

Republicans accessible and interested!

During the month of August, Cynthia Mills, TCIA's president, had conversations with four of the leading Republican candidates for president of the United States: Former Governor Mitt Romney, winner of the Iowa straw poll; Former Governor Mike Huckabee, surprise second runner-up in the Iowa straw poll; Former Mayor Rudy Giuliani; and Senator John McCain. Surrounded by press at each event, TCIA and not-for-profit issues have been well-represented when the Republicans arrived.



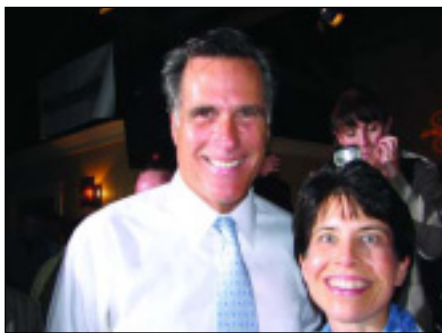
Former New York Mayor Rudy Giuliani

When Mayor Giuliani came to Manchester, N.H., Cynthia was tapped by the Mayor to ask the first question. Having been a guest of the Mayor's at Gracie Mansion in New York City within two months of 9/11, it provided an instant link; the result of which was that the Mayor spent 50 percent of his Q&A time talking about the value of not-for-profits. Remembering the not-for-profit community gathering to support New York City, Mayor Giuliani came off the platform and shook Cynthia's hand, thanking her for being present. He shared with the audience how critical the presence of national not-for-profit leadership coming to New York City within two months of 9-11 was and how it helped to bring the economy, tourism and conferences back. The Mayor acknowledged the breadth of not-for-profits, including trade associations, and noted that we can often provide services better than the government, because we have the professionals to do so. He assured us that he would take not-for-profits and their issues with him into the Presidency.

Later that evening at a Town Hall meeting for Governor Romney, Cynthia was again called upon to contribute a question to the conversation. Asked how he would engage with not-for-profits in his vision for America, Governor Romney immediately turned to his experience leading the Olympics and its inter-relationship with the government. Governor

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Romney said that he thinks of non-profits as enterprises – as entities that are the seat of innovation. He indicated that as a part of private enterprise, he believes that one of the most important things that can be done for us – and for small businesses – is to minimize the regulation that makes it tremendously challenging to operate. Ellen Sulthorst, New York correspondent for Reuters America, the world's largest international multimedia news agency, was present and conducted a 30-minute interview with Cynthia about TCIA, not-for-profits, and the New Hampshire primary process after the meeting. The Union Leader, New Hampshire's local paper, also asked follow-up questions, having noticed TCIA's representation at two candidates' stops that day.

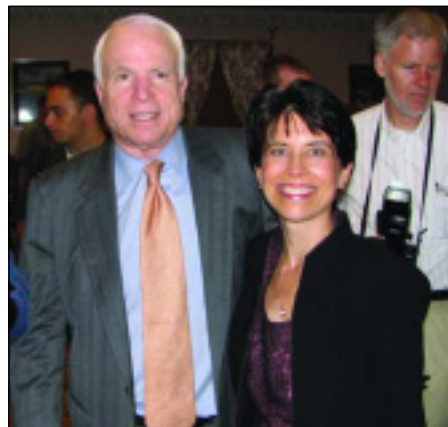


Former Mass. Governor Mitt Romney.

While Senator McCain did not call upon us during his Q&A session, he did speak privately with Cynthia, expressing interest in not-for-profit issues and requesting that we provide information to his advance team leader. We were also able to meet his co-chairman in Merrimack, a former N.H. state representative, and a N.H. field office representative; pleading our case in both instances. These candidate and staff contacts are exactly what we are after – the connections that will live long after the election is over.

During Governor Huckabee's house party, Cynthia was selected again for the first question.

Governor Huckabee is a pastor, so as a preacher's kid, Cynthia had the opportunity to make a personal connection, which caught his attention; particularly as it related to serving not-for-profits. The Governor immediately linked his response to what he had said in his message about the strength of America coming from the people. He mentioned his former participation in the United Way, the Cancer



Senator John McCain.

Society and church along with other organizations. Governor Huckabee spent about five minutes talking about how important our sector is and then did something that really drove the message home. He asked everyone present to raise their hands if they had been affected by a little league coach, etc. – someone who had not been paid but had had a profound influence on them. Almost every hand in the room went up – a bold visual of the message, which he noted – and then he reiterated the power again that comes from volunteers who are making our nation strong. After the Q&A, Cynthia had the opportunity to speak with the Governor, reiterating that there are 7,000 not-for-profits in New Hampshire alone – and TCIA is the only national trade association.



Former Governor Mike Huckabee.

TCIA is you – volunteers who make this organization work. Whether it be comments from the Presidential candidates that not-for-profits can do it better than government; or reduction of regulation on your trade association and your business or understanding the power of what happens when arborists come together – TCIA got a resoundingly positive response from the Republican candidates and one-on-one time with all of them.