Texas 78701  
> 512.476.4403 office  
> 512.233.2246 fax  
> [REDACTED] cell  
> kate@donerfundraising.com  
>

> -----Original Message-----

> **From:** bricbaker [REDACTED]  
> **Sent:** Thursday, March 22, 2012 4:46 PM  
> **To:** apreate@capitalhq.com; Kate Doner

> **Subject:** Connections

>

> It was great seeing both of you Tuesday night. And thanks for all your help to Joe and me, and for the Governor, of course.

I believe you all discussed Alexandra's idea for additional potential supporters; I thought I'd connect you to allow that discussion to continue.

> Let me know what happens!

> Thanks,

> Brian

**To:** 'Keith Gilkes' [REDACTED]  
**From:** Mary Stitt  
**Sent:** Thur 4/19/2012 8:36:52 AM  
**Subject:** Kellner & Leipold

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