

May 4, 2001

Mr. C. Gary Gerst
La Salle Partners, Ltd.
200 East Randolph, 43rd Floor
Chicago, IL 60601

Dear Gary:

Roy Beck and I think we have come up with an idea that can actually move the battle lines on the immigration question in our favor. While we are working on other ideas to move Democrats, this one involves using the recently released census data to show Republican members of Congress, the Administration, and the party's leadership how massive immigration imperils their political future. The goal is to change Republicans' perception of immigration so that when they encounter the word "immigrant," their reaction is "Democrat."

Here's what the Census Bureau tells us: There are 28.4 million foreign-born persons living in the U.S. (This was before the Census Bureau recently added another 5 million to their totals, probably mostly more illegals.) The Center for Immigration Studies breaks the numbers down this way. Of the 28.4 million, 5.5 million are illegals, and 500,000 are here on temporary visas, like the H1-B. Of the 22.4 remaining, 10.6 are already citizens. That leaves approximately 12 million legal non-citizens, about 8 million of whom, having lived here the required five years, could be naturalized. The other 4 million are still in the waiting period. And, of course, we're adding about 1 million or more to the queue each year.

We know about the heavy tilt of recent immigrants toward the Democratic Party, both from polling booth exit surveys, and from regular surveys like the Harris Poll, enclosed as Item 1. These folks vote at least 2 to 1 for Democrats, and even up to 9 to 1 – see *The Boston Globe* article (Item 2). Mr. Bush got 35% of the Hispanic vote overall; i.e., Mr. Gore got about 65% – a landslide. I could send many similar articles, but will stop with a *U.S. News & World Report* (Item 3) confirming the saliency of this view.

Our plan is to hire a lobbyist who will carry the following message to Republicans on Capitol Hill and to business leaders: **Continued massive immigration will soon cost you political control of the White House and Congress**, given the current, even division of the electorate, and the massive infusion of voters about to be made to the

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Democratic side. We are about to replay the Democratic hegemony of 1933-53, fueled back then by the massive immigration of 1890-1924.

We have a candidate for the lobbying work in James Edwards, a former staffer for a member of the House Immigration Subcommittee, recently a lobbyist with a trade association, and the co-author of *The Congressional Politics of Immigration Reform*. He has just joined an independent lobbying firm. He's solidly in our camp, is very well connected in Republican circles, and is willing and able to take on this assignment. We would like to hire him half-time for a year to give this a try. Our budget for this project is \$100,000. Mr. Edwards would pay his expenses out of his hourly fee of \$100.00.

May we have your frank opinion of this idea? If you think it plausible, would you be willing to help support it financially?

Sincerely,

John H. Tanton, M.D.

JHT/nlc

Enclosures (3)