



# PROTECTING

*the American Dream*

**2021 ANNUAL REPORT**

Pictured:

**Robert Defibaugh**

**WEST VIRGINIA SMALL BUSINESS OWNER**

*See story on page 3*

**FGA**



**Alexandria Mahoney**  
Culver's, Wisconsin



**Patrick Pelley**  
Books and Brews, West Virginia



**Kiki Cyrus**  
Kiki's Chicken & Waffles, South Carolina



**Rep. Pat Marsh**  
Big G Express, Tennessee





*Thank you.*

**I am so grateful for you.**

In 2021, FGA celebrated our tenth anniversary. It was also our best year yet.

The reason is you.

Your partnership with us, your generosity, and your shared passion for America make our results possible.

Last year also represented our largest expansion so far. Here are some examples of what we did to increase the return on your investment:

- Expanded our policy focus to comprehensively tackle unemployment insurance reform, moving people back to work faster and reducing fraud
- Added election integrity reform to protect voters and their voices and to restore trust in the process while ensuring broad access to the fundamental right to vote
- Leveraged our relationships with governors to help states opt out of the \$300 unemployment bonus and build momentum for this federal program to end in September 2021
- Capitalized on our work in West Virginia and connections with Sen. Joe Manchin to show 1) the effectiveness of work requirements and 2) how the expanded Child Tax Credit caused dependency, supply chain issues, and inflation problems
- Built out our Super State strategy to test new policy reforms in our best states,

learn quickly, and replicate those reforms across America and in Washington, D.C.

- Added our Center for Excellence in Polling, conducting more than 150 polls and focus groups to discover what messages work best to win hearts and minds
- Grew to more than 40 staff, including a dozen attorneys, with another 50 on-the-ground contractors in 37 states through our partner 501(c)(4), Opportunity Solutions Project

When 2021 started, you and I were grievously concerned with the state of freedom, government overreach, taxes and spending, and the radical Left newly in power in Washington, D.C.

When 2021 ended, we were encouraged to know that a majority of Americans agree with us on key issues, including the ongoing fight against socialism at the federal level.

At FGA, we focus on winning, not whining. We strive to be relevant on the top economic and freedom policy issues of the day, both in the states and in our nation's capital.

We approach our work with a humble spirit, the hard facts, winning messages, and a lot of work on the ground to accomplish the changes in policy you have come to expect and that America needs.

What a year it was. Thank you for being a vital part of our work and for your partnership.

*Tanner*



# 2021 IN REVIEW

## **Thanks to you, FGA had its most successful year to date.**

You provided the resources needed to achieve more than 270 state-based policy wins and four federal victories impacting 160 state policies. These policy victories are moving millions from welfare to work, helping entrepreneurs start and grow small businesses, protecting voters' voices, and expanding access to affordable, private health insurance.

You made it possible to double down on our existing reform areas to address new and pressing problems like the labor shortage. This included ramping up our work on unemployment insurance reform to move people back into the workforce amid a federal \$300 weekly unemployment bonus that made it more lucrative to stay home than return to work. In addition to ensuring the \$300 weekly bonus ended on time in September, we worked directly with governors and policy leaders in 14 states to help them opt out of the federal bonuses early. As a result of our work on this issue, up to 11 million people left unemployment.

You also fueled FGA's expansion into new policy areas like election integrity reform to restore trust in the electoral system following the contentious 2020 elections.

## **In our first year of advancing election integrity solutions, we achieved 65 policy victories across 14 states including Arizona, Florida, Georgia, Ohio, and Texas.**

Our most successful solution bans the private funding of local election offices—a loophole that Mark Zuckerberg took advantage of in the 2020 presidential election to tip the scales.

It was also a productive year for our work to stop Medicaid expansion. We successfully blocked Medicaid expansion efforts in Kansas, Mississippi, North Carolina, Tennessee, Texas, and Wyoming. In North Carolina, this involved producing one-pagers and op-eds in a matter of hours, and making an emergency trip to the state capitol with only 10 hours' notice. While the long-term fight is not over, warding off Medicaid expansion in these states will help millions of people access a better health care system.

When you factor in these results from 2021, we have achieved more than 1,600 policy wins over the past decade. This success is your success. Thank you for choosing to partner with FGA. Together, we are building a better America with more opportunity, more freedom, and less dependency.

# A Decade of Impact



**\$165 billion**  
in taxpayer savings



**182**  
major studies



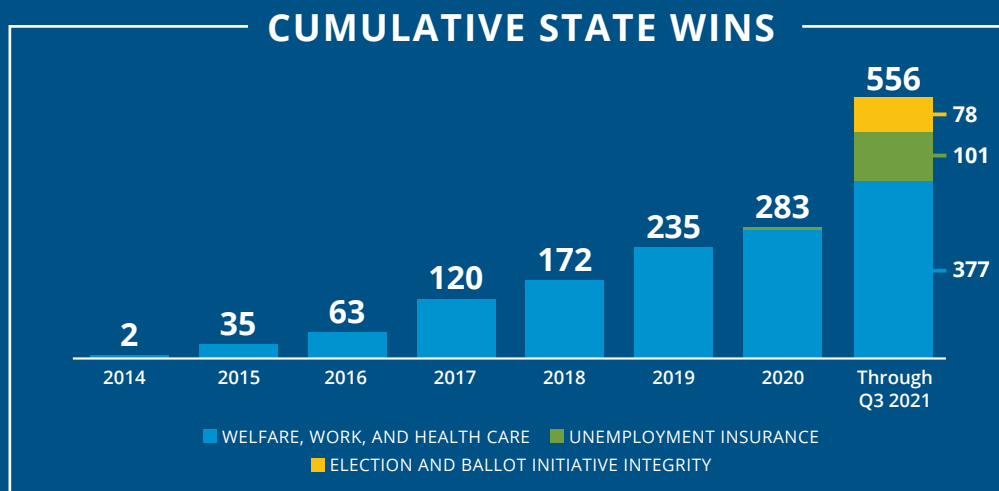
**24**  
federal victories  
impacting  
**1,028**  
state policies



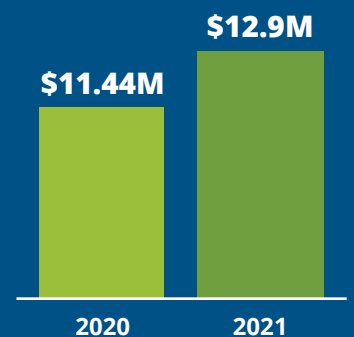
**1,656**  
total victories



A network of more than  
**400**  
policymakers



## FINANCIALS



**A 22% increase**  
in revenue

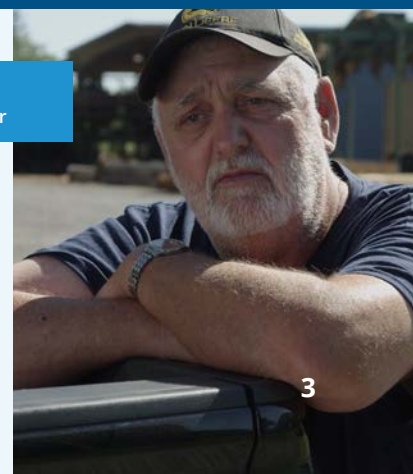
## Helping Small Business Owners

As part of our efforts to end the \$300 weekly unemployment bonus, we produced videos featuring impacted individuals like West Virginia small business owner Robert Defibaugh. Robert is just one of the millions of small business owners who felt relief when the federal \$300 weekly bonus ended in September.

[Watch the video](#) ➔



**Robert Defibaugh**  
Hayes Scott Rustic Fence & Lumber





# Keeping A Finger on the Pulse of America

At FGA, we constantly look for ways to increase the return on your investment. After noticing policymakers' positive reception to our polling—and how it was even used on the floor of the U.S. Senate—we identified another way to give you more impact for your investment.

Through the Center for Excellence in Polling (CEP), our new polling center launched last year, we conduct market research and messaging analysis to inform policymakers and the public about voters' opinions, attitudes, and concerns on critical public policy issues. In 2021, polling topics ranged from core issues like welfare reform to pressing problems such as inflation and critical race theory.

This increased capacity allowed us to produce 128 polls on our reforms—more than tripling the number of polls we produced in 2020. We also diversified our polling methods, producing new poll types such as tracking polls that follow trends in public sentiment on national issues over time.

## CENTER for EXCELLENCE in POLLING

*A project of the Foundation for Government Accountability*



Our polling not only gave policy leaders the political courage needed to advance popular reforms, but it also helped us craft effective messaging for our partners to use to talk about our solutions. In addition, by sharing this national and state-specific market research with our think tank allies, we have amplified our impact on key issues nationwide. Examples of victories where our polling was particularly influential include:

- Stopping Medicaid expansion in North Carolina
- Improving election integrity in Georgia and Texas
- Stalling attempts to federalize elections



## RECENT POLLING

69%

of Americans across the political spectrum are **concerned about the bullying that comes with cancel culture.**

69%

of likely voters are worried about **rising prices caused by inflation.**

61%

of likely voters support allowing everyone to **double-check voter rolls for fraud** to increase transparency in elections.

65%

of likely voters are concerned about **recent increases in federal spending.**

73%

of small business owners had **trouble finding workers** when the federal \$300 weekly unemployment bonus was in effect.



# Expanding Our Impact in the States



**2021 was a record year for our work in the states.** We plan to build on this success in 2022 with more solutions that fall into these key reform areas: welfare, workforce and entrepreneurship, unemployment, election integrity, initiative integrity, and health care. We're also exploring new solutions to limit the size and power of government, particularly at the federal level.

Our goal is to tackle the biggest issues keeping Americans up at night, whether it's surprise billing at the hospital or getting approved to start a home-based business. To successfully advance our expanded state policy agenda—which includes **90 different policy solutions**—we increased our capacity, hiring a new state affairs director. We also expanded our Super State strategy, which involves doubling down in key states to drive national change with big reforms. In 2021, we saw record success in our Super States, with **Arkansas passing 48 FGA reforms** and **Florida implementing 26 of our solutions**, representing more results in five months than the previous nine years combined. Moving forward, we added new priority states for a total of five Super States: Arkansas, Florida, Iowa, Missouri, and Wisconsin.

Success in the states is critical for achieving national change, as it often opens the door to federal regulatory reform. Once enough states successfully implement a reform, we can use the momentum and proven results to build pressure for regulatory change. In turn, by achieving major federal victories, we create opportunity for further reform in the states and work with state leaders to ensure they take advantage of these new opportunities.



## Welfare

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The longer a person receives direct support from the government, the more difficult it becomes for that person to leave dependency and reenter the workforce. Our solutions aim to reduce dependency and promote work by improving program integrity and ensuring that individuals on welfare have both the incentive and opportunity to move back into the workforce.



## Workforce and Entrepreneurship

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For the first time in decades, there is an increased interest in non-traditional pathways to high-paying jobs. FGA's solutions aim to foster and grow this momentum by removing government red tape surrounding alternatives such as apprenticeships, licensed occupations, and entrepreneurship. We also promote solutions to prepare the next generation for successful careers that don't require a four-year degree and tens of thousands of dollars in student loan debt.



## Unemployment

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The longer someone is unemployed, the more likely they are to fall into long-term government dependency and the harder it is for them to find work. Additionally, people who are still working, have moved out of state, are collecting benefits in multiple states, are no longer alive, or are behind bars are costing taxpayers billions in paid benefits. FGA's unemployment reforms aim to get people back to work quickly and protect unemployment resources for those who truly need them.



## Health Care

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Rising health care costs and one-size-fits-all solutions have led to limited, expensive options for consumers. Millions of Americans can no longer afford adequate care or are forced to choose between providing health insurance for themselves and their families or keeping their business's doors open. FGA's health care solutions change that by empowering Americans to take control of their health coverage, ensuring that one-size-fits-none health care is exchanged for quality, affordable health coverage and increased consumer choice.



## Election Integrity and Initiative Integrity

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Secure and fair elections are necessary for preserving self-governance and the American way of life. Sadly, the public's trust in elections has eroded. The good news? States have made policy changes to restore public trust in the election process thanks to our work in 2021. We are building on this momentum with new and proven election integrity policy recommendations that can increase transparency and accountability to give voters confidence that their voices will be heard at the ballot box. We're also advancing ballot initiative reforms to protect voters' voices when their states hold ballot measures on key issues like raising the minimum wage and expanding Medicaid.



# Pivoting from Offense to Defense

In 2017, we saw an opportunity to work with a reform-minded administration to achieve regulatory reform and impact policy in all 50 states. Thanks to our donors, we seized this opening and charged, quickly becoming a trusted ally of the administration and agency leaders. As a result, we achieved 20 federal victories impacting 868 state policies in just four years. These wins moved millions from welfare to work, expanded opportunity, and improved the health care system.

In 2021, we pivoted our federal strategy from offense to defense. We built a defense system and utilized the courts to prevent the Biden administration from using bureaucrats to force bad ideas in the states through improper means. We also made it our mission to contain the Biden administration on key issues including attempts to extend the \$300 weekly unemployment bonus.

Over the course of six months, we built a massive research, media, and outreach campaign to reveal the lesser-known harms of the federal unemployment bonuses, such as increased government dependency, skyrocketing fraud, and stunted economic recovery. Equipped with original research, polling, talking points, and personal stories, we briefed 24 U.S. Senate offices on the bonus and worked with governors in 14 states to help them opt out early of the \$300 weekly bonus.

*As a result of our success with ending the \$300 bonus, up to 11 million Americans left unemployment.*

**20** federal victories  
impacting  
↓  
**868** state policies  
in just ↓  
**4** years

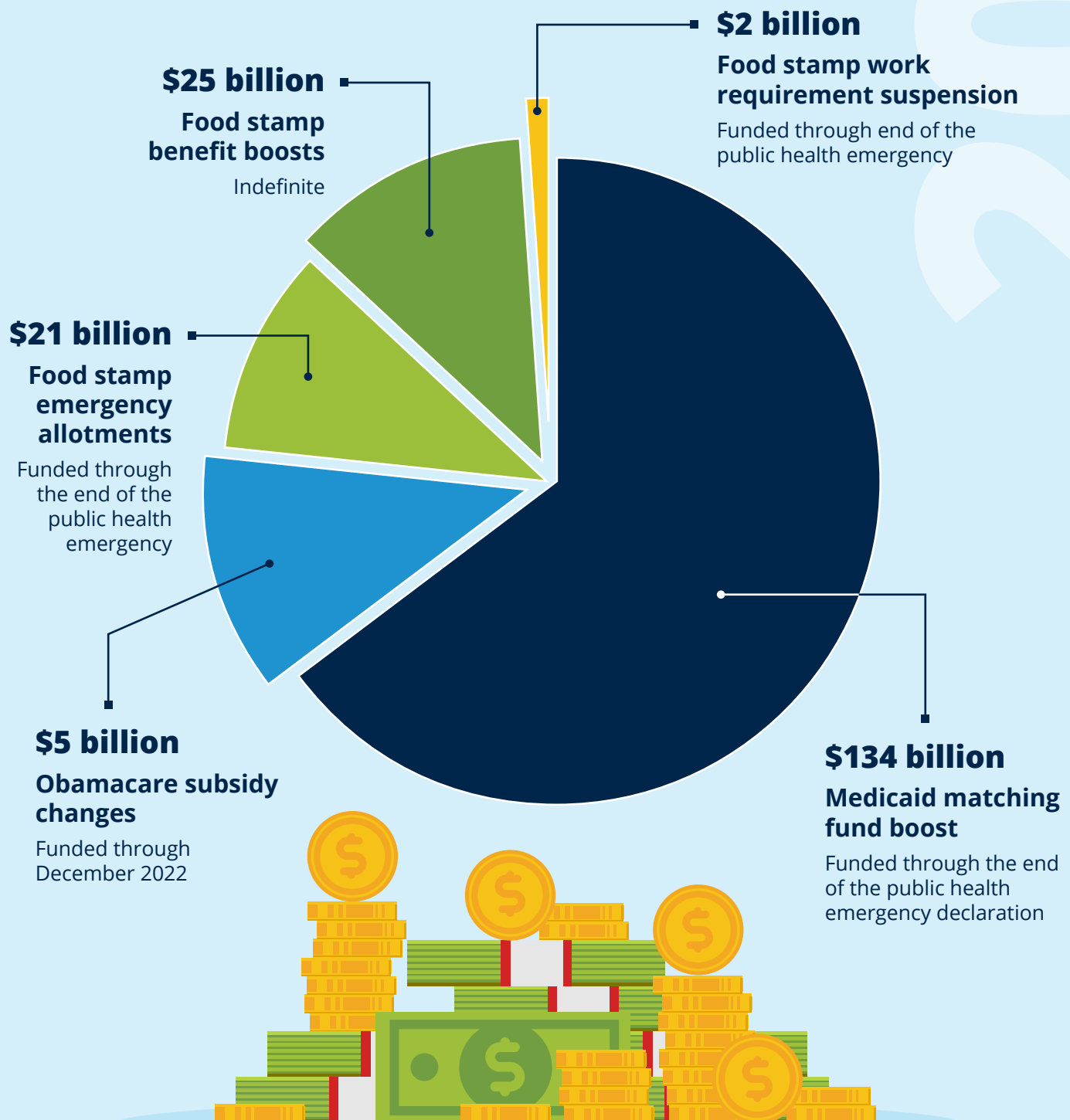




# Seizing Opportunities in 2022

FGA's work in 2021 to end temporary federal unemployment bonuses helped save more than \$500 billion annually. But **continuing other programs that have yet to expire would cost nearly \$2.1 trillion over a decade**. That's why we are doubling down on defense at the federal level to ensure the remaining temporary COVID-19 relief programs end on time.

## Our federal priority issues include:





15275 Collier Boulevard | Suite 201-279  
Naples, Florida 34119  
(239) 244-8808

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