

It has come to our attention that the incorrect version of materials was distributed, which inadvertently did not include the required disclaimer. We are submitting these materials that include the appropriate disclaimer at this time.

From: Shay Hancock
Sent: Friday, April 23, 2021 12:36 PM
To: james.min@mail.house.gov
Subject: FW: Keystone XL

James - It has come to my attention that the below email and attached polling information inadvertently omitted a disclaimer. As such, I am resending the document for your files. Please don't hesitate to contact me if you have questions.

Best,
Shay

Shay Hancock

Senior Partner
Direct: 202-595-1923
Mobile: 202-641-1041



www.crshq.com

This material is distributed by Crossroads Strategies on behalf of the Canadian Province of Alberta. Additional information is available at the Department of Justice, Washington, DC.

From: Chris Miller
Sent: Tuesday, January 19, 2021 10:12 AM
To: Min, James <James.Min@mail.house.gov>
Subject: FW: Keystone XL

James,
I hope you are doing well (all things considered of course!). We are representing the Province of Alberta in support of the Keystone XL Pipeline. As I am sure your team is aware, we are expecting an EO in the early days of the Administration that will rescind the permits for this project. I wanted to make sure the Leader had the attached information that could be helpful that our partner organization, JDA, put together.

I hope this is helpful. I look forward to talking soon. All the best, Chris

Chris Miller
Crossroads Strategies
202-577-1777

From: Shay Hancock <shancock@crshq.com>
Sent: Tuesday, January 19, 2021 9:26 AM
To: Chris Miller <cmiller@crshq.com>
Subject: Keystone XL

Chris – I saw this and hoped you could help me get the attached polling information – completed yesterday – out to McCarthy’s CoS. They should find it interesting as it certainly reflects the Leader’s comments. JDA would be happy to provide a more detailed briefing if they have an interest.

<https://www.republicanleader.gov/keystone-xl-pipeline/>

Shay Hancock

Senior Partner

Direct: 202-595-1923

Mobile: 202-641-1041



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From: Shay Hancock
Sent: Friday, April 23, 2021 12:25 PM
To: 'Gustafson, Eric (Hoeven)' <Eric_Gustafson@hoeven.senate.gov>
Cc: 'Auger, Daniel (Hoeven)' <Daniel_Auger@hoeven.senate.gov>; 'Eberhard, Tony (Hoeven)' <tony_eberhard@hoeven.senate.gov>
Subject: RE: KXL Pipeline

It has come to my attention that the below email and attached polling information inadvertently omitted a disclaimer. As such, I am resending the document for your files. Please don't hesitate to contact me if you have questions.

Best,
Shay

This material is distributed by Crossroads Strategies on behalf of the Canadian Province of Alberta. Additional information is available at the Department of Justice, Washington, DC.

From: Shay Hancock
Sent: Tuesday, January 19, 2021 9:42 AM
To: Gustafson, Eric (Hoeven) <Eric_Gustafson@hoeven.senate.gov>
Cc: Auger, Daniel (Hoeven) <Daniel_Auger@hoeven.senate.gov>; Eberhard, Tony (Hoeven) <tony_eberhard@hoeven.senate.gov>
Subject: RE: KXL Pipeline

Gentlemen – I saw this from Leader McCarthy and wanted to flag for you: <https://www.republicanleader.gov/keystone-xl-pipeline/>

I also wanted to ensure you had the attached polling information – completed yesterday – prior to our call. They should find it interesting as it certainly shows KXL is not well known or understood and certainly not a high-priority to kill. In fact, when people know it is already partially built and has crossed over the US-Canada border, voters of all stripes are in favor of completion. We can discuss this afternoon but JDA would be happy to provide a more detailed briefing if you have an interest.

Shay Hancock

Senior Partner
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Mobile: 202-641-1041



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From: Shay Hancock
Sent: Tuesday, April 27, 2021 12:26 PM
To: Will.Dunham@mail.house.gov
Subject: FW: Keystone XL Polling

Will - It has come to my attention that the below email and attached polling information inadvertently omitted a disclaimer. As such, I am resending the document for your files. Please don't hesitate to contact me if you have questions.

Best,
Shay

Shay Hancock
Senior Partner
Direct: 202-595-1923
Mobile: 202-641-1041



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From: Mat Lapinski <mlapinski@crshq.com>
Sent: Saturday, April 24, 2021 8:20 AM
To: Shay Hancock <shancock@crshq.com>
Subject: Fwd: Keystone XL Polling

Mathew P. Lapinski
Crossroads Strategies LLC
202.499.4787

Begin forwarded message:

From: Mat Lapinski <mlapinski@crshq.com>
Date: January 19, 2021 at 8:49:00 AM CST
Subject: FW: Keystone XL Polling

From: Dunham, Will <Will.Dunham@mail.house.gov>
Sent: Tuesday, January 19, 2021 9:37 AM
To: Mat Lapinski <mlapinski@crshq.com>
Cc: Long, Ryan <Ryan.Long@mail.house.gov>; Domenech, Emily <Emily.Domenech@mail.house.gov>
Subject: Re: Keystone XL Polling

Adding Emily on our team who handles energy.

Sent from my iPhone

On Jan 19, 2021, at 9:35 AM, Mat Lapinski <mlapinski@crshq.com> wrote:

Will and Ryan,

Hope you are well.

We have been doing work for the Province of Alberta in relation to KXL.

Wanted to pass the attached polling data to you.

Certainly reflects the Leader's comments on the matter.

Happy to provide a more detailed briefing if you or the comms team have an interest.

<https://www.republicanleader.gov/keystone-xl-pipeline/>

Best,

Mat

<Environmental Priorities Survey Memo January 2021.pdf>



To: Interested Parties
Re: US Voter Public Opinion Survey on Environmental Priorities

In order to “be a President for all Americans,” the incoming Biden Administration should consider public opinion as it sets its priority agenda for the first 100 days in office. Specifically, and with regards to the Keystone XL (KXL) pipeline, a new nationwide survey of American voters finds that rescinding the permit for the pipeline is (a) not politically popular, (b) not a national priority, (c) has little chance of actually affecting positive change for climate change, (d) will negatively impact the US-Canada relationship at the very moment when voters seek to rebuild America’s alliances, and (e) eliminates family-supporting jobs away during an economic downturn.

President-elect Joe Biden opposed the Keystone XL pipeline when he was vice president, but much has changed in the last four years. KXL’s technology has changed. So too have the commitments that Canada’s TC Energy Corp., the company in charge of the project, has made – including spending \$1.7 billion on solar, wind and battery powers, being zero emissions by 2030 and hiring an all U.S. union workforce. And our need to repair and solidify relationships with our closest trading allies like Canada has never been more important.

Before the Biden Administration makes a final decision on Keystone XL, they should consider this new context and the voice of the voters. They should also consider the long list of additional priorities that the new administration wants to accomplish and, at the very least, the importance of allowing our trading partner and ally, the Canadian government, the opportunity to weigh in on an issue that directly impacts tens of thousands of jobs on both sides of the border.

The following memo details results from an online, nationwide survey conducted by JDA Frontline Partners on behalf of the Province of Alberta, Canada. The N=1400 sample survey was fielded from 1/8/21 to 1/18/21 and has a margin of error of +/- 2.6%.

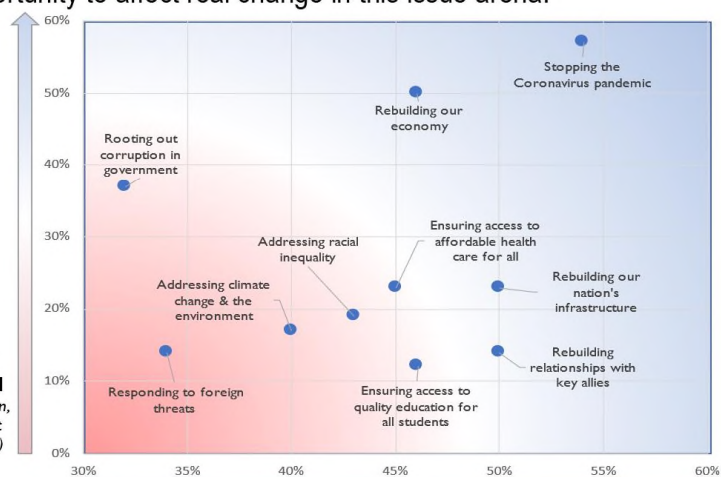
1. Addressing Climate change is a relatively low priority for US voters. Voters also believe that the Biden Administration has little opportunity to affect real change in this issue arena.

BIDEN’S PRIORITIES MAPPED

by voter prioritization & perceived potential impact.

ISSUE PRIORITIZATION

If you were to advise the incoming Biden Administration, which of the following priorities would you suggest that they focus on first? (Top three choices Combined)



NET IMPACT= (Positive impact responses – Negative impact responses)

Do you think the Biden Administration can have a real IMPACT on these issues?

In other words, if the Biden Administration works hard, can they make a difference?

[Respondents given the option to specify either a positive or negative impact along with intensity.]

January 2021

Received by NSD/FARA Registration Unit 04/27/2021 4:23:15 PM

The survey asked voters to rank 10 different important issues in order of prioritization (y-axis) and in terms of potential positive or negative impact. Net impact is plotted along the x-axis.

Issues in the top right quadrant of the graph represent issues in which voters believe the Biden Administration can affect **real** change – and which they believe are also **urgent**. Issues in the bottom left quadrant of the graph represent issues that voters don't believe are as urgent and in which the Biden Administration won't be able to create measurable impact.

The graph indicates that while addressing climate change and the environment may be an important issue – there are far **more pressing concerns** for the American public... and issues where the incoming President's attention might be better served such as, (1) Stopping the Coronavirus pandemic, (2) Rebuilding our economy, (3) Ensuring access to affordable health care for all, (4) Rebuilding our nation's infrastructure, (5) Addressing racial inequality, and (6) Rebuilding relationships with key allies.

2. When given a discrete choice, voters prioritize policies that create jobs for American workers.

The Keystone XL pipeline will create 42,000 family-sustaining jobs in the US, including more than 10,000 high paying construction jobs that will be filled primarily by labor union workers.

Total	GOP	IND	DEM	<i>If you had to choose only one, which of the following is most important to you?</i>
54%	62%	57%	44%	Creating good paying jobs for American workers
18%	17%	15%	20%	Rebuilding and maintaining strong relationships with our allies
17%	9%	18%	24%	Protecting the environment
11%	11%	10%	12%	Ensuring energy security with a diverse set of energy options

3. Rescinding the permit for oil transportation pipelines like Keystone XL ranks dead last in a list of potential environmental policy priorities. Voters also view the action as one with incredibly low potential impact for addressing climate change.

Not only is addressing climate change a lower priority than most other macro-scale priorities, rescinding the Keystone XL pipeline permit is viewed as the lowest priority within that policy arena. Voters also view it as one with incredibly low impact on actually addressing the issue of climate change.

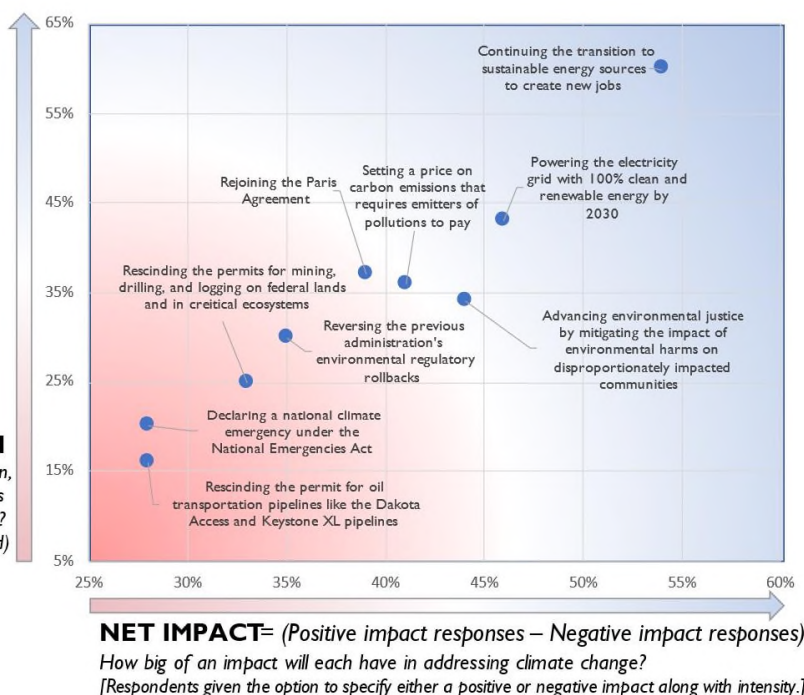
Based on this data, if the Biden Administration wanted to impact real change and begin reversing the negative effects of climate change, his Administration has many other high-priority options on the table.

BIDEN'S CLIMATE ACTION PLAN PRIORITIES MAPPED

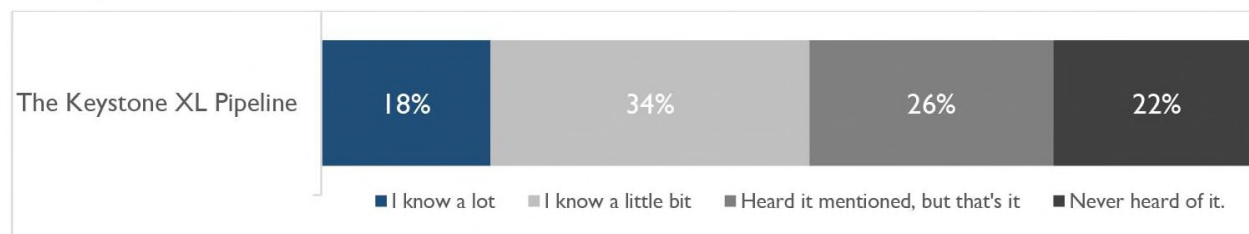
by voter prioritization & perceived potential impact in addressing climate change.

ISSUE PRIORITIZATION

If you were to advise the incoming Biden Administration, which of the following ENVIRONMENTAL priorities would you suggest that they focus on first? (Top three choices Combined)



4. Nearly a quarter of American voters have never heard of the Keystone XL Pipeline.

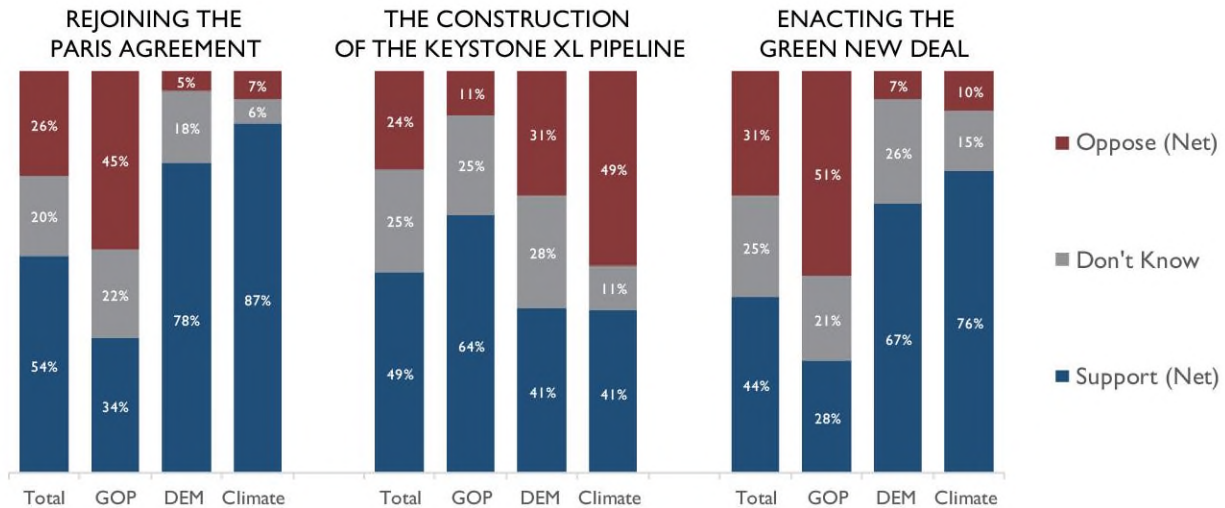


If the Biden Administration wants a quick political victory, rescinding the pipeline's permit is unlikely to provide it. Data shows that there would be more awareness around rejoining the Paris Agreement, or working to transition our country from gas-powered vehicles to electric vehicles.

In fact, only 1 in 5 (21%) know the current construction status of the pipeline, which has already crossed the Canada-U.S. border. The remaining 79% of voters simply don't know – and that includes 74% of those who identified "climate change and the environment" as one of their top three biggest concerns driving their 2020 vote. Even those who are concerned about the environment aren't paying close attention to Keystone XL.

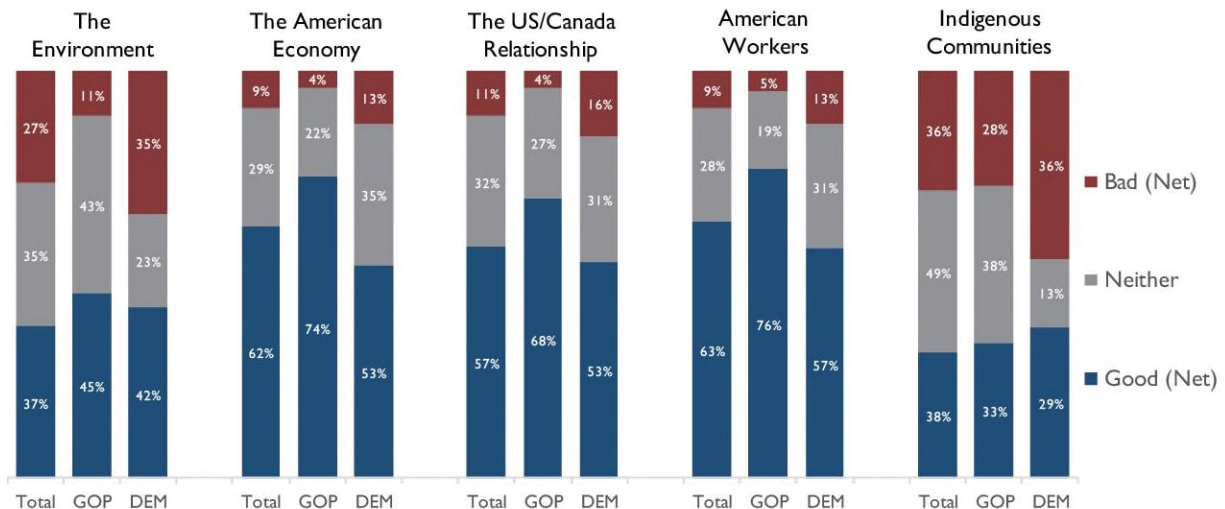
5. **Nearly half of American SUPPORT the Keystone XL pipeline.** Before providing any other information on the pipeline, the survey measured initial support for three climate-focused policy initiatives. A plurality of both Republicans and Democrats supports the pipeline. In fact, the pipeline also has 41% support from those who identified that “climate change and the environment” was one of their top three biggest concerns driving their 2020 vote.

Do you support or oppose...



6. **American voters view the pipeline as good for the economy, good for workers, and good for our relationship with Canada.** The measurement below is taken before providing respondents with any further information about the Keystone XL pipeline. This represents their initial, gut-check response.

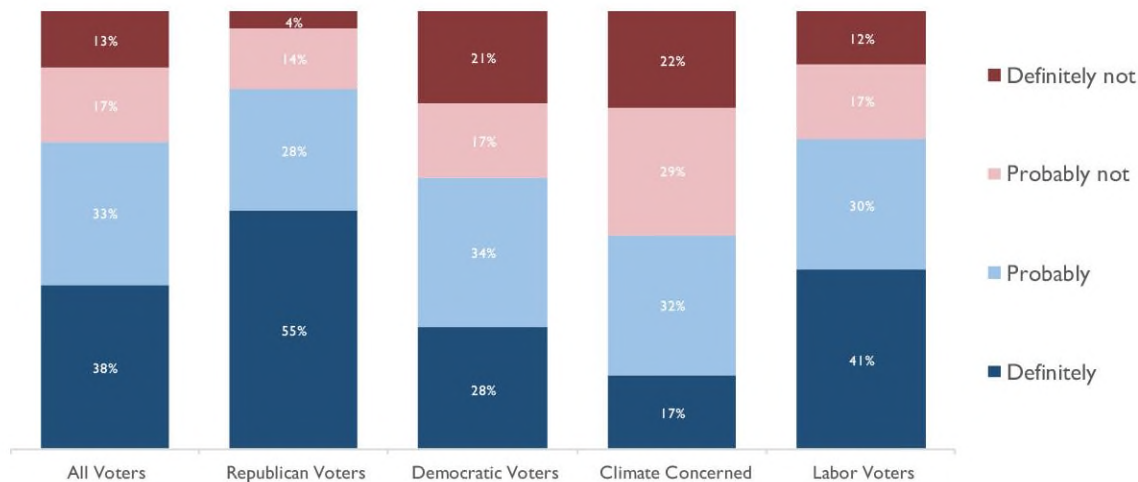
In your opinion, is the Keystone XL pipeline good or bad for ...



It is worth noting that many simply don't know whether the pipeline is good or bad for the environment or for indigenous communities.

7. When given information providing context about the status of Keystone XL, 70% of voters want the project completed – including 83% of Republicans, 62% of Democrats, 49% of “climate concerned” voters and 71% of voters from labor union households.

Portions of the Keystone XL pipeline are currently under construction. Do you think it should be completed?



By listening to the voice of the American voter, the data paints a clear picture:

- Voters believe there are much more pressing and urgent priorities than addressing climate change at this moment in time. The administration's attention is desperately needed in other areas.
- Even within the policy arena of climate change, revoking the permit for the Keystone XL pipeline is seen by voters as a relatively low priority with a relatively low potential for impact on the issue. There are simply better options
- While awareness of Keystone XL is relatively low, nearly half of Americans support the construction of the pipeline and about 6-in-10 think it's good for the economy, good for workers, and good for our relationship with Canada.
- When given basic information about the status of the pipeline, 70% of voters do not want the work to go to waste. They want it completed.
- And lastly, for those who say that candidate support for the pipeline would impact their decision, twice as many indicate that it would have a positive effect versus a negative effect.

Before the Biden Administration decides on the pipeline, they should consider all of the other high-yield priorities to be accomplished. In reality, revoking the permit for a pipeline that's already under construction will not have the desired effect.