



MAP THE POWER

RESEARCH FOR THE RESISTANCE

Rob Galbraith

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Agenda

- Welcome and Intros!
- What is power research?
- Question: Who has power in Buffalo and why?
- How is power research used in campaigns?
- Map the Power with free online resources!

About LittleSis

- Watchdog research group
- Power research/mapping of the 1%
- LittleSis.org-- “the opposite of Big Brother”
 - A database of information on powerful people and organizations and a platform for power research
 - Or, an involuntary facebook of the 1%

LittleSis* is a free database of who-knows-who at the heights of business and government.

* opposite of Big Brother

We're a grassroots watchdog network connecting the dots between the world's most powerful people and organizations.



MAP THE POWER

RESEARCH FOR THE RESISTANCE

- Project to train and support movement researchers who want to do power research that supports grassroots organizing



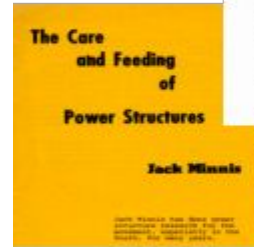
What's power research?

What's power research?

Power = The ability an individual or entity has to get what it wants, even against opposition, and to shape politics and society along their interests and priorities

Power structure = Influential people, organizations, and their relationships (network)

Power research = Investigative research focused on power structures with a special focus on relationships. Also known as opposition research, muckraking, strategic research



AT LAST . . . THE PAPER YOU ALL HAVE BEEN WAITING FOR . . . WHAT IS THE
SMEC RESEARCH DEPARTMENT 2/11/65

Vast quantities of information are stored up in the Research Dept. This report includes a description of the kind of material we have on file, our sources of information, and suggestions for improved use of research facilities by the field.

1. To give you an idea of the information we have filed away and ready for use, we have attached a list of the topics included in

- a. the general file
- b. the large Mississippi file
- c. the Mississippi news clip file

TAKE A LOOK AT THESE LISTS. YOU'LL BE SURPRISED TO FIND ALL THE THINGS YOU NEVER SUSPECTED WE HAD. (SO WHEN WE J)

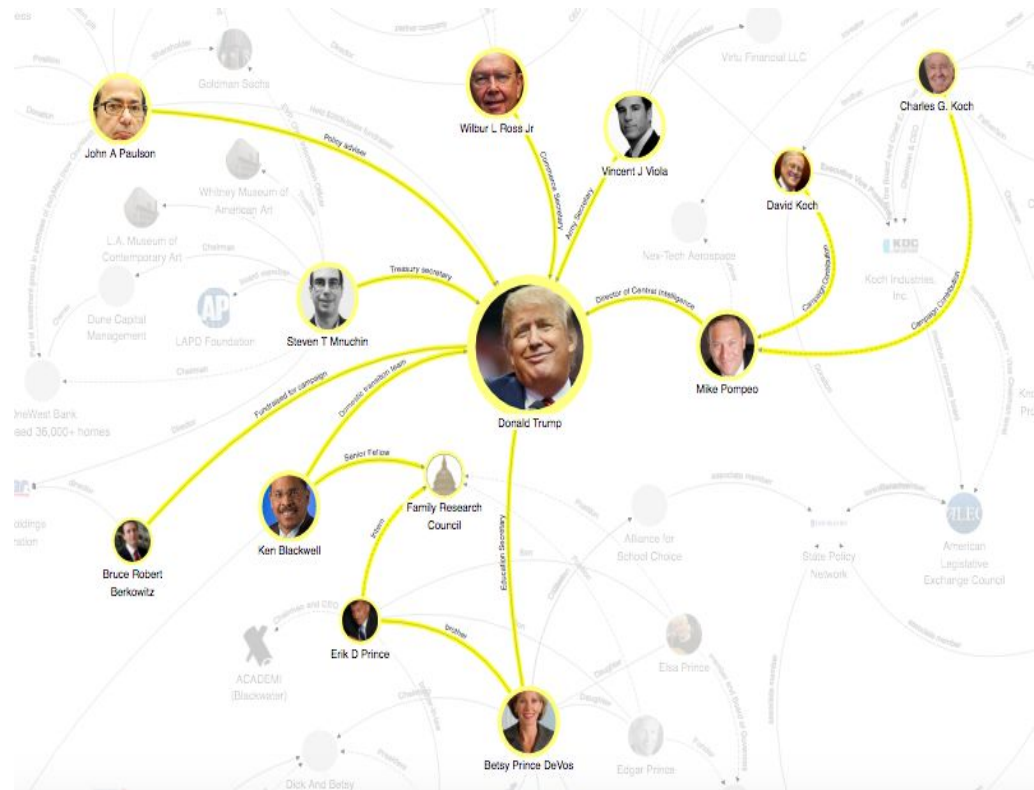
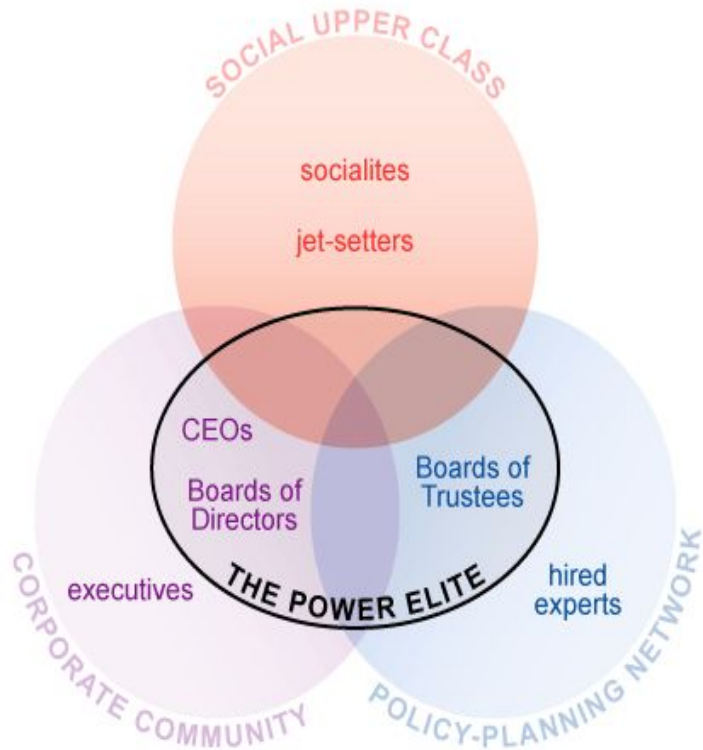
Our information comes from the following sources: the NY Times, the Washington Post; Miss: Jackson Clarion-Ledger and Daily News; Greenwood Commonwealth; Greenville Delta Democrat-Times, Hattiesburg American, Memphis Commercial Appeal; Ark: Ark. Gazette, Pine Bluff Commercial; Ala: Birmingham News, Montgomery Advertiser, Selma Times-Journal; Ga: Atlanta Constitution and Journal; Albany Herald. Burrelle's clipping service sends us articles from the major papers containing keywords such as SMC, SMO, CPO, etc.

We also receive a considerable range of weeklies and other periodicals: Nations, New Republic, etc. And we receive the Congressional Record, Congressional Quarterly, and are on the mailing lists of dozens of government agencies and congressional committees. And we receive the major labor union publications.

The office also has a number of standard reference books: Who's Who in America, Who's Who in World Commerce and Industry, Who's Who in Standard and



Who are the “power elite?”



How do I identify who has power?

Power Indicators

Who benefits?

- High income
- Owns property
- Gets tax breaks

Who governs?

- Who occupies important institutional positions and takes part in important decision-making groups?
- Power boards

Who has a reputation for power?

Who wins?

- Who gets what they want?
- Who can move their agenda despite opposition?
- Recent policy fights



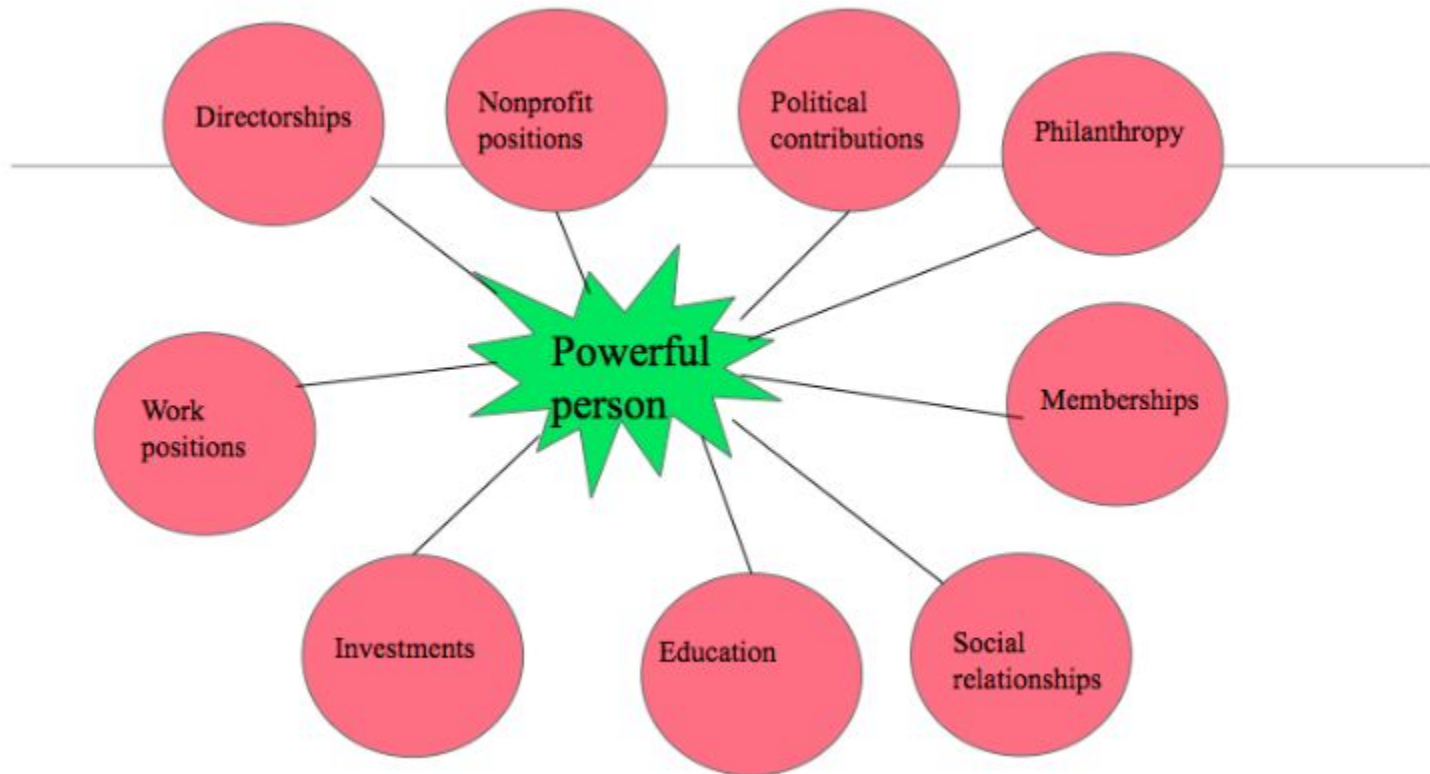
The Richest People On The Planet 2016

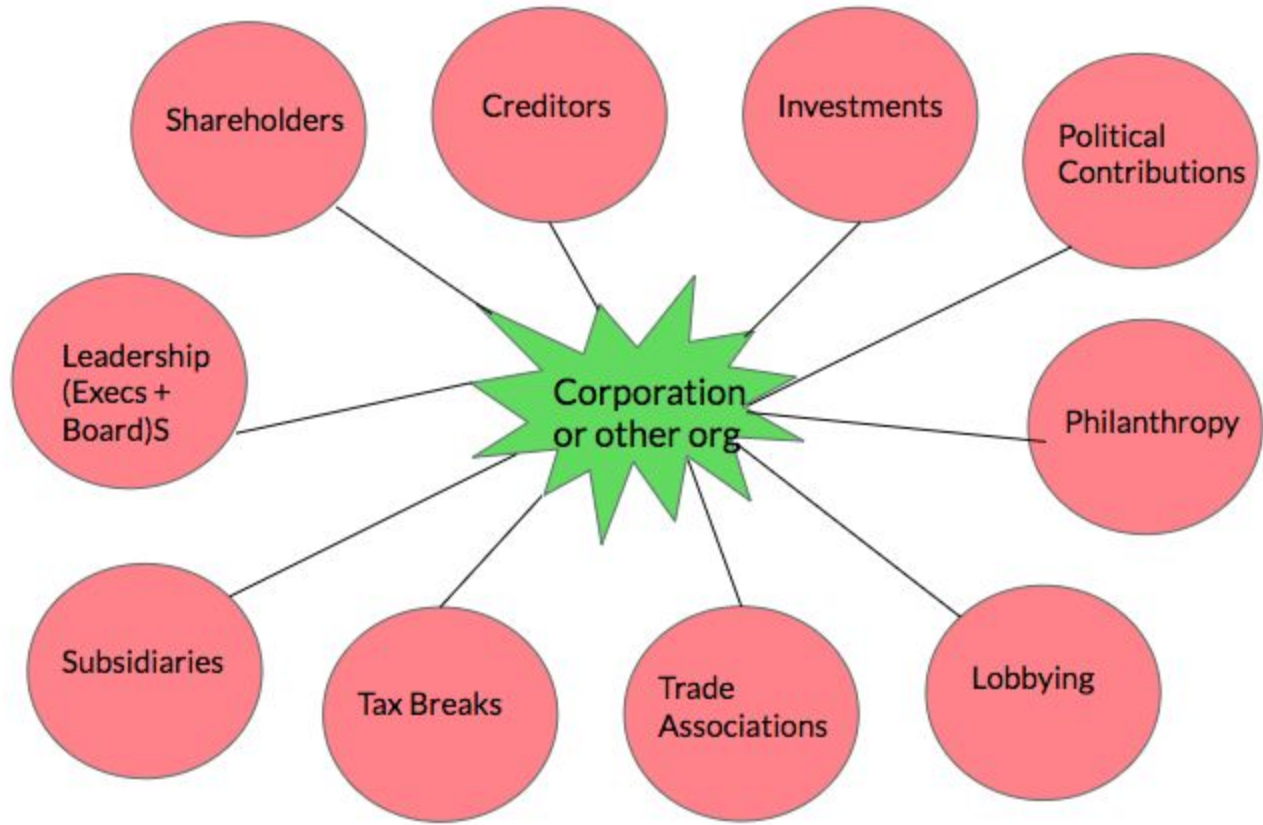
For our 30th annual guide to the world's richest people we found a total of 1,810 billionaires, down from a record 1,826 a year ago. Their aggregate net worth: \$6.5 trillion, \$570 million less than last year.

Continue »

Edited by Luisa Kroll and Kerry Dolan 3.1.2016

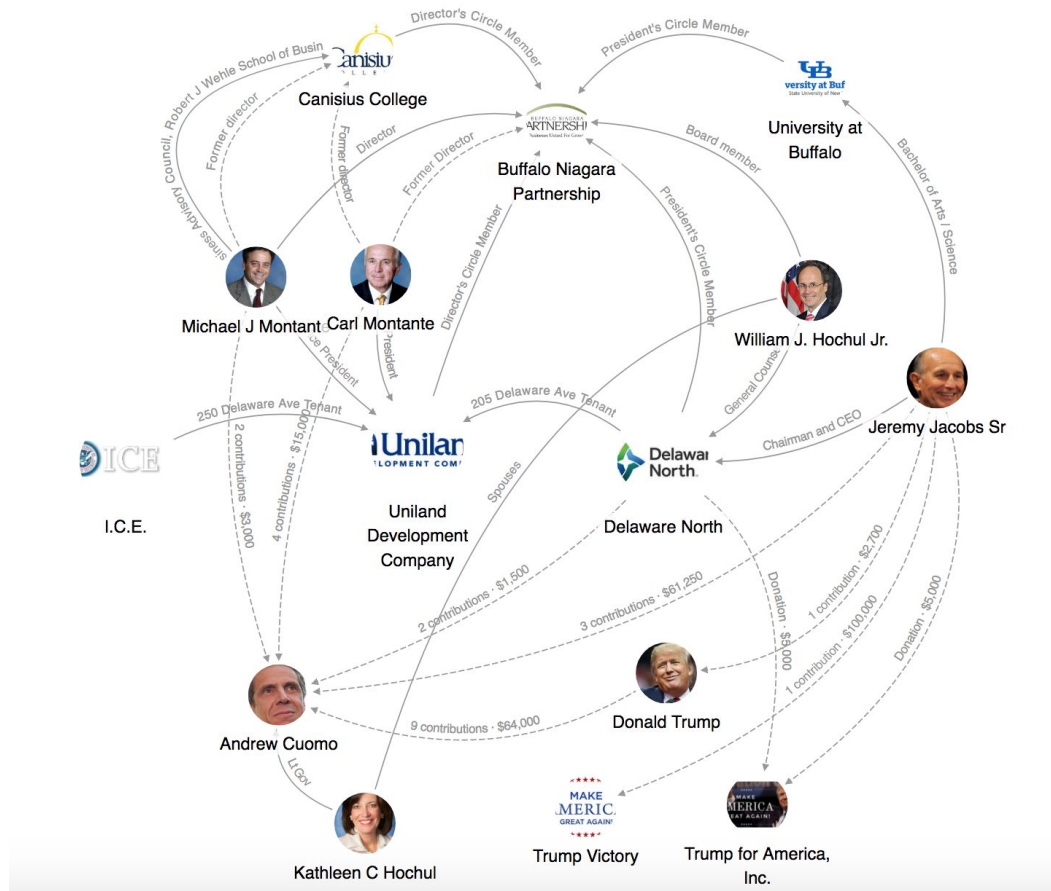
What do we want to know?





Who has power in Buffalo and why?

Who Rules Buffalo: Uniland, Delaware North, and ICE

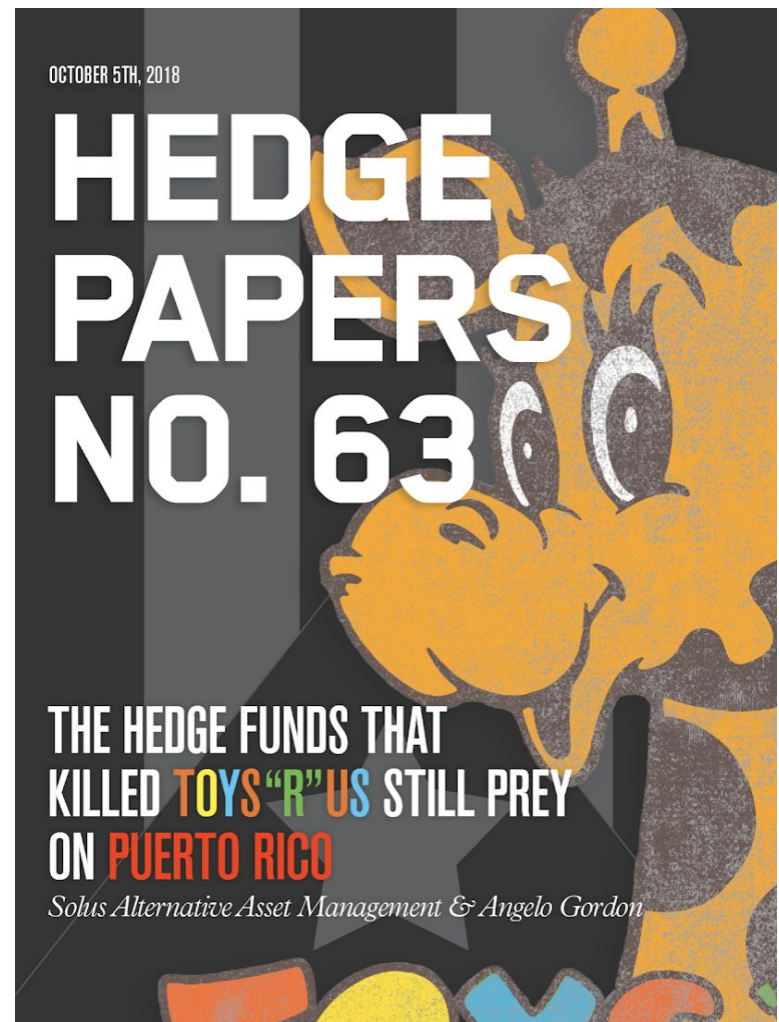


Why do power research?

Because you're curious about how decisions get made, and how the world really works (and you want to change it)

Power research can strengthen campaigns

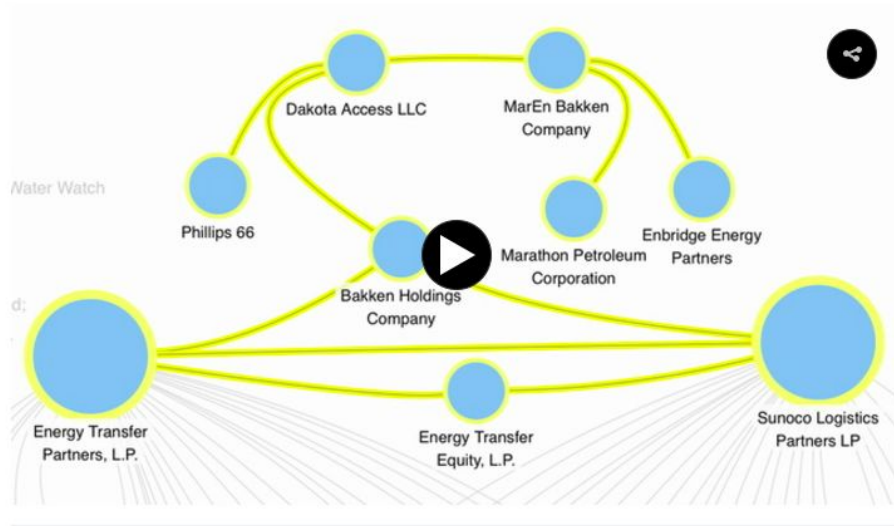
- The most obvious target isn't necessarily always the right one! Go up the food chain to identify who is really wielding power
- Find common enemies, align with unlikely allies
- Dig up dirt and identify leverage
- Shift the narrative
- Find creative direct action targets



Standing Rock

Who Is Funding the Dakota Access Pipeline? Bank of America, HSBC, UBS, Goldman Sachs, Wells Fargo

STORY SEPTEMBER 09, 2016 • WATCH FULL SHOW



AMERICA

2 Cities To Pull More Than \$3 Billion From Wells Fargo Over Dakota Access Pipeline

February 8, 2017 · 2:18 PM ET

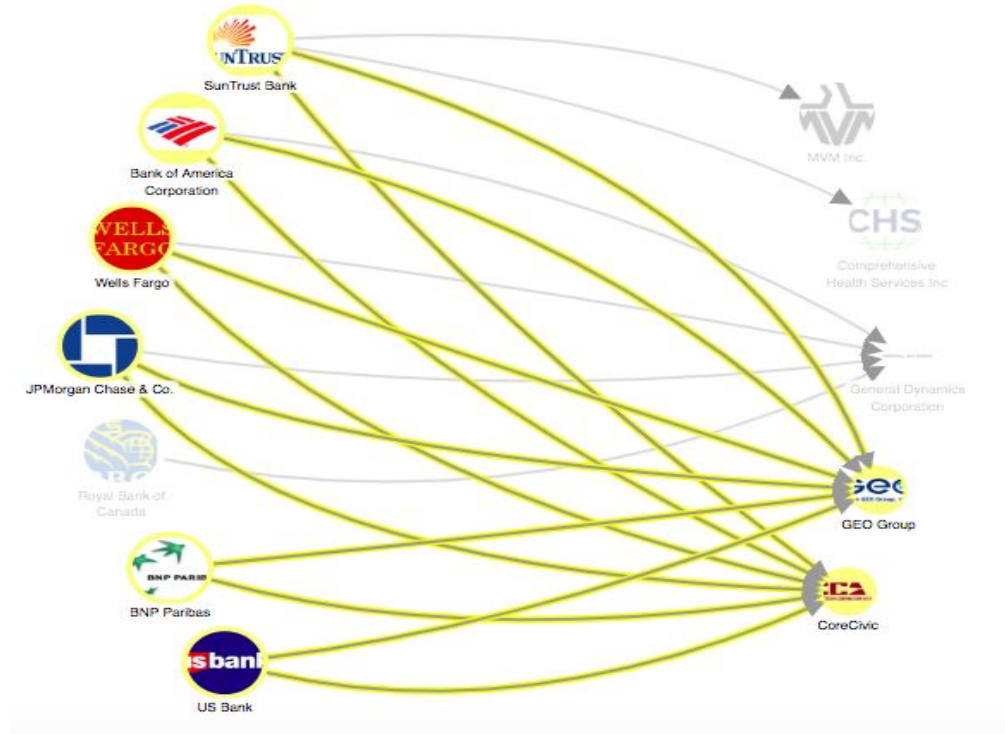
BILL CHAPPELL



Olivia One Feather (center) of the Standing Rock Sioux tribe holds up her fist after the Seattle City Council voted Tuesday to divest from Wells Fargo over its role as a lender to the Dakota Access Pipeline project.

Elaine Thompson/AP

Who is Profiting from Incarcerating Immigrant Families?



Delaware North, UB, and ICE



SPEAK OUT: Wednesday
Sept 6
4:30

NO to PROFITS from DEPORTATION

YES to DIGNITY for UNDOCUMENTED FAMILIES

Meet at **TRINITY CHURCH**
371 Delaware Ave
Walk to Immigration Offices

the **JACOBS** family

UB Foundation

DELAWARE NORTH

IT'S ALL CONNECTED.

I.C.E. Immigration Customs Enforcement

D.A.C.A.

the **RAMPED-UP** Immigrant DETENTION & DEPORTATION Agenda

sponsored by Justice for Migrant Families WNY
UB Sanctuary
N.Y.I.C.
Buffalo D.S.A.

to learn more: littlesis.org

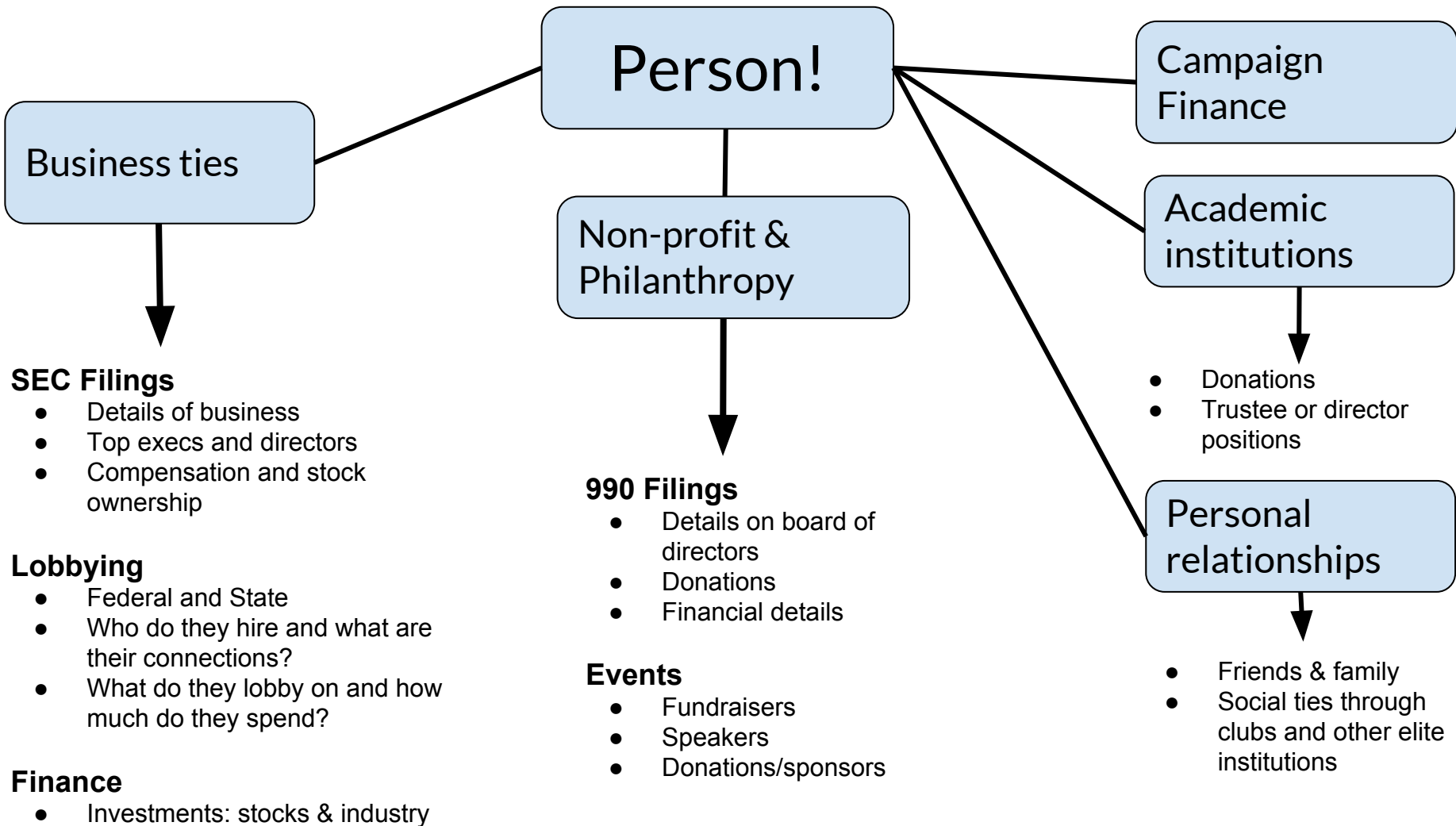
Where do we start?

Step one: Identify who has power!

- Who benefits?
- Who wins?
- Who governs?
- Who has a reputation for power?

Step two: Investigate their power networks

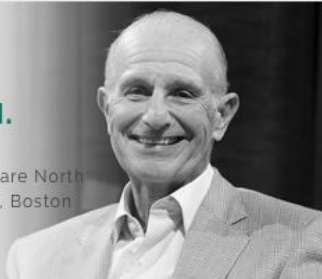
Step three: Use what you find!



Sources: websites, bios, news articles

JEREMY M. JACOBS

Chairman, Delaware North
Owner/Governor, Boston
Bruins



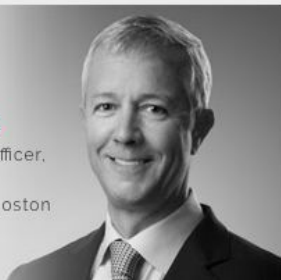
JERRY JACOBS JR.

Co-Chief Executive Officer,
Delaware North
Alternate Governor, Boston
Bruins



LOU JACOBS

Co-Chief Executive Officer,
Delaware North
Alternate Governor, Boston
Bruins



CHARLIE JACOBS

Chief Executive Officer
For Delaware North's
Boston Holdings



Mr. Jacobs is chair of the Nichols School Board of Trustees. He serves on the Say Yes Buffalo Scholarship Board, is a member of the Georgetown Board of Regents and is an active alumnus interviewer, and he served on the Georgetown College of Arts & Sciences advisory board from 1995 until 2000. Mr. Jacobs has dedicated more than a decade of volunteer service to United Way of Buffalo and Erie County, including chairing the annual fundraising campaign in 1999 and serving as chairman of the board of directors from 2003 to 2006. He currently participates on the United Way of Buffalo and Erie County Advisory Board.

Senior Trump adviser coming to Buffalo for exclusive fundraising event

Disclosure databases



U.S. SECURITIES AND
EXCHANGE COMMISSION



Board of
Elections



NEW YORK STATE
JOINT COMMISSION
ON PUBLIC ETHICS
LOBBYING ONLINE FILING SYSTEM



THE UNITED STATES SENATE



Query the Lobbying Disclosure Act Database

Search Lobbying Database Search Contributions Database Search Giftrule Database

Databases that clean/aggregate



OpenSecrets.org
Center for Responsive Politics



PROPUBLICA

WHALEWISDOM

NATIONAL
INSTITUTE ON

MONEY IN
STATE
POLITICS



follow
the
money



Query the Lobbying Disclosure Act Database

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U.S. SECURITIES AND EXCHANGE COMMISSION



[Google Search](#) [I'm Feeling Lucky](#)

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* opposite of Big Brother

We're a grassroots watchdog network connecting the dots between the world's most powerful people and organizations.

2 6 1 8 5 5 dots connected:

- ✓ [Paid for politicians](#)
- ✓ [Corporate fat cats](#)
- ✓ [Revolving door lobbyists](#)
- ✓ [Secretive Super PACs](#)
- ✓ [Elite think tanks](#)



Jared Kushner

Trump's Senior Advisor. Principal with the Kushner Companies.

Key affiliations

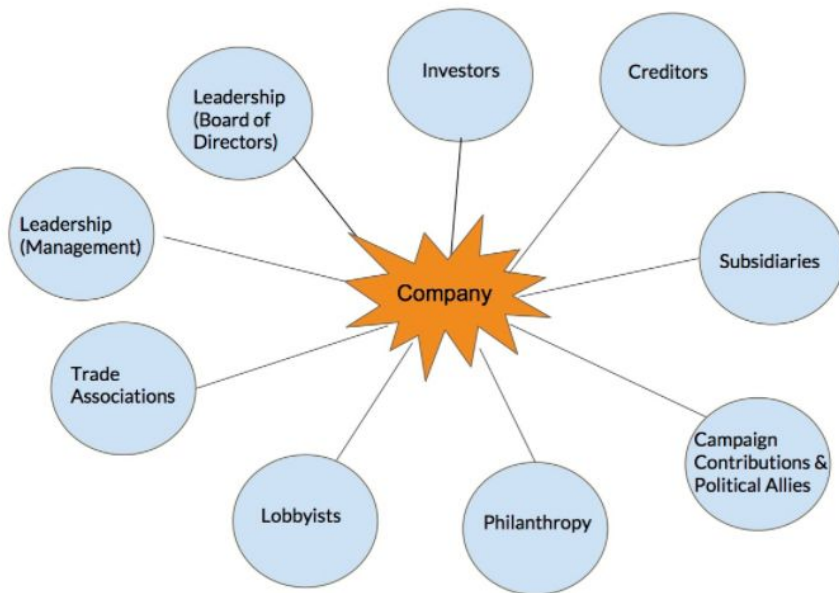
Donald Trump
Cadre
Real Estate Board of New York
Kushner Companies
Charles and Seryl Kushner Family Foundation
[More »](#)

Related people

Nicole Kushner Meyer
Rex W Tillerson
John E Zuccotti
Steven T Mnuchin
David R Greenbaum
[More »](#)

Map the Power Toolkit

This toolkit has been designed to provide people with the tools to conduct power research and develop a research pod, or crew of folks, that have the skills to investigate local corporate bodies and organize against them. You can use this toolkit as a starting point for organizing around a common target with your neighbors and friends, or to strengthen the work of your organization!



Next steps!

Start mapping!

Sign up for a LittleSis account

<https://littlesis.org/join>

Follow us @twittlesis for opportunities to get involved!

Join the LittleSis new user training on April 9th!

