

Brothers and Sisters:

I wanted to take a minute and thank you again for all the tremendous support you have shown to our cause during the last election cycle. I have had a chance to talk with so many of you, and you have motivated me to keep going. Your comments on our great videos and billboards, and your emails of support really make me believe we are actually doing something meaningful together.

I have also had a chance to look over our books and records of accomplishments for 2020, and I am truly grateful and impressed with all your fearless dedication - and your financial support - of our important mission to let Black Americans know they should not be satisfied with the status quo.

Here is my report to you of our record of accomplishments:

- Last year, we raised over \$4.2 million from over 55,000 donors (nearly 40,000 new donors joined us just last year!)
- Our average contribution is only \$39 and over 22,000 donors donate multiple times a year.

In 2020 we spent our money in three ways:

- We spent 51% of our income on political expenditures (direct political contributions, independent expenditures, internet videos, billboards, and get-out-the-vote messages)
- Our cost of fundraising was 40% (direct mail printing, postage, and list rentals)
- And we only spent 9% on administrative expenses (salaries, rent, legal, accounting, and bank fees)

And to break down our political expenditures even more:

- We put up billboards in 15 strategically chosen cities that were seen by millions of people over the course of 8 months promoting both our endorsed candidates and the Republican Party.
- We released 94 different videos on social media that were watched by 4.75 million people to promote GOP candidates, values, and policies to Black Americans.
- And we put out nearly 20 direct mail pieces expressly advocating the election of our favored candidates reaching millions and millions of voters.

The results?

- President Trump received 12 percent of the black vote in the 2020 election. That's up 4 points from the 8 percent he received in the 2016 election.
- John James – a black Republican in Michigan who we supported – received 2,642,233 votes in his Senate election and lost by only 1.7%. (His race was actually closer than the Presidents!) John James received less than 2 million votes in his 2018 Senate bid.
- Burgess Owens won in a razor thin House race in Utah with our support, defeating a Democratic incumbent and becoming the only Black Member of the Utah congressional delegation.
- Great candidates like Wesley Hunt, Leon Benjamin, and Casper Stockham got a boost from our billboards and direct mail outreach.

None of this would have been possible without you. This is your committee too.

I am not a rich man, and I am only one man, so I need the help of thousands of voices like yours to reach tens of thousands of eyes and ears of people just like you who need to know the Republican Party's core beliefs are just like yours. Unfortunately, our success means one thing: we will be attacked by the government, ridiculed by the media, and outraised and outspent by the Democratic Party. But I won't let you down! 2021 promises to be a year of great opportunity for us. We will use our resources – thanks to you – to find new candidates and reach new voters and post more videos to keep our message alive!

If you have any questions about my report to you, please send me a message at info@elbertguillorysamerica.com. A copy of our FEC reports can be found here: <https://www.fec.gov/data/committee/C00607374/>

God bless you, and thank you. It is hard to believe that we started from nothing four years ago and could not raise enough money to buy one billboard. But through hard work we have grown – thanks to donors like you – because I knew if I could just get my message out, we would be successful. And I will continue to work hard to make sure your money is put to good use until We Are Satisfied!