

To: Interested Parties
From: Chris Sloan, Campaign Manager,
Nicole Galloway for Missouri
Subject: *Governor Tilley?*



The 2020 legislative session is about to begin, which means that connected lobbyists and monied interests are already getting their way before the legislature has even been sworn in.

As most Missourians look to the hope for the future and the promise that a new year can bring, Governor Parson and his lobbyists are busy preparing an extreme agenda, hanging special giveaways around new legislative proposals. We must chart a #NewWay that puts people over lobbyists and special interests.

However, one lobbyist is set to have a particularly good new year: Steve Tilley. Perhaps more than any other insider, Tilley has close ties and wields considerable sway with Parson. ([Kansas City Star, September 8, 2019](#)) Their close ties underscore the troubling hallmark of Parson's tenure: the well connected get what they want, while regular families continue to struggle.

Nicole Galloway's campaign is charting a #NewWay for Missouri. One that brings transparency and the people's voice to Jefferson City. This memo outlines how Parson's close ties to Tilley will be a critical front-and-center issue in 2020.

It's not just a campaign talking point. Dave Robertson, chair of the political science department at the University of Missouri-St. Louis said that the Tilley/Parson relationship is 'ready-made for a negative TV ad, radio ad, or mailer raising suspicions about the governors' relationship with big-time lobbyists and funders.'" ([Kansas City Star, September 8, 2019](#))

[MorningConsult Polling](#) shows many Missourians don't know Governor Parson, providing us an opportunity to fill in the details about his insider deals and how they have hurt Missourians.

Nicole Galloway's time as auditor is a direct contrast to Parson's tenure cutting deals for insider lobbyists like Tilley. Throughout her time as Auditor, she has worked diligently to uncover over \$350,000,000 in stolen, wasted or misused tax dollars. Because of her audits, nearly 50 criminal counts have been brought against corrupt public officials.

Where there's smoke, there's fire, and the relationship between Tilley and Parson is leaving a lot of smoldering ash around the capitol as the interests of Missouri's

families get snuffed out. We will spend the resources to ensure that by the time voters go to the polls next November, they will be wondering who is actually running Missouri's government... Is it Governor Parson or **Governor Tilley**?

Governor Parson's *Governor Tilley's* Record:

Below are just some of the things working families and Missouri voters should know about ~~Governor Parson~~ Governor Tilley.

The effective transfer of a fortune:

After resigning from the House in 2012, Tilley established a political consulting and lobbying business called Strategic Capitol Consulting, LLC. On the same day as his resignation, Tilley's campaign committee, Friends of Tilley, contributed \$5,000 to Parson's campaign for state Senate. All told, Friends of Tilley contributed [a total of \\$10,000 to Parson's campaign in calendar year 2012](#).

Mike Parson was among Strategic Capitol Consulting's first clients in 2012. Parson's campaign paid Tilley's firm a total of \$10,000 for consulting 2012. \$10,000 contributed, [\\$10,000 paid](#). Simple. Clean.

The strategic ~~partnership~~ advice must have been worth it. Mike Parson's campaign committees for House, Senate, and Lt. Gov received \$86,800 in contributions from Tilley's campaign committee. Parson's campaign turned much of that money around to fees paid to Tilley's consulting firm and the firm owned by Tilley's sister called Campaign Concepts. [\\$35,000 to Steve Tilley's Strategic Capitol Consulting and more than \\$150,000 to Campaign Concepts](#).

This scheme was described by [the St. Louis Post-Dispatch in 2016](#) as, "a paper labyrinth that has legally accomplished what is normally illegal: the effective transfer of a fortune in donated campaign money from under the restrictions of the state's political system, and into the pockets of Tilley, his family and others."

Missourians will ask: *just what consulting services did Tilley's company provide to Parson's campaign? Is there any documentation? Or, was this a means for Tilley to convert campaign contributions to personal use using Parson's campaign committee?*

Parson is the key to Tilley's lobbying empire

Before Parson took over as governor in June 2018, following the resignation of Greitens, Tilley had 25 lobbying clients. In the year since Parson took the oath of office, that number has [ballooned to more than 70](#).

Missourians will ask: *Is Governor Tilley the real legislative mastermind cutting backroom deals on behalf of his clients? What bills are associated with Tilley, What of those bills are also Governor Parson's priorities? How many of Governor Tilley's clients get shoutouts in the State of the State?*

Tilley rolls up support for Parson

Mike Parson showed initial hesitation to the idea of [Medical Marijuana](#): "I am always going to be leaning toward law and order and right now the bottom line is that marijuana is illegal." Governor Parson, [10/27/17](#)

But Governor Tilley, a key lobbyist in the emerging medical marijuana industry, changed the Governor's mind and in turn, Tilley's clients [hosted a high-dollar fundraiser for Parson as Missouri officials were finalizing rules for the state's fledgling medical marijuana program.](#)

Missourians will ask: *What changed Governor Parson's mind on Marijuana? If it was the voters, that would be fine, but if it was Governor Tilley's campaign cash (or his clients) that would be dirty.*

Governor Tilley has been a cash cow for Mike Parson

[A quarter of every dollar raised to elect Parson in 2020 is connected to Tilley.](#) A large chunk of that money has come from lobbying clients engaged in industries regulated by Parson's administration.

When then-Gov. Greitens used the Missouri Housing Development Commission to zero-out the LIHTC program, Lt. Gov Parson led the opposition to the move.

In December 2017, [St. Louis Public Radio reported](#), "Lt. Governor Mike Parson led the opposition to the commission's move. He said it would make it harder to provide housing not only to low-income urban residents, but to rural Missourians and military veterans as well."

As Greitens became engulfed in scandal, his lawyers began looking at Tilley's client, Sterling Bank, for their role in the take-down.

[In a May 23 letter obtained by The Kansas City Star](#), "Greitens' attorneys ask House investigative committee chairman Rep. Jay Barnes and House Speaker Todd Richardson to compel testimony from Jeff Smith, Ken Poteet and Sterling Bank, all three involved in tax credits meant for the development of affordable housing."

Once Greitens was out of the way, Parson began taking steps to re-start the program. In return, Tilley's clients have been key sources of big campaign cash.

Soon after the establishment of Uniting Missouri, the PAC supporting Parson, Sterling Bancshares Inc. donated \$20,000. "The company, involved in low-income housing tax credit projects, did not respond to inquiries throughout the spring about a role some speculated it played in mysterious cash payments to opponents of Greitens'. Mark Gardner, of Springfield-based Gardner Capital Inc., donated \$25,000. MACO Development Inc. in Clarkton donated \$25,000. Gardner and MACO are also tied to low-income housing tax credit projects." ([St. Louis Post Dispatch, July 24, 2018](#))

"Parson is a longtime champion of the tax credit, and many of its biggest supporters and inner circle of advisers have deep ties to the industry. Next week Parson will attend a fundraiser in St. Louis hosted by several prominent businesses and individuals in the low-income housing industry. Each of the co-hosts has pledged to donate \$25,000 to Uniting Missouri, a pro-Parson political action committee." ([Kansas City Star, May 16, 2019](#))

Missourians will ask: Who has more to gain from Parson's political success than Tilley? And, who benefits more from Tilley's financial success than Parson's campaign?

Governor Tilley calls the shots

Tilley is the registered lobbyist for Torch Electronics, a maker of gambling machines popping up in gas stations throughout the state. The Missouri Highway Patrol, the Lottery Commission, and county prosecuting attorneys are all scrambling to stop the spread of these devices, which they call illegal. But [Parson sided with Tilley over state law enforcement officials](#).

In fact, the Prosecuting Attorney in Parson's home county was lobbied not to file charges against a device maker.

These machines are diverting dollars from the regulated gaming industry that benefits Missouri schools. But, Governor Tilley calls the shots and as long as he does, his client gets rich while Missouri children continue to struggle with underfunded schools.

Missourians will ask: Who else besides Governor Tilley wields enough power to get Parson to publicly side with an illegal gambling device manufacturer over Missouri schools and law enforcement - including the Prosecuting Attorney in Parson's hometown?