



Candidate for Nevada Congressional District 4

Jim Marchant Biography



Jim Marchant has been a leader and innovator in the computer software, Internet, and telecommunication industries beginning in 1984. He has founded and served as CEO and President of numerous technology companies.

In 1994 realizing the potential magnitude of the Internet, Jim founded and operated one of the first Internet service provider companies in the country. Being a pioneer in the Internet industry, Jim fought efforts by the Government to overly regulate the new revolutionary technology. And for that reason, Jim founded the Federation of Internet Service Providers of America (FISPA) and served as President for six years.

Under Jim's tenure, FISPA formulated laws and lobbied the US Congress, FCC and State legislatures to enact most of the cyber laws that are in effect today.

Jim successfully lobbied against Internet taxation in Florida during the mid to late 1990s, receiving national press attention from both print and TV news media. This effort set a national precedent for no taxation on Internet access. As a result, most state legislators and the US Congress passed bills that would exempt consumers from paying sales tax on Internet access as well as no sales tax on online purchases through the Internet.

Also, Jim successfully lobbied state utility commissions and the FCC to prevent the Internet from being classified as a utility keeping the Internet open and free from government regulatory control.

In 1999 Jim was appointed by the Florida Legislature and Florida Governor Jeb Bush to serve on the Florida Information Service Technology Development Task Force. This task force was established to automate Government agencies using the Internet to facilitate online interactions with its citizens.

In 1998 Jim raised approximately \$17 million dollars to start one of the first VOIP telephone companies in the country and served as the CEO and President.

After retiring in 2003 Jim moved to Nevada in 2005 and continued to be active in politics.

In 2016 Jim ran for and won the Nevada State Assembly seat representing District 37 in Las Vegas. He served on the Commerce and Labor, Energy, Taxation and Government Affairs Committees.

After the 2017 Nevada legislative session, Jim was ranked as one of the top conservative legislators in the Nevada legislature by numerous conservative organizations.

In 2019 Jim filed to run in the 2020 election for the US House of Representatives representing Nevada's 4th Congressional District. He very handily won the Primary by over 3000 votes and 7% and will run against the Democrat Steve Horsford in the November 2020 election.



Congressional Support

Minority Leader Kevin McCarthy has donated more than \$21,000 from the “Take Back The House” PAC to Jim Marchant. Congressman McCarthy has listed Nevada's 4th Congressional District as a top tier targeted race for Republicans to turn red in the 2020 General Election. Jim was one of the first 24 candidates to have received a substantial donation for Leader McCarthy’s PAC.

Minority Whip Steve Scalise held a conference call with Jim Marchant that laid out specific vital issues that are swinging voters across the country. Congressman Scalise made a maximum contribution to Jim and would like to meet Jim to go over details of his race.

Congressman Mark Amodei, has made a donation to Jim and is supporting his campaign.

Congressman Mike Johnson, Chairman of the Conservative House Republican Study Committee made a maximum donating to Jim and is supporting his campaign.

Congressman Jim Jordan and the House Freedom Caucus were instrumental in assisting Jim Marchant through the Republican primary. The House Freedom Fund directed more than \$60,000 to Jim in the Republican primary.

Congressman Andy Biggs, Chairman of the House Freedom Caucus, traveled to Las Vegas to do a fundraiser for Jim Marchant and personally donated to Jim Marchant's campaign. Chairman Biggs assisted with getting support from and the endorsement of the House Freedom Fund.

Congressman Paul Gosar has also publicly endorsed Jim Marchant and was one of the first Congressman to support Jim in the Republican primary publicly. He is also the Co-Chairman of the Western Caucus Foundation – The Voice of the West. A non-profit foundation that educates law and policy makers about the cultural and policy issues unique to the American West.

Senator Ted Cruz has agreed to a joint finance effort to assist Jim Marchant with raising over \$100,000 for his General Election. Senator Cruz has also endorsed Jim Marchant for the General Election against Steven Horsford.

Former Governor Mike Huckabee has donated a maximum contribution to Jim Marchant and supports Jim's bid to be the Congressman for Nevada's 4th Congressional District.



NRCC

Jim Marchant was one of the first 43 candidates nationwide to be announced by the NRCC to their Young Guns program and the first candidate in Nevada to achieve this level of recognition from the NRCC.

Fundraising

Jim Marchant raised over \$500,000 for the Republican Primary and has continued to make fundraising calls every day since receiving the Republican nomination. Jim is well on his way to meeting his fundraising goals for the General election.

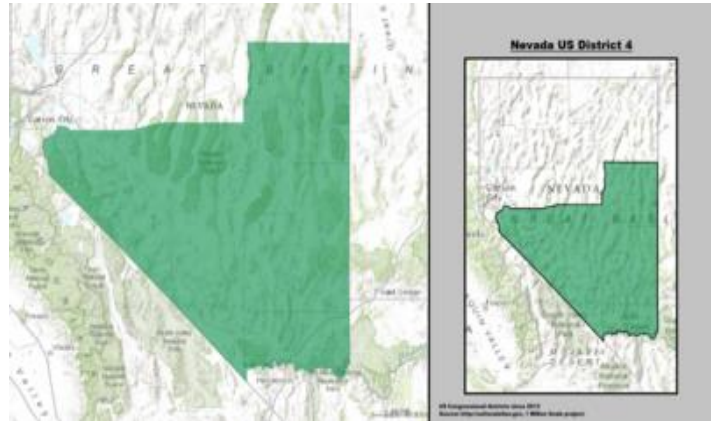
Jim will have to aggressively fundraise with both in his network and habitual Republican donors. For lack of a better word, Jim will have to be a full-time telemarketer for the duration of his campaign. It takes, on average, 25 calls to receive one donation. With an average donation of \$2,800, Jim will raise \$62,500 a week. Netting a return of \$250,000 a month for July, August, September, and October will meet the campaign fundraising goals. Jim will be able to raise his goal of \$1,000,000 for the 2020 General election by sticking to this finance plan. The finance plan excludes any donations received from the House Leadership fund and couples double maxing together. Jim Marchant would like to raise over \$1,000,000 for the General Election.



Overview

Nevada's 4th Congressional District has only been in existence since 2012. [Steven Horsford](#) won the 2012 election. Horsford ran for reelection in 2014 and was defeated by Republican Crescent Hardy. In 2016, Congressman Crescent Hardy ran for reelection and lost to Democrat Ruben Kihuen. Crescent Hardy ran again in 2018 and lost again, this time to Steve Horsford who currently holds this seat.

Jim Marchant was elected to serve in the Nevada State Assembly in 2016. Jim's Assembly District resides inside Congressional District 4. Over 16,000 voters in NV-04 have voted for Jim multiple times giving him a head start on establishing substantial name ID in the district.



Based on 2012, 2014, 2016, and 2018 General Election registration, Nevada's 4th Congressional District can expect a predicted registration count of **421,572**. Predicted turnout calculated over 2018, 2016, and 2012 election cycles in Nevada's 4th Congressional District will be **306,891** voters, which averages out to **72.80%** of the overall registered voter population. **Horsford has never obtained more than 121,962 votes in Nevada's 4th Congressional District and President Trump received over 125,000 votes in 2016 in NV-4, which means the votes for Jim to beat Horsford exist in the district.** Turnout and increasing Jim's name ID while attacking Horsford will be vital to winning NV-4 and making sure Jim receives more than **121,962**, Horsford high-water mark for votes in this district.

TV ad buys and targeting voters through social media will be vital to assuring that the Marchant campaign has cast a broad message across the district. Peer to Peer texting and robocalls will be essential components of the campaign.



Jim's Platform

Jobs and Economy

Jim is a strong supporter of small businesses. Jim believes that Congress must pass laws that cut through the bureaucracy and red tape that strangle small business owners. The Jobs Act cut taxes for companies and allowed job creators to expand their businesses. Congress must take this a step further and work towards providing tax cuts and relief towards small business owners. Especially during the COVID pandemic that has financially crippled our economy and small businesses in Nevada and throughout the country.

#1 Getting Small Businesses open again to rebuild our economy. Implement tax cuts and abatements that are focused on small business. Continue to push for the elimination of burdensome business regulations. Small businesses are the backbone of our economy and many are hurting from this shutdown. We need to provide a bridge for them until they can operate again at full capacity. Otherwise, millions of jobs will be lost permanently.

#2 Fixing America's broken Education System through legislation to help fund and encourage states to bring Career & Technical Education (CTE) curriculum back into the school systems. Expand CTE-focused charter schools. **Support pro-charter school and school choice legislation.** Our country's emphasis on a "4-year college" is disenfranchising millions of students who can find great success in a career in the trades. To expand manufacturing and build a healthy middle class, we need a more skilled workforce, not necessarily a more "educated" one.

#3 Invest in Infrastructure from cables to rails to planes. Not only will this create jobs, but it will also benefit all Americans with better communications and safer roads, bridges, rail lines, and skies. For America to have a thriving economy, we need an up-to-date infrastructure for both communications and transportation.



China

#1 Now more than ever it is imperative that we take aggressive steps to counter the threats posed by the Chinese Communist Party and hold them accountable for its deceptive behavior.

#2 For too long, China has engaged in destructive behavior that has harmed the U.S. and its interests.

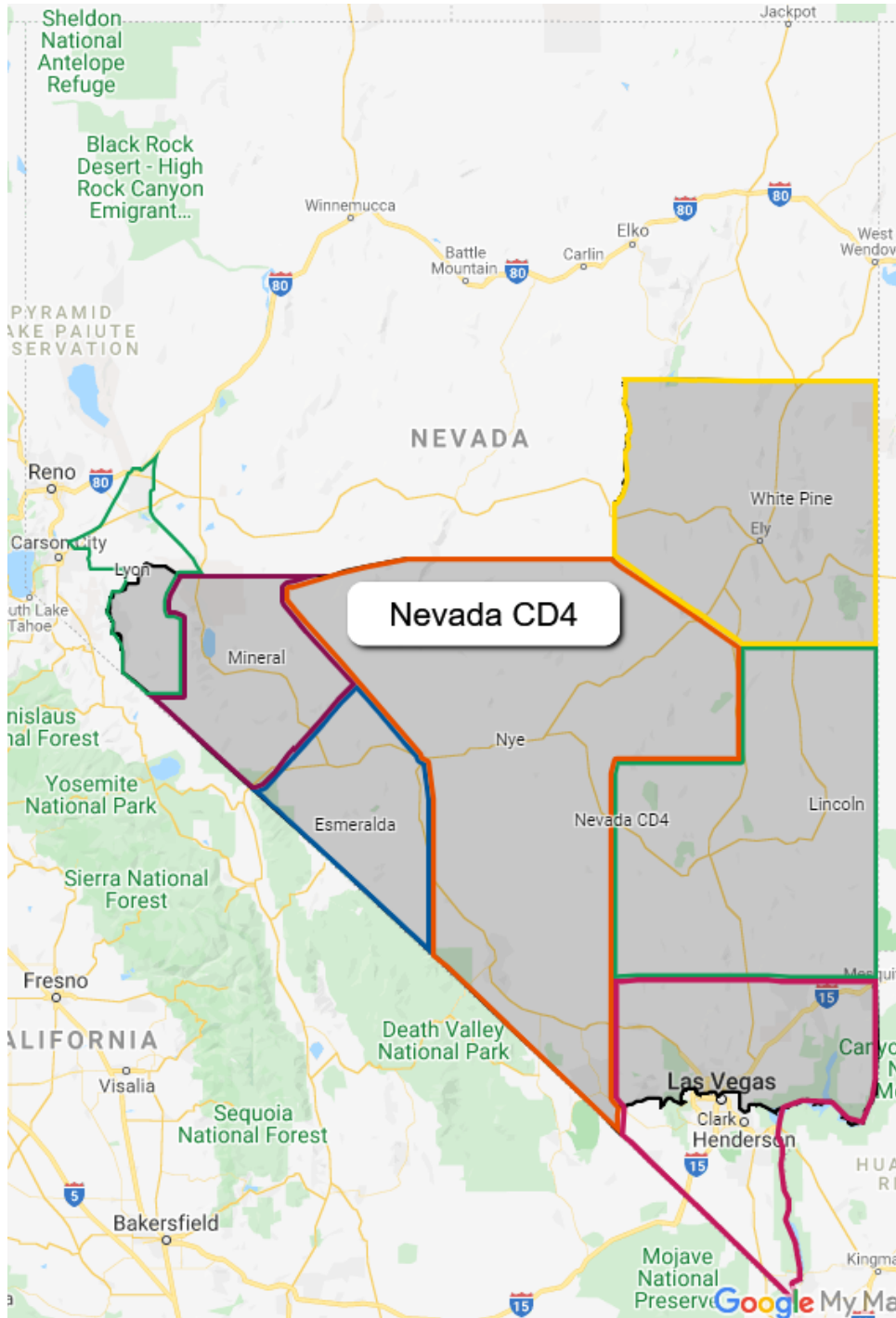
#3 The CCP has stolen American intellectual property, engaged in unfair trade practices, committed human rights violations, and, most recently, committed a large-scale cover-up about its role in the origin and spread of COVID-19. **They need to be held accountable for their actions!**

President Trump

Jim Marchant has been an avid supporter and admirer of President Trump for a long time. In 2012 Jim hoped he would run for President against Obama because he thought he was the only person who could beat Obama. Jim aligned his business strategy with President Trumps and has been a longtime admirer of the President's business achievements. Jim Marchant very much supports the policies of President Trump and wholeheartedly endorsed him in the 2020 election. Jim Marchant met the President on the tarmac in Reno in 2017 when Jim served in the Nevada State Assembly. Jim Marchant advocated for President Trump's policies in the Assembly. Jim looks forward to working with the President and his team in providing reinforcements for the President in Congress.



Map of Nevada Congressional District 4



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