Welcome and Thank You!
Panelists

Patricia F. Ducy, Ph.D.
Chair, ASBMR
Advocacy & Science Policy Committee

Jennifer Zeitzer
FASEB Director of Public Affairs

Lincoln Clapper
Advocacy Associates

Doug Fesler
ASBMR Executive Director
Agenda

1. Welcome
2. Virtual Hill Day Training
3. Online Schedules and Logistics
4. Review of ASBMR Hill Day Asks
5. Leave Behind Materials
6. Questions and Answers
ASBMR Virtual Capitol Hill Day Training

Jennifer Zeitzer, Director, Office of Public Affairs

April 5, 2021
The Environment on Capitol Hill

Control of 117th Congress and Partisanship

- Senate is 50 Democrats to 50 Republicans with Vice President Harris deciding tied votes
- House Democrats have a razor-thin majority after Nov. elections
  - 219 Democrats to 212 Republicans as of 3/16/2021
  - 5 Vacant seats (Louisiana-02; Louisiana-05; NM-01; OH-11; Texas-06)
- Senate Republican Leader Mitch McConnell’s (R-KY) support will be needed to pass key Biden priorities in bipartisan manner rather than using expedited procedures
- Midterm elections have generally favored the party that’s not in control of the White House, and Republicans are confident of their ability to flip the House in their favor in 2022 so Trump base still plays an important role
- Each party has its own factions it must balance

Focus Shifting to Passing Biden Agenda in 117th Congress

- Covid-19 relief to those hurting from fallout and increasing vaccinations
- Climate change impacts all living systems. New science-based positions created for Climate Czar and Climate Envoy
- Expansionary agenda on healthcare
- Infrastructure revitalization
- Increased focus on research and evidence-based policymaking by rebuilding federal government’s scientific enterprise
## Funding for Research Agencies

<table>
<thead>
<tr>
<th>Agency</th>
<th>FY 2019</th>
<th>FY 2020</th>
<th>FY 2021 Enacted</th>
</tr>
</thead>
<tbody>
<tr>
<td>NIH</td>
<td>$39.1 billion</td>
<td>$41.7 billion (+$2.6 billion)</td>
<td>$42.9 billion (+$1.2 billion)</td>
</tr>
<tr>
<td>NSF</td>
<td>$8.1 billion</td>
<td>$8.28 billion (+$203 million)</td>
<td>$8.5 billion (+$220 million)</td>
</tr>
<tr>
<td>DOE SC</td>
<td>$6.6 billion</td>
<td>$7.0 billion (+$415 million)</td>
<td>$7.02 billion (+$20 million)</td>
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<tr>
<td>VA</td>
<td>$779 million</td>
<td>$800 million (+$21 million)</td>
<td>$815 million (+$15 million)</td>
</tr>
<tr>
<td>AFRI</td>
<td>$415 million</td>
<td>$425 million (+$10 million)</td>
<td>$435 million (+$10 million)</td>
</tr>
</tbody>
</table>
Increases in NIH appropriations have helped maintain and grow research capacity by:

- **Offsetting inflation:** ~$1 billion is needed annually to replace inflationary losses (assuming rates of 2-3%)
- Increasing research funding
  - Research Project Grants
    - 1780 more in FY 2019
    - 1458 more in FY 2020
  - Trainee Awards (F-awards)
    - 100 more in FY 2019
    - 24 more in FY 2020
- Continuing to support other research programs and infrastructure

Sources: NIH Office of Budget, Appropriations History, Price Indexes, and Historical Budget Requests; NIH RePORTER
FY 2022 Budget Outlook

◆ In FY21, due to the Bipartisan Budget Act of 2019, the non-defense discretionary budget (which includes the science agencies) only grew by 0.4 percent ($5 billion)

◆ Budget caps are gone for FY22

◆ Under new House Rules, the following bills are not considered deficit-spending and do not require “offsets”
  - Those that prevent, prepare for, or respond to economic or public health consequences resulting from the COVID-19 pandemic
  - Those to prevent, prepare for, or respond to economic, environmental, or public health consequences resulting from climate change

◆ Federal deficit is over $3 trillion in 2020
A number of priorities will require significant resources in FY 2022

- The White House will insist on more funding to deal with Covid fallout
- There is bipartisan interest in significantly increasing infrastructure (roads, bridges, etc.) spending; also a priority in Biden administration
- Healthcare expansion

Thus, Congress will face difficult choices as it decides how to allocate funds for FY 2022

Deficits as a percentage of GDP are projected to rise from 4.6 percent in 2020 to 5.4 percent in 2030.

Source: CBO Budget and Economic Outlook 2020-2030
https://www.cbo.gov/publication/56073#_idTextAnchor003
### What Happens Next?

<table>
<thead>
<tr>
<th>Date</th>
<th>Administration Role</th>
<th>Congress’ Role</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>February</strong></td>
<td>Presidents Budget sent to Congress</td>
<td>Appropriations &amp; Authorizing Committees review agency-specific requests</td>
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<tr>
<td></td>
<td></td>
<td>• Hearings with cabinet officials/agency executives</td>
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<td></td>
<td></td>
<td>• Testimony from stakeholders</td>
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<tr>
<td><strong>March</strong></td>
<td></td>
<td>Adopts Budget Resolution</td>
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<td></td>
<td></td>
<td>• Committees</td>
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<tr>
<td></td>
<td></td>
<td>• House &amp; Senate votes</td>
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<tr>
<td><strong>April</strong></td>
<td></td>
<td>Appropriations Committees receive 302(a) allocation (total amount of $$)</td>
</tr>
<tr>
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<td>Appropriations Committees divide 302(a) among 12 subcommittees, creating the 302(b) sub-allocations</td>
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<tr>
<td><strong>May - September</strong></td>
<td></td>
<td>Appropriations Committees write 12 bills</td>
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<tr>
<td></td>
<td></td>
<td>• Subcommittee approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Full Committee approval</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• House &amp; Senate votes</td>
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<tr>
<td></td>
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<td>Congress passes “CR” (through mid/late November)</td>
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</table>
By law, is due to Congress on the first Monday in February

Clinton’s first budget was 66 days late. Bush’s first budget was 63 days late, Obama 94 days late, and Trump’s was 102 days late

White House previously said Biden would release a “skinny” budget on Apr. 1 – but announced on Mar. 31 that it would be delayed by at least a week

It is not clear when the White House will release Biden’s FY 2022 budget request

Once Biden’s budget is released, congressional Appropriations Committees will write the 12 individual spending bills that may/ may not include Biden’s recommended funding levels and proposals
Reasons To Be Optimistic

◆ There is Strong Bipartisan Support for NIH in Congress
  - 21st Century Cures Act authorized a supplemental pot of money for NIH (+ $4.8B/ 10 years)
  - FY 2016 – FY 2021 = +$12 billion for NIH
  - 200+ House members signed letter requesting +$3 billion for NIH in FY 2021
  - 50+ Senators signed letter asking for a “strong commitment to maintaining NIH funding” in FY 2021

◆ More Funding for NIH = More Grants
  - 2020 = 1,458 more RPG’s; more R01’s

◆ Congress Is Still Capable of Legislating
  - FY 2021 budget passed in December (only 3 months late)
  - COVID has been a good reminder about the importance of sustained funding for biomedical research
Research Investment to Spark the Economy
RISE Act (HR 869/ S 289)

- Sponsored by Representatives Diana DeGette (D-CO-01) and Fred Upton (R-MI-06) and Senators Ed Markey (D-MA) and Thom Tillis (R-NC)

- HR 869 has 129 co-sponsors/ S 289 has 4 co-sponsors

- Authorizes a total of $25 billion in supplemental funding to mitigate the scientific and economic effects of COVID-19-related lab closures and research disruptions

- Of the $26 billion total:
  - $10 billion would be directed to NIH
  - $3 billion would be directed to NSF

- FASEB and more than 320 higher education, research, and industry groups are supporting the bill
Support $46.11 billion for NIH in FY 2022
- This is $3.2 billion above FY 2021
- This level would allow NIH to continue creating more opportunities for the next generation of researchers
- It would also provide a 5% increase across NIH Institutes/Centers, keeping pace with inflation and allowing them to fund new grants
- This recommendation is supported by ASBMR and 300+ other organizations

Co-sponsor to the Research Investment to Spark the Economy (RISE) Act (H.R. 869/S.289)
- This bipartisan bill would provide NIH and other agencies $25 billion to help restore our nation’s research capacity to its pre-pandemic strength
- It will also further the goal of a robust, diverse, and inclusive STEM workforce

Support legislation to improve access to, and utilization of, bone mass measurement benefits under part B of the Medicare program by establishing a minimum reimbursement for office-based DXA tests
- Bill will be introduced in May during osteoporosis month.
- Rep. Larson (CT) is leading the reintroduction of the bill in the House
- Senators Collins (ME) and Cardin (MD) are leading the reintroduction of the bill in the Senate
Responses You May Hear

“The federal deficit is too big – cuts will have to be made”

“NIH is a bipartisan priority – you don’t have anything to worry about!”

“Representative XXX supports increasing the NSF budget. Why aren’t you meeting with the other side?”

“A $x billion increase for NIH this year is huge...you are asking for a lot.”

“NSF needs to prioritize resources to fund the most promising research.”

“What should we cut so we can increase funding for NIH”
Tips for Telling Your Story!

- The most effective way to get your message across is to describe why federal funding is important to your research/your academic institution.

- Discuss the broader importance of your research including how it:
  - Produces knowledge about our basic understanding of science
  - Improves health
  - Leads to new innovations
  - Supports local jobs

- If possible, connect your research to a specific disease/research question.

- Explain what would happen if NIH, NSF, etc. were not able to fund your research.

- Share what motivated you to become a researcher or what you like about being a researcher (also mention any challenges you face!)
Meeting Tips & Reminders

◆ Log-on promptly….but be patient if aide is late
  ■ Turn off your cell phone
  ■ Expect to have 15 – 20 minutes for each meeting

◆ Introduce all participants
  ■ Name and institution/affiliation – not entire CV!

◆ Get to the “ask”/ message quickly
  ■ Explain why the issue matters to the state/district (use local data)
  ■ Share a personal story

◆ Describe how ASBMR can be of assistance

◆ If you don’t know an answer to a question…
  ■ Say “I don’t know but I will get back to you with the answer”

◆ Present “leave behind” folder

◆ Exchange contact information
  ■ Get business card of the person you met with
Other Troubleshooting

◆ You get the “blank stare” or no response

◆ The person you are meeting with is distracted during the virtual meeting

◆ The person you are meeting with doesn’t appear to know anything about research

◆ The aide is brand new and doesn’t know his/her boss’s position on your issues

◆ The aide makes a political/partisan comment or asks your opinion on political matter not related to your “asks”
Follow-Up From Your Meetings

◆ Send thank you notes
  - Via email is best
  - Add your contact information

◆ Include any follow-up information you promised
  - Links to online documents work best
  - Avoid sending large PDF’s/files

◆ Remind staff/members about any outstanding requests or information they promised to get for you

◆ Report any questions/concerns from the meetings to ASBMR staff
Establishing Long Term Relationships

◆ **Identify connections with elected officials**
  - College alumni, church, hometown, local business, volunteer group, etc.
  - Note the connection(s) so you can refer back to it/them later

◆ **Be a better constituent**
  - Subscribe to your Senators/Representative’s electronic newsletter
  - Follow your elected officials on social media
  - Attend congressional town hall meetings and other local events

◆ **Stay in touch throughout the year**
  - Send updates about relevant topics or research you discussed
  - Keep elected officials abreast of exciting developments at your institution (federal grants received; major awards given to personnel; new facilities, etc.)

◆ **Document visits in your department/institution’s newsletter**
  - Include photos!
  - Post on social media (follow your institution’s policies!)
For More Information…

FASEB Office of Public Affairs

Jennifer Zeitzer
Director, Office of Public Affairs
jzeitzer@faseb.org
(301) 634-7128

@FASEB.org
@FASEBorg
fasebofficial
Receiving Your Schedule

- You will receive an automated email from Advocacy Associates on a to-be-determined date by your organization.

- Click on the URL to access your schedule. You will be automatically logged in when clicking on the URL.

- Check your SPAM/JUNK folder if you think you did not receive the email.
  - Verify with your organization on the date schedules were/will be sent.

- Follow your email platform’s instructions for unmarking future correspondence as spam, if needed.
Not Able to Login?

- If you are not able to login or become logged out at any point, you will land at a login page.
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- Select “Send me a sign-in link” – **do not** try to enter a username or password
Not Able to Login?

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- Input the email you registered for the event with to receive a new link to your schedule
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- If the problem persists, click on the Support tab
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- Fill out the questionnaire, and Advocacy Associates will contact you shortly
Main Schedule Page
- Confirmed meetings display on the top

Wednesday, January 27, 2021

**Rep. Greg Pence (R) [IN-06]**
*Virtual Meeting*: Click for details on how to join. You’ll be able to join online or by conference phone number.

**Rep. Trey Hollingsworth (R) [IN-09]**
*Virtual Meeting*: Click for details on how to join. You’ll be able to join by conference phone number.

**Sen. Mike Braun (R) [IN]**
*Virtual Meeting*: Click for details on how to join. You’ll be able to join online or by conference phone number.

**Sen. Todd Young (R) [IN]**
*Virtual Meeting*: Click for details on how to join.
<table>
<thead>
<tr>
<th>Date</th>
<th>Time</th>
<th>Person</th>
<th>Virtual Meeting Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday, January 27, 2021</td>
<td>09:00 AM</td>
<td>Rep. Greg Pence (R) [IN-06]</td>
<td>[Details on how to join]</td>
</tr>
<tr>
<td></td>
<td>10:00 AM</td>
<td>Rep. Trey Hollingsworth (R) [IN-09]</td>
<td>[Details on how to join]</td>
</tr>
<tr>
<td></td>
<td>11:00 AM</td>
<td>Sen. Mike Braun (R) [IN]</td>
<td>[Details on how to join]</td>
</tr>
<tr>
<td>TBD</td>
<td></td>
<td>Sen. Todd Young (R) [IN]</td>
<td>TBD</td>
</tr>
</tbody>
</table>
Main Schedule Page

- Confirmed meetings display on the top
- Pending meetings display on the bottom
- All times will be displayed as EASTERN
Main Schedule Page
- Confirmed meetings display on the top
- Pending meetings display on the bottom
- All times EASTERN
- Click on each meeting to access the information
Wednesday January 27, 2021 at 09:00 AM Eastern

Rep. Greg Pence (R) [IN-06]
Meeting With: Hillary Lassiter, Legislative Director, and Rep. Greg Pence,
Meeting Lead: June Smith

Talking Points
Please consider a funding level of $2.1 billion for FY2021.
Will the Senator/Representative co-sponsor S. 123/H. 1234?

Documents
About Us
Best Practicas for Virtual Meetings

Attendees
John Green
YPY Consulting
fakemail@thisissuperfake.com
342-555-6789

June Smith
ABC Company
junesmith@gmail.com
123-555-6789
### Date and Time

Wednesday January 27, 2021 at 09:00 AM Eastern

### Meeting With

Meeting With: Hillary Lassiter, Legislative Director, and Ben Green Peace

Meeting Lead: June Smith

### Talking Points

- Please consider a funding level of $2.1 billion for FY2021.
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### Documents

- About Us
- Best Practices for Virtual Meetings

### Attendees

<table>
<thead>
<tr>
<th>Name</th>
<th>Email</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Green</td>
<td><a href="mailto:fakeemail@thisissuperfake.com">fakeemail@thisissuperfake.com</a></td>
<td>342-555-6789</td>
</tr>
<tr>
<td>YPY Consulting</td>
<td></td>
<td></td>
</tr>
<tr>
<td>June Smith</td>
<td><a href="mailto:junesmith@gmail.com">junesmith@gmail.com</a></td>
<td>123-555-6789</td>
</tr>
<tr>
<td>ABC Company</td>
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</tr>
</tbody>
</table>
- Date and Time
- Meeting With
- Meeting Lead (if applicable)
- Date and Time
- Meeting With
- Meeting Lead (if applicable)
- Click “Join Online Meeting” to open video component (not all meetings will have a video component)
- Date and Time
- Meeting With
- Meeting Lead (if applicable)
- Click “Join Online Meeting” to open video component (not all meetings will have a video component)
- Dial-in/additional information
- Talking Points

Please consider a funding level of $2.1 billion for FY2021.

Will the Senator/Representative co-sponsor S. 123/H. 1234?
- Talking Points
- Documents (click to open in separate tab)
- Talking Points
- Documents (click to open in separate tab)
- Attendees who are in the meeting
- Talking Points
- Documents (click to open in separate tab)
- Attendees who are in the meeting
- Peer-to-peer chat function
- Talking Points
- Documents (click to open in separate tab)
- Attendees who are in the meeting
- Peer-to-peer chat function
- Check-in to report attendance
- Talking Points
- Documents (click to download as PDF)
- Attendees who are in the meeting
- Peer-to-peer chat function
- Check in to report attendance
- Thank You email. Open the email with your native platform or copy paste into Gmail, Yahoo, AOL etc.
- Meeting Report Form, scroll down to answer each question
Take Notes option (blank notepad)
- Take Notes option (blank notepad)
- Member of Congress attendance, check one
- Take Notes option (blank notepad)
- Member of Congress attendance, check one
- Social Media share buttons
- Take Notes option (blank notepad)
- Member of Congress attendance, check one
- Social Media share buttons
- Click on Meetings tab to access main page again
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- Click on Meetings tab to access main page again
- Click Legislators tab to access more information
Bio:

Representative Greg Pence represents Indiana’s 6th District, where he lives with his wife Denise in Columbus. He is a proud husband, father, grandfather, Marine officer and small businessman who will ensure Indiana’s 6th District continues its strong tradition of leadership in Congress. Joining the Marine Corps in 1979 in his hometown of Columbus, Pence considers his role in Congress as a new opportunity to serve the community, state, and country that he loves. Pence understands that the 6th District needs a leader who will prioritize constituents and ensure Hoosiers always have a seat at the table. “It is an honor and a privilege to serve the people of Indiana’s 6th District,” Pence said. “I will always put Hoosiers of the 6th District and Indiana first.” Pence serves on the House Transportation & Infrastructure Committee, and the House Foreign Relations Committee in the 116th Congress. “My priorities will always include job creation, economic growth, and the protection of our conservative values in Washington” Pence said. “I look forward to this tremendous honor to represent the place I live and the only place I will ever call home.”

Call: 202-225-3021
Birthday: November 14, 1956
Gender: M
Religion: Catholic

Additional Info:
Website
Facebook
Twitter
YouTube Channel
- Bio and social media contact information

- Relevant bills with voting record
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Additional Info:

- Website
- Facebook
- Twitter
- YouTube Channel
- Messages tab to access peer-to-peer messages
- Directory tab to contact any attendee in your event
- Support tab for scheduling or technical assistance
- Click the “More” tab to access additional materials, information, and resources that your organization may have provided.
Relevant Information and Reminders

- Check your SPAM/JUNK folder to ensure you didn’t miss the email with the link to your schedule (domain is @advocacyassociates.com)
- Please call/video into the meeting 5 minutes prior to the start time, in order to discuss with your group on who will open the conversation and who will be speaking
- All times will be Eastern Time (New York Time Zone)
- You will receive a reminder email 1 hour prior to each meeting from Advocacy Associates with a link to your schedule
- If the office does not join the meeting within 10 minutes past the start time, contact Advocacy Associates
- There will be a help number listed in the Support tab to call if you need to get ahold of Advocacy Associates
- Meetings are scheduled for 15 minutes blocks. They may end early or go longer, but the time frame remains the same as an in-person meeting
- Any changes to your schedule the day of the event will be sent to you via email. Please be sure to check regularly throughout the day
- Make sure you are in an area with a good Wi-Fi connection
- Mute your microphone if you are not speaking
- Know your audience - ensure you have an appropriate background
ASBMR Hill Day “Asks”

- Support $46.11 billion for NIH in FY 2022
  - This is $3.2 billion above FY 2021
  - This level would allow NIH to continue creating more opportunities for the next generation of researchers
  - It would also provide a 5% increase across NIH Institutes/Centers, keeping pace with inflation and allowing them to fund new grants
  - This recommendation is supported by ASBMR and 300+ other organizations

- Co-sponsor to the Research Investment to Spark the Economy (RISE) Act (H.R. 869/S.289)
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  - Sets minimum Medicare reimbursement for office-based DXA tests at $98 (currently less than $40)
  - Bill will be introduced in May during osteoporosis month.
  - Rep. Larson (CT) is leading the reintroduction of the bill in the House
  - Senators Collins (ME) and Cardin (MD) are leading the reintroduction of the bill in the Senate
Leave Behind Materials “Documents”

• About ASBMR
• ASBMR Hill Day “Asks”
• FASEB State/District Fact Sheets on 2020 NIH Funding
• NOF Milliman Report on Economic Burden of Osteoporosis by State
• Research Investment to Spark the Economy (RISE) Act (HR 869/ S 289)
• State DXA and Osteoporosis Fact Sheets
Talking Points

Importance of National Institutes of Health (NIH) and Research Funding

"Thank you for your prior support for the NIH."

"We are extremely grateful for the NIH budget increases over the last 6 years, which have accelerated progress across all areas of biomedical science."

"The COVID-19 outbreak highlights the benefits of sustained federal investments in research. A vaccine was developed in record time because scientists were able to build on knowledge generated by past investments in NIH and other research agencies."

Continued Investment in NIH

"We are extremely grateful for the NIH budget increases over the last 6 years, which have..."
Questions
Social Media

#ASBMRHillDay
Hill Day Questions

Hannah Miller
Operations Coordinator
hmiller@asbmr.org
+1 (202) 367-2343
Thank You!