What does winning look like? What is victory?

For most think tanks and advocacy groups, success seems to be all about acknowledgment: a quote in the mainstream media, an op-ed in a top publication, appearing on Fox News or CNN. Lots of books in print, Facebook “likes,” and maybe a White House retweet are some examples of what think tank leaders define as success.

Although these achievements have value, should policy organizations and their donors really measure success by social media numbers and the approval of left-leaning media elites? Shouldn’t we aspire to affect policy?

CONTINUED ON PAGE 2
The leader of an influential Washington, D.C. think tank recently identified what he believes to be the three most important measures of think tank success: (1) the number of times the organization’s experts testify before Congress, (2) the number of op-eds published, and (3) the growth and size of an organization’s budget. Think tanks often use these three measures to judge their efforts, but there are several important reasons why free-market, pro-liberty leaders should think differently.

For starters, congressional testimony is not nearly as important as many believe. As a former member of Congress, I will let you in on a little secret: A congressional hearing is little more than political theatre. Experts’ congressional testimony hardly changes anything. Typically, the experts are brought in largely to justify the decisions legislators already have in mind.

Similarly, think tank leaders rarely can prove anybody actually ever reads their organizations’ op-eds, much less that they actually changed anything. Instead, they assume an op-ed published in The New York Times or The Washington Post is proof of success. Allowing the leading mouthpieces of the leftist media to determine whether a free-market think tank is impactful ensures we’ll never really win.

Similarly, think tank leaders rarely can prove anybody actually ever reads their organizations’ op-eds, much less that they actually changed anything. Instead, they assume an op-ed published in The New York Times or The Washington Post is proof of success. Allowing the leading mouthpieces of the leftist media to determine whether a free-market think tank is impactful ensures we’ll never really win.

After only a few months at Heartland’s helm, it is evident to me that far too many think tanks measure their importance and impact by how much they spend, how many people work for them, and how often the Left prints our 700-word essays in their 150,000-word daily newspapers. It means real policy change.

How Heartland Defines ‘Victory’
Recently, one of our staffers received a phone call from the office of Wisconsin Gov. Scott Walker to inform us that the governor was about to sign landmark welfare reform bills implementing policies and legislation Heartland has been promoting, publicizing, emailing, and testifying in favor of for decades in multiple states. We had been on the ground leading the charge for months in Wisconsin.

But wait: there’s more. While our staffer...
was on the phone with the governor’s office, a U.S. senator’s office called to begin strategizing with us to get another piece of key legislation—a “Right to Try” bill—across the finish line. This is the bill President Donald Trump mentioned, at our urging, in his State of the Union address earlier this year. It’s also part of the effort that led to legislation passing in the U.S. House of Representatives with our help in March. This Right to Try bill matches a project Heartland helped to initiate more than a decade ago: Free To Choose Medicine, a plan to speed the availability of potentially lifesaving, long-overdue cures and therapies that have been held up by the morass of the Food and Drug Administration.

It is not often that any think tank, advocacy group, or lobbyist is this successful in a month—much less in just one day.

Working for Real Change
That was an extraordinary day, but it represents what we do year-round. We helped bills for direct primary care, another long-term, landmark Heartland policy, in which marketplace freedom makes health care more affordable and increases access, get signed into law in Florida, Missouri, Nebraska, and Wisconsin.

We also fight against bad legislation. The New Jersey legislature recently passed a bill to re-impose the Obamacare individual mandate, even though research shows it hurts lower-income families the most, and Democrats in at least eight other states and the District of Columbia are working to impose taxes on the uninsured. We helped defeat an Obamacare-inspired Medicaid expansion bill in Idaho, and we are working in other states to protect the public from these harmful policies. That’s what success is to us: the spread of freedom and prosperity.

Defending the Truth
A close friend of Heartland called me late on a Friday afternoon and suggested Heartland join the “Climate Trial of the Century”: a lawsuit brought by Oakland and San Francisco against five oil and gas companies for allegedly covering up so-called evidence that fossil fuels have been destroying the world. The oil companies were conceding important points, and nobody seemed willing to step up. Here’s what the donor didn’t know: We were already on the case, helping allies submit an amicus brief presenting the best science available and writing a Policy Brief providing answers to questions posed by the judge.

We did what Heartland does: stand up at the right time, in the right place, and with the right resources to defend the truth. We don’t curry favor with the leftist media or Beltway insiders. We simply stand on the side of the angels, the side of truth, and the side of liberty.

From California to Florida and New Jersey to Wisconsin, from Congress to every state capitol, from the courtroom to the committee room, The Heartland Institute is there, often alone, fighting for our liberties. We work for real change with the resources your generosity provides.

That’s what winning looks like. That’s victory.

Tim Huelskamp, Ph.D. (thuelskamp@heartland.org) is president and CEO of The Heartland Institute.
By the Numbers

During the first quarter of 2018, The Heartland Institute ...

► Published one book: Free To Choose Medicine, third edition, by Bartley Madden, printed 2,000 copies, and distributed 1,500.
► Contacted elected officials 221,403 times, including 6,204 one-on-one contacts by phone, email, or in person.
► Generated at least 46 broadcast, 912 online, and 140 print media hits reaching more than 13 million subscribers.
► Added 188 blog posts to Freedom Pub and released 60 podcasts attracting a total listening audience of 725,823 people.
► Added 48 videos to our YouTube channel, and videos on the channel attracted a total of 82,695 viewers.
► Printed and distributed approximately 12,000 copies of Policy Studies on the retirement of several coal-fired power plants, written by Research Fellow Isaac Orr and Senior Fellow Fred Palmer.
► Released 121 copies of Heartland Policy Briefs and 100 Research & Commentaries in 45 states, two Policy Tip Sheets, and 21 testimonies.
► Released 42 issues of four weekly e-newsletters: Climate Change Weekly, School Choice Weekly, Heartland Weekly, and The Leaflet.
► Hosted 10 events attended by 359 people and viewed online (via livestreaming) by another 2,865 people.
► Spoke at 25 events with a total attendance of 3,501 people.

Arthur B. Robinson Center on Climate and Environmental Policy
► Published three issues of Environment & Climate News, nine issues of Climate Change Weekly, five Policy Studies, a booklet, and 17 Research & Commentaries on environment and energy issues.
► Logged 1,721 personal and 84,376 group contacts for a total of 86,097 contacts with legislators on energy and environment issues combined.
► Logged 858 personal and 61,559 group contacts for a total of 62,417 contacts with legislators on environment issues.
► Generated at least 10 broadcast, 349 online, and 94 print media hits reaching more than 9.6 million people on environment and energy issues.
► Produced 13 new podcasts, attracting 172,971 listeners, and 58 new posts on Freedom Pub addressing energy, environment, and climate issues.
► Testified four times on energy and environment issues.
► Hosted one event on environment and energy issues, spoke at six, and attended one, reaching an estimated total audience of 1,662 people.

Center for Transforming Education
► Published three issues of School Reform News, seven issues of School Choice Weekly, and 26 Research & Commentaries on education issues.
► Logged 1,036 personal and 42,217 group contacts for a total of 43,253 contacts with legislators on education issues.
► Generated at least six broadcast, 146 online, and 18 print media hits reaching more than one million people on education issues.
Produced nine new podcasts, attracting 62,133 listeners, and 28 new posts on Freedom Pub on education issues.

Hosted three events on education issues and spoke at seven, reaching an estimated total audience of 2,775 people.

Made 515 contacts with reporters, civic and business leaders, educators, allies, and supporters via phone, email, letters, or face-to-face meetings.

Testified once before legislators on education issues.

Issued 7,134 tweets from education-focused Twitter accounts.

Consumers for Health Care Choices
- Published one book and 28 Research & Commentaries on health care issues.
- Logged 1,238 personal and 36,532 group contacts for a total of 37,770 contacts with legislators on health care issues.
- Generated at least one broadcast, 34 online, and nine print media hits reaching 720,177 people on health care issues.
- Produced five new podcasts, attracting 138,978 listeners, and 16 new posts on Freedom Pub on health care issues.

Testified seven times on health care issues.

Hosted one event on health care issues with a total of 22 expert participants.

Center on Budgets and Taxes
- Published three issues of Budget & Tax News and 30 Research & Commentaries on budget and tax and tobacco-related issues.
- Logged 2,209 personal and 52,074 group contacts for a total of 54,283 contacts with legislators on budget and tax issues.
- Testified nine times on budget and tax issues.
- Generated at least nine broadcast, 74 online, and 13 print media hits reaching nearly one million people.
- Produced 12 new podcasts, attracting 86,885 listeners, and 34 new posts on Freedom Pub on budget and tax issues.
- Hosted one event on budget and tax issues attended by 24 people and viewed online (via livestreaming) by another 458 people.
- Spoke at one event on budget and tax issues attended by 400 people and viewed online (via livestreaming) by another 33,701.

Your Guide to More Freedom and Prosperity!

Herbert Walberg and Joseph Bast, joined by 18 contributors, analyze the 10 most important issues facing America.

- Health Care
- Energy and Environment
- Elementary and Secondary Education
- Higher Education
- Privatization
- Firearms
- Telecommunications
- State Fiscal Policy
- Federal Tax Policy
- Constitutional Reform

Paperback: 401 pages
Publisher: The Heartland Institute
Price: $8.95

Now Available at: amazon.com
President Donald Trump’s administration has embraced the energy and environmental policies The Heartland Institute has been promoting for years. In the lead-up to the 2018 State of the Union address, the Trump administration reached out to Heartland for policy recommendations and used our suggestions.

Ending the War on Fossil Fuels

In an op-ed in The Hill, Heartland Institute President Dr. Tim Huelskamp identified the positive energy and environmental regulatory changes the Trump administration has implemented, writing, “By ending the Obama war on fossil fuels, President Trump has boldly reasserted America’s leadership in the world. Instead of allowing China, Russia, and OPEC to manipulate their customers, Trump’s policy promotes independence for these importing nations.”

Writing in the Heartland e-newsletter Climate Change Weekly, Senior Fellow H. Sterling Burnett described the dramatic changes in energy policy since Trump entered the Oval Office: “The Heartland Institute assembled an Action Plan for the Trump administration consisting of 34 actions and policies that will help, in Trump’s words, ‘make America great again.’ With Congress’s help in some instances, Trump has already accomplished in whole or in part eight of the 13 energy and environment recommendations in the Action Plan.”

Environmental Protection Agency (EPA) Administrator Scott Pruitt enacted several policy changes The Heartland Institute has long promoted. For example, Pruitt issued a directive ending EPA’s “sue and settle” practices, and he barred scientists receiving taxpayer-funded EPA grants from serving on the agency’s advisory boards. In addition, Trump signed proclamations significantly reducing the size of the Grand Staircase-Escalante National Monument and the Bears Ears National Monument in Utah. Heartland reported on these actions in our monthly newspaper Environment & Climate News.

The Heartland Institute documented Pruitt’s accomplishments on the anniversary of his first year as EPA administrator. In an op-ed for The Hill, Huelskamp and Burnett wrote, “If the stock market, job growth, decline in unemployment, enhanced business investment, and consumer confidence increases are any indication, Trump is well on his way to making America great again, and the changes made at EPA under Scott Pruitt’s direction have played no small part in that.”

In an op-ed for American Spectator, Heartland Senior Fellow Joseph Bast wrote that Pruitt “is the best EPA administrator the agency has ever had, and arguably the best cabinet pick President Donald Trump has made in his still-young administration.”

The media acknowledged our influence on national environmental and energy policy. Politico, for example, published an article reporting, “Pruitt, who has questioned the role of manmade emissions in climate change, has been lobbied by some conservative groups such as The Heartland Institute and Competitive Enterprise Institute to forgo a replacement and instead challenge the science-based endangerment finding that requires EPA to act to limit globe-warming emissions from power plants.” The New Republic predictably denounced Heartland’s influence, stating, “[T]he public should not take the Heartland Institute’s claims about climate science seriously. That the government agency in charge of protecting the environment does, though, is seriously worrying.”
Courting Energy Freedom

Fossil fuel use is under assault in various courtrooms across the United States, as cities have joined with radical environmental groups to sue oil companies to force them to pay for purported effects of climate change allegedly caused by the use of the fossil fuels they produce. We responded forcefully to show those claims are false.

William Alsup, the presiding judge of the U.S. District Court for the Northern District of California, held a tutorial on climate change and climate science in preparation for a trial in which Oakland, San Francisco, and environmental groups are suing oil companies for allegedly causing dangerous climate change. The San Francisco Chronicle published an op-ed by Bast and Heartland Senior Fellow Peter Ferrara citing abundant scientific evidence refuting the claims in the lawsuit.

We helped Viscount Christopher Monckton and others submit a “friend of the court” brief showing there is no consensus among scientists that recent global warming was chiefly anthropogenic or will be catastrophic.

The media covered the brief extensively. The Washington Times reported, “The energy analysts at Heartland Institute have noticed that none of the mayors who decry the ‘imminent sea level rise [that] presents a substantial threat’ to the physical and financial well-being of their cities, has disclosed this ‘substantial threat’ to their prospective bondholders.” The Washington Examiner reported, “The Heartland Institute, which had been advising the Trump administration last year … filed an extensive brief Tuesday night supporting the energy companies.”

The Daily Caller, Sacramento Bee, Inside Climate News, Think Progress, and Climate Liability News all published editorials remarking on the amicus brief. The Inside Climate News article reported the writers of the brief “devote much of their effort to disputing that there even is a mainstream view worthy of the court’s consideration.”

Coverage of Heartland’s efforts intensified when HuffPost, Yahoo! News, and numerous other outlets published an op-ed that stated, “several high-profile climate science skeptics submitted a friend-of-the-court brief that argued there is no scientific consensus that human-caused emissions contribute to climate change and that, in fact, a warming climate is good for people and the planet.

Tackling Carbon (Dioxide) Tax Plans

Heartland also pushed back hard against trendy proposals for carbon dioxide taxes in the past quarter. Writing in The Hill, Executive Editor Justin Haskins and Policy Analyst Tim Benson argued, “[T]he economic pain and suffering created by carbon taxes would benefit absolutely no one—except, of course, the renewable power special interest groups that have cozed up to lawmakers to pressure...
them to impose carbon taxes and other mandates that benefit their businesses.”

Benson wrote a powerful series of Research & Commentaries (R&Cs) opposing carbon dioxide tax proposals in various states, including Connecticut, Hawaii, Maryland, Massachusetts, New York, Rhode Island, Utah, Vermont, and Washington. The R&Cs, sent to lawmakers in each of the states considering a carbon-dioxide tax, make a critical point: States imposing carbon taxes on their citizens will raise energy prices, hurting the poor and businesses, while doing nothing to prevent climate change.

SB 6023, a bill to establish a $15 per ton carbon dioxide tax, failed to pass the Washington Senate, less than a month after state lawmakers received Benson’s R&C describing the harm the proposal would do. Less than a week after Heartland sent Benson’s analysis of Maryland’s proposed carbon-dioxide tax to its state lawmakers, the state’s House Economic Matters Committee rejected its carbon tax proposal.

In an R&C on New York’s proposal for a carbon dioxide tax, Benson wrote, “A carbon dioxide tax of this magnitude would make everything more expensive for working families in New York, who are already pinched by the state’s high costs, leaving them less to spend and save—all without any guaranteed environmental benefits.” For Hawaii legislators considering a proposed carbon dioxide tax, Benson wrote, “Hawaii currently has by far the highest retail electricity prices in the United States. … A carbon dioxide tax would make everything more expensive for working families in Hawaii.

Burnett criticized carbon dioxide tax proposals as especially unfair to low-income people in a Washington Times op-ed. “Disouraging fossil-fuel use is immoral because expanding the use of fossil fuels is almost certainly the quickest, surest way to decrease poverty in the United States and abroad,” Burnett wrote. Analyzing carbon dioxide tax proposals in Oregon and Washington in Climate Change Weekly, Burnett wrote, “Economies and people with access to relatively cheap, abundant, reliable energy resources prosper and are freer than those lacking the same. As a result, a carbon dioxide tax is a tax on freedom and prosperity.”

Boosting Energy Security

Coal still serves a vital role in our nation’s energy security and economic vitality. With that in mind, we ramped up our efforts to prevent the planned premature closing of dozens of coal-fired power plants. Heartland released four Policy Studies on the benefits of coal and the dangers of prematurely ending the use of coal power. We sent “How the Premature Retirement of Coal-Fired Power Plants Affects Energy Reliability, Affordability,” by Research Fellow Isaac Orr and Senior Fellow Fred Palmer, to every lawmaker and public utility commissioner in Arizona, Colorado, Missouri, New Mexi-

“Coal still serves a vital role in our nation’s energy security and economic vitality.”
co, Ohio, and Wisconsin. Heartland Government Relations staff discussed the report with Colorado lawmakers and presented the study to the Republican Study Committee of Colorado.

Building on this coal study, we sent members of the Arizona legislature a customized R&C explaining the negative consequences of prematurely closing the Navajo Generating Station: “Closing Navajo will not only raise consumer electricity prices, it will do so while providing few, if any, environmental benefits and while causing serious economic harm to the Navajo Nation.” Palmer and government relations Director John Nothdurft met with dozens of state lawmakers, congressional allies, Department of Interior officials, representatives of the Navajo Nation, and public utility commissioners to discuss the dangers of closing the Navajo Generating Station.

Nothdurft testified before the Arizona House Ways and Means Committee on a proposal to end a state tax on coal. “Arizona should consider eliminating all policies that favor one form of electricity over another,” Nothdurft told the committee. “This includes renewable mandates, all energy subsidies, and every kind of double taxation imposed on energy sources.” The proposal passed in the committee and both the House and Senate, and Gov. Doug Ducey signed it into law.

In an op-ed for Investor’s Business Daily, Orr wrote, “Subsidized renewable generators profit at the expense of coal and nuclear plants, which have high fixed costs but can generate low-cost electricity when they produce a steady, constant output of electricity.” Burnett made a similar point in an op-ed published by Inside Sources and Energy Central, writing, “Absent subsidies, wind and solar power would largely disappear from the marketplace. Coal, hydropower, natural gas and nuclear power would thrive.”

E&E News and Politico reported on Heartland’s energy freedom efforts in Missouri. “Years after Missouri’s largest utility said it would shut one of the nation’s oldest coal-fired power plants, the conservative Heartland Institute is asking for a private meeting with regulators to convince them the plant should continue running,” E&E News reported.

**Fighting for Climate Science**

The “Climate Science Special Report” (CSSR) released in November 2017 by holdovers from the Obama administration in the U.S. Global Change Research Program amped up alarmist rhetoric about climate change. We released a study exposing the numerous errors in the report.

“A Critique of the U.S. Global Change Research Program’s 2017 Climate Science Special Report,” assembled by Science Director Jay Lehr, provides a detailed critique of CSSR, arguing the report suffers from the same “shortcomings and biases apparent in the previous work produced by the US-GCRP.” Among the false claims CSSR perpetuates is the misperception human activities are driving climate change and climate change is necessarily catastrophic for humanity and necessitates a wholesale takeover by governments to reshape the economy to end the use of fossil fuels, the Heartland report noted.
Every January, reformers across the nation celebrate School Choice Week, and this year more than 30,000 rallies, marches, and other events took place internationally. Heartland cohosted a national School Choice Week event in Columbus, Ohio, with our policy experts front and center promoting our educational freedom message to more than 1,165 people.

Heartland Senior Fellow Robert Holland marked the occasion with an op-ed, “School Choice Week Continues to Grow in Size and Enthusiasm,” at Real Clear Education. Our e-newsletter The Leaflet reached thousands of state and local elected officials, allies, and subscribers with an essay noting people all across the nation were celebrating school choice. Andrew Campanella, president of National School Choice Week (NSCW), joined Research Fellow Teresa Mull for a podcast titled “Why National School Choice Week Is Bigger Than Ever.”

School choice advocacy is a year-round passion for Heartland. Mull’s op-ed titled “Why School Choice Will Continue to Grow in Popularity” was published in American Thinker, and in a podcast hosted by Mull, John Schilling, president of the American Federation for Children, discussed recent advances in educational freedom and explained why school choice benefits not just children and families but everybody. Heartland Senior Fellow Bruno Behrend recounted Heartland’s recent accomplishments in school choice as the featured speaker at a town hall meeting in Rockford, Illinois hosted by Heartland and EdChoice.

**Strengthening Student Safety**

Bullying and violence are rampant in government schools, problems that are relatively rare in private and parochial schools. We sent 353 media contacts a press release praising the state of Florida for creating the Hope Scholarship Program allowing student victims of bullying, harassment, and violence to enroll in another school, public or private. WPTV in West Palm Beach, Florida featured Education Project Manager Lennie Jarratt in a news story about the new program.

In addition to educating policymakers, we believe it is also imperative to inform families that they should not have to send their children to unsafe government schools. Mull hosted a podcast with Karin Hughes, an Oregon parent who works with public schools on safety issues but sends her child to a private school because of safety concerns.

**Expanding Tax Credit Scholarships**

Tax credit scholarships are an increasingly popular way to advance education freedom, and Heartland has long supported expanding tax credit scholarships to level the education playing field. Jarratt gave a presentation on tax credit scholarships to state legislators in Springfield, Illinois, and Government Relations Coordinator Arianna Wilkerson met with five legislators at the event to discuss increasing tax credit scholarships.

We sent Kentucky lawmakers a Research & Commentary documenting the need for expanded tax credit scholarships, and we sent a Research & Commentary examining a tax credit scholarship program for low-income and special-needs students to 77 state lawmakers in Hawaii.
Promoting Education Savings Accounts
The Heartland Institute has promoted the virtues of education savings accounts (ESAs) since the 1990s, and during the past quarter the ESA movement continued to gain momentum. We helped Idaho policymakers develop ESA legislation, and we sent all the state’s legislators a Research & Commentary about the proposal.

We sent New Jersey state legislators a Research & Commentary titled “New Jersey Needs to Empower Parents with ESAs,” about a proposal to establish a universal ESA in the state. In total, we sent more than 700 legislators in eight states Research & Commentaries explaining how education savings accounts could benefit children in each state.

Rolling Back Unnecessary Regulations
Too many state and federal mandates expand already bloated administration budgets instead of improving education quality. Heartland works to relieve teachers and administrators of these unnecessary burdens. At the Illinois State Charter School Commission’s public hearing on the Chicago Classical Academy Charter School (CCA), Jarratt defended the rights of private schools to remain free from burdensome state education regulations.


We contacted Indiana state Sen. Jean Leising about her bill to mandate schools teach cursive handwriting, and we reached out to a North Carolina state lawmaker about a bill to decrease charter school regulations.

Opposing Union Overreach
A wave of teacher strikes caused chaos and decreased classroom time in hundreds of schools in New Jersey, West Virginia, and Oklahoma. To help prevent teacher unions from holding students hostage in this way, we sent West Virginia state lawmakers a Research & Commentary explaining how a voucher program could keep children in schools during teacher strikes, and we sent Oklahoma lawmakers a state-specific R&C on strike vouchers as teachers unions in that state planned an illegal, statewide walkout.

In a Washington Examiner op-ed, Mull wrote that teachers unions “provide millions of dollars to ... corrupt politicians so that they’ll do everything in their power to keep families from accessing the educational alternatives they desperately desire.” In a Heartland podcast, Mull and Jarratt discussed Janus v. AFSCME, a potentially ground breaking U.S. Supreme Court case that could free public employees from having to pay union dues without their consent.
Expanding on President Trump’s Reforms

By Charlie Katebi
State Government Relations Manager

Following up on President Donald Trump’s October 2017 executive order expanding health care choices, the U.S. Department of Labor issued new rules to increase the availability of employment-based health insurance for small businesses, and the U.S. Department of Health and Human Services proposed a new rule to increase the availability and reduce the cost of short-term health insurance. The official White House blog West Wing Reads linked to State Government Relations Manager Charlie Katebi’s article in The Hill praising the HHS plan.

Thanks to these reforms, states are beginning to implement policies to expand the insurance marketplace. Townhall published Government Relations Coordinator Arianna Wilkerson’s op-ed praising two Iowa Senate bills that would allow associations and agricultural organizations to offer health insurance to their members, and we sent Iowa lawmakers a Research & Commentary examining the proposals.

State Action to Mend Medicaid

The Centers for Medicare and Medicaid Services issued a new rule allowing states to implement work requirements for able-bodied recipients of Medicaid, for the first time in the program’s history. States can now apply for waivers to require able-bodied adults to obtain a job, enroll in training or education programs, or do volunteer work, in order to receive Medicaid. Several states are considering legislation to implement such reforms.

We sent state-specific Research & Commentaries on Medicaid work requirements to lawmakers proposing this legislation in Alabama, Idaho, Minnesota, and Oklahoma. Katebi testified before the Idaho House Health and Welfare Committee on legislation to reform the state’s individual health insurance market and Medicaid program. The Detroit News published an op-ed by Research Fellow Jesse Hathaway advocating Medicaid waivers, and we sent every member of the Nevada legislature a Research & Commentary explaining why the state should request Medicaid waivers.

Expanding Direct Primary Care

Direct primary care (DPC) practices give consumers access to a specified menu of health care services for an agreed-on monthly or annual fee. Unfortunately, many states unnecessarily burden DPC by treating these practices as if they were insurance providers. In Florida, Gov. Rick Scott signed legislation making it easier for DPC to operate, after Heartland followed this issue in Florida for three years and sent state legislators a new Research & Commentary while the reform was under consideration. Minnesota lawmakers have proposed a similar bill to ensure DPC providers are not subject to onerous insurance regulations.

We delivered testimony before a Nebraska legislative committee in support of a bill to establish DPC for state employees, and we sent 48 Nebraska state senators a Research & Commentary. Nebraska lawmakers gave the measure first-round approval with a 30–0 vote.

Katebi testified twice before Wisconsin legislative committees on bills to expand DPC for Medicaid recipients. Missouri state Rep. Steve Helms (R-East Springfield) joined Hathaway on the Heartland Daily Podcast to discuss his bill to allow DPC agreements for Medicaid recipients.

Fighting CON Cronyism

State certificate of need (CON) laws make
health care scarcer and more expensive by allowing current providers to prevent new competitors from entering the market. Heartland has pressed state legislators to repeal CON laws since the 1990s. Florida proposed legislation to roll back the state’s CON requirements for hospitals, and we sent the state’s lawmakers a Research & Commentary supporting repeal.

Iowa state Sen. Brad Zaun (R-Urbandale) introduced a bill that would dramatically reform the state’s CON laws, stating the idea came from a Heartland Institute Emerging Issues Forum. We sent 149 Iowa state legislators a Research & Commentary about the bill. Hathaway hosted a podcast with Georgia state Sen. Michael Williams, who is sponsoring a CON reform bill in the Peach State. We sent 82 West Virginia lawmakers a Research & Commentary in support of a bill that would fully repeal the state’s CON law. We sent Vermont lawmakers a Research & Commentary examining two proposals to roll back the state’s CON laws.

Increasing the Supply of Dental Care
A key reform Heartland is advancing to improve health care access is to expand opportunities for dental therapists to deliver basic dental care to patients in need, including children, the elderly, and rural residents. We sent Heartland research on dental therapy and other market-based health care reforms to President Donald Trump’s Council of Economic Advisors.

The Sun Sentinel published an op-ed by Policy Analyst Tim Benson and Katebi on the ongoing debate over dental therapy in Florida, and we sent every member of the Florida legislature a Research & Commentary explaining how allowing dental therapists and hygienists to offer oral care treatments more widely could help relieve the state’s dental care shortage. We answered questions about dental therapy from members of the Arizona Senate State Government Committee, and we sent a customized R&C to Kansas lawmakers on a proposed dental therapy bill.

Preventing an Obamacare Revival
Although the Tax Cuts and Jobs Act eliminates Obamacare’s unpopular individual mandate beginning in 2019, some lawmakers are trying to restore the mandate on the state level. The Leaflet brought this effort to legislators’ attention, asking, “Will Obama’s Individual Mandate Return to Blue States?” In response to proposals to re-impose the individual mandate on uninsured individuals in various states, we sent state-specific Research & Commentary documents to legislators in Maryland, New Jersey, and Connecticut, where lawmakers are proposing a severe $10,000 fine on anyone without health insurance.
Publicizing the Positive Effects of Tax Reform

The historic tax reform by President Donald Trump and the congressional Republicans has already caused a wave of long-overdue employee pay raises and bonuses at hundreds of large and small businesses across the nation. Soon after the Tax Cuts and Jobs Act became law, more than 300 companies announced plans to give employees bonuses, pay raises, or pension contribution increases, Heartland’s Budget & Tax News reported.

In op-eds for the Washington Times and Washington Examiner, respectively, Senior Fellow Peter Ferrara and Executive Editor Justin Haskins argued working-class families are winning big from the tax reforms. The White House publication West Wing Reads cited Haskins’ article.

Writing for Townhall, Ferrara explained an essential benefit of the tax reform is that it levels the playing field by taxing businesses and investment opportunities more fairly and lowering the corporate tax rate to match those prevalent in Europe and Asia. “The point of the corporate and business tax cuts is so that American workers can compete on a level playing field with other workers worldwide.”

Pressing for State Tax Cuts
As the federal government finally implemented much-needed tax reform at the national level, several states also made strides in reducing burdensome taxes. The Georgia House of Representatives passed a bill to reduce the top income tax rate for individuals and businesses by .25 percentage points in 2019, with the option of an additional cut of that same size in 2020. The Iowa General Assembly began debate over a proposal to cut the state’s income tax rates by as much as 23 percent.

Pennsylvania state Rep. Jason Ortitay (R-Washington) introduced a bill to lower the state’s personal income tax from 3.07 percent to 2.82 percent. We sent Pennsylvania lawmakers a Research & Commentary that argued, “Cutting the income tax would improve Pennsylvania’s economic competitiveness by leaving more money in the pockets of the state’s citizens and businesses to spend, save, and invest.” Budget & Tax News quoted the bill’s sponsor as saying tax reform would help make the Keystone State a more attractive place to live. “The younger generation is leaving,” which shrinks the state’s economy and tax base, Ortitay told Budget & Tax News.

Fighting for Entitlement Reform
With federal welfare programs putting increasing pressure on state budgets in the wake of the Barack Obama administration’s relaxing of eligibility rules, Heartland is assisting states considering entitlement reform. A bill pending in the Alabama House would prohibit the state’s Department of Human Resources from requesting exemptions from federal work requirements for able-bodied individuals receiving welfare, Budget & Tax News reported. Writing in RedState, Research Fellow Jesse Hathaway explained how work requirements help the recipients of government benefits.

Wisconsin Gov. Scott Walker called a special session of the state’s General Assembly to consider his “Wisconsin Works for Everyone” plan, which would dramatically reshape the state’s welfare system. Heartland government relations staff met with 11 Wisconsin lawmakers to provide insights into reform options, and Government Relations Director John Nothdurft testified in favor of reform at a January 31 joint public hearing of the Wisconsin Senate Committee on Public Benefits, Licensing, and State-Federal Relations and
the Assembly Committee on Public Benefit Reform.

In Pennsylvania, lawmakers began consideration of a major welfare reform proposal that would reduce the state’s lifetime limit for receiving Temporary Assistance for Needy Families from five years to four. Heartland sent 252 lawmakers in the state a Research & Commentary on the proposal.

**Protecting Property Rights**

Civil asset forfeiture, in which governments take private property presumed to have been used in the commission of a crime, without obtaining a criminal conviction, poses a direct threat to property rights and civil liberties. With Heartland’s help, two states considered bills to address this injustice.

Alabama state Sen. Arthur Orr (R-Decatur) reached out to Heartland staff for help and advice on a proposal to reform civil asset forfeiture in the state. In addition to suggesting changes to the bill, Heartland sent Alabama lawmakers a Research & Commentary on the issue. The Alabama state Senate Judiciary Committee approved the bill, Budget & Tax News reported. Governments’ enthusiasm for taking private property is an unpopular policy, the article quoted Orr as saying.

Heartland State Government Relations Manager Lindsey Stroud testified before the Wisconsin state Assembly’s Committee on State Affairs in favor of a bill to protect individuals from government abuses of property rights.

**Educating Lawmakers on E-Cigs**

State and local governments continue to impose unnecessary and in some cases harmful e-cigarette and tobacco regulations. Indiana lawmakers proposed increasing the legal tobacco age from 18 to 21, and Stroud warned the state’s House Committee on Public Health the proposal would cause budget problems and reduce access to a valuable tobacco cessation product. The next day, the Speaker of the Indiana House of Representatives snuffed out the bill, heeding our advice. Stroud also testified before the Illinois Public Health Committee against a proposal to increase the smoking age to 21.

We sent New Jersey and Washington lawmakers customized Research & Commentary documents examining the states’ proposals for taxes on vaping products and e-cigarettes. Stroud sent city council members in North Mankato, Minnesota a Research & Commentary on why governments should not increase the tobacco age limit to 21 or regulate vapor products the same as combustible cigarettes.
On Tuesday, August 7, The Heartland Institute will host its second America First Energy Conference (AFEC 2018) in New Orleans, Louisiana, one of the key states for the nation’s energy and refinery industry. The conference will feature approximately 30 speakers from government, industry, academia, and other think tanks on 10 panels and in three plenary sessions. We expect between 300 and 400 people to attend, and we aim to attract state legislators, congressional staff, state think tank leaders, and private-sector government relations specialists and policy analysts.

Promoting Energy Freedom, Abundance

The purpose of AFEC 2018 is to promote and expand energy freedom in the United States, as outlined in President Donald Trump’s bold America First Energy Plan, a proposal first released during the 2016 presidential campaign. The president’s plan marks a decisive change in direction from the Obama administration’s “war on fossil fuels” and focus on the theory of catastrophic man-caused climate change. The goals of AFEC 2018 are to (a) consider the ongoing progress of the Trump administration as it implements the president’s plan; (b) help state legislators, state think tank leaders, and policy analysts become more effective advocates for elements of the plan; (c) persuade civic and business leaders to endorse the plan and repudiate the anti-energy stances they adopted during the Obama years; and (d) generate national and international media attention to build popular support for and continued implementation of these free-market energy and environmental policies at the national and state levels.

Celebrating Energy Victories, Reaching for More

One-and-a-half years after Donald Trump’s inauguration as president, his administration has already accomplished much of its ambitious agenda on energy issues. EPA Administrator Scott Pruitt has rolled back regulations on ozone, small particles, and other air pollutants that were based
on discredited epidemiology and toxicology. Pruitt also canceled the preliminary approval of higher fuel economy standards, rescinded the “social cost of carbon” as a chief factor in draconian regulatory decisions, pulled the United States out of the energy-killing Paris Climate Accord, proposed to rescind Obama’s Clean Power Plan, and ended the use of “secret science” to set wide-ranging and expensive regulations. In addition, President Trump has vastly expanded energy exploration on U.S. lands and offshore.

But what else remains to be done? And how permanent will these victories be? What scientific and economic evidence is there that the plan is putting the nation on the right path toward economic growth, environmental protection, or both?

The AFEC 2018 schedule is still in the planning stages and subject to change, but our current lineup of proposed panels carries the following working titles:

- Why CO₂ Emissions Are Not Creating a Climate Crisis
- REINing in the Regulators
- Fueling Freedom and Prosperity
- Fiduciary Malpractice: The ‘Sustainable’ Investment Movement
- Reforming EPA: Lots of Progress, More to Do
- The Future of Coal, Oil, and Natural Gas
- Carbon Taxes, Cap & Trade, and Other Bad Ideas
- Climate Lawsuits Against Energy Companies and the Government
- Real Collusion: Russia and the Green Movement
- Reversing the Endangerment Finding

Conservatives and libertarians who have worked so hard and long to develop the ideas and market-based solutions key to the administration’s plans have much to celebrate. Now they can play a role in ensuring the victories continue and make certain the victories are not reversed by future action or inaction. We are already witnessing positive results from the energy freedom agenda. Now is the time to consolidate and expand these gains.

We hope you will join us in New Orleans on Tuesday, August 7 for AFEC 2018. Go to AmericaFirstEnergy.org for more information and to register, or call 312/377-4000.

For more information, visit americafirstenergy.org, where you can register today to take advantage of our special $99 “early bird” rate!
We all want healthier, longer, and more productive lives for ourselves and our families. The primary goal of the U.S. Food and Drug Administration (FDA) should be to help us achieve that goal by delivering better drugs, sooner, at lower prices. Unfortunately, the agency’s incentives to pursue safety at the expense of all other goals make this impossible.

A new project at The Heartland Institute, called Free To Choose Medicine (FTCM), would solve the problem by breaking the FDA’s monopoly on new drugs. It would save lives and end needless suffering by creating a “Free to Choose Track” around the FDA for patients and their doctors.

**No Time to Waste**
Recent political developments have created an unprecedented window of opportunity for FTCM to become a reality. In his first State of the Union address in January, President Donald Trump mentioned “Right to Try,” a similar but less comprehensive proposal that would allow terminally ill patients to work with their doctors and pharmaceutical companies to access potentially lifesaving drugs. It was one of very few new policy proposals in the speech, and it came after Heartland President Dr. Tim Huelskamp had a high-level meeting at the White House. The U.S. House of Representatives passed Right to Try in March, showing the idea of changing the 40-year FDA status quo has now been “normalized.” FDA Commissioner Scott Gottlieb, M.D., has also voiced support for reforms that would give patients more choices. The opportunity to advance FTCM has never been better than it is right now.

The Heartland Institute has held two private briefings on FTCM—one in our Arlington Heights headquarters and another on Capitol Hill—with think tank allies, congressional staff, and representatives of the pharmaceutical industry, to inform these important stakeholders about the idea and rally support. We also held a public breakout session featuring Madden and representatives from two allied groups at the Conservative Political Action Conference (CPAC) in suburban Washington, D.C., in February. Heartland has hired a new full-time staffer with experience in project management to direct our efforts to promote FTCM this year and beyond.

**TOGETHER, WE CAN SAVE LIVES!**

It is difficult to imagine a more exciting and promising opportunity to achieve success on what truly can be a matter of life and death.

Are you interested in learning more? Can you help in this landmark effort? Please call Kurt Hellmann at 312/377-4000 or send an email to khellmann@heartland.org
Flashes of Freedom

This new series applies free-market principles to real-world situations. Videos include:

• Steve Forbes
• John Stossel
• Dan Proft
• Joe Walsh
• John Lott
• Matt Kibbe
• and many more!

Go to YouTube.com/HeartlandTube

Two Minutes with Tim

Heartland Institute President Tim Huelskamp, Ph.D. weighs in on a hot news story of the week from a free-market perspective, or an issue that is important to advancing our shared mission of smaller government and more individual liberty.

Go to YouTube.com/HeartlandTube
Sign up a Friend

The Heartland Institute relies on the generosity of approximately 6,000 individuals, foundations, and corporations for financial support. You can help! Please use the space below to buy a one-year gift membership for a friend, coworker, or neighbor. We will send them a letter announcing your gift with their first QPR.

☐ $50 PATRIOT  Heartland Patriots receive QPR, our quarterly newsletter, and invitations to Heartland events.

☐ $100 FRIEND  Heartland Friends receive Patriot-level benefits and also receive free copies of Heartland policy publications.

☐ $250 SUSTAINING  Sustaining donors also enjoy a 20 percent discount on all events and may join monthly conference calls with Heartland’s senior staff.

NAME ___________________________________________  TITLE ____________________________

BUSINESS                                                                                     STREET ____________________________

CITY, STATE, ZIP

☐ My check for amount of $___________ is enclosed.

Charge $___________ to my

☐ Visa  ☐ Mastercard  ☐ American Express

ACCOUNT NUMBER _______________  EXPIRATION DATE _______________

SIGNATURE ___________________________

Fax this page to 312/277-4122 or mail it to us in the enclosed reply envelope. Thanks for helping!

Subscribe to Heartland Publications

The Heartland Institute produces weekly e-newsletters and regular email updates on a wide range of issues. To receive publications by email, subscribe online at heartland.org or mark below the publications you want to receive, print your email address in the space provided, and return this form to us by fax or in the enclosed reply envelope. You’ll receive an email message acknowledging your subscription. Email subscriptions are free.

☐ BTN Online
☐ ECN Online
☐ HCN Online
☐ Heartland Events
☐ Climate Change Weekly
☐ School Choice Weekly

EMAIL ADDRESS

The Heartland Institute can be found online at heartland.org, on Facebook at facebook.com/heartlandInstitute, and on Twitter at twitter.com/heartlandinst. Be our friend and follow us!

POLICYBOT™

FAST, RELIABLE, FREE.

PolicyBot™ is Heartland's online database and search engine offering reviews and the full text of more than 32,000 articles and reports from 350 think tanks and advocacy groups. Visit policybot.org.