

2019 Government and Policy Affairs Group Annual Report



LEGISLATION AND REGULATIONS TOUCH ALL ASPECTS OF OUR COMPANY

Legislation and regulations touch all aspects of our company. From designing a new product to capital requirements and the corporate tax code, Capital One is impacted by the legislation enacted by lawmakers in Washington, D.C. and state capitals, as well as regulations issued at the state, federal and local levels.

Legislation takes years of planning, dialogue and cultivation to develop. We engage on a variety of public policy issues affecting the financial services industry. These issues include, among others, macro-prudential regulation, privacy, tax, technology, employment, cybersecurity, community development lending and consumer protection. We continue to seek to engage policymakers thoughtfully, staying true to our central tenets of doing the best for our customers, associates, communities and the overall company.

In 2019 alone, over 800 bills were processed at the state level. At the federal level, legislation that is central to our businesses was discussed by various committees of jurisdiction. Final passage of bills impactful to Capital One was less in 2019, however, a number of the rulemaking processes from previous legislative packages continued in 2019.

The Dodd-Frank Act (2010), which itself was over 2,000 pages, required more than 200 rules to be written as a result. 2018's Economic Growth, Regulatory Relief and Consumer Protection Act took several years before legislative passage and was still being implemented by the federal banking regulators in 2019.

2019 TRADE GROUP MEMBERSHIPS

Capital One belongs to trade associations and pays regular dues as required. Capital One fulfills all legal requirements by reporting these dues as a part of the company's compliance with federal and state lobbying and ethics filing disclosures.

American Bankers Association

The American Bankers Association assesses its membership dues based on bank assets. Of the dues paid, \$25,471 was attributable to lobbying expenses.

American Financial Services Association

The American Financial Services Association assesses its membership dues based on a company's market capitalization. Of the dues paid, \$40,000 was attributable to lobbying expenses.

Association of National Advertisers

The Association of National Advertisers assesses its membership dues based on bank assets. Of the dues paid, \$11,869 was attributable to lobbying expenses.

Bank Policy Institute

The Bank Policy Institute assesses its membership dues for publicly traded companies based on the current market capital value of the company. Of the dues paid, \$85,000 was attributable to lobbying expenses.

Colorado Bankers Association

The Colorado Bankers Association assesses its membership dues based on the total in-state assets of the bank. Of the dues paid, \$3,500 was attributable to lobbying expenses.

Consumer Bankers Association

The Consumer Bankers Association assesses its membership dues based on bank assets. Of the dues paid, \$71,597 was attributable to lobbying expenses.

Delaware Bankers Association

The Delaware Bankers Association assesses its membership dues based on an average of the "total assets" reported in filed Call Reports for each of the four quarters during the previous calendar year. Of the dues paid, \$8,000 was attributable to lobbying expenses.

Electronic Transactions Association

The Electronic Transactions Association assesses its membership dues based on gross payments revenue. Of the dues paid, \$858 was attributable to lobbying expenses.

Equipment Leasing Finance Association

The Equipment Leasing Finance Association assesses its membership dues based on bank assets. Of the dues paid, \$1,058 was attributable to lobbying expenses.

Florida Bankers Association

The Florida Bankers Association assesses its membership dues as a flat fee for institutions without deposits in the state. Of the dues paid, \$4,510 was attributable to lobbying expenses.

International Swaps and Derivatives Association

The International Swaps and Derivatives Association assesses its membership dues based on the total in-state assets of the bank. Of the dues paid, \$1,359 was attributable to lobbying expenses.

Louisiana Bankers Association

The Louisiana Bankers Association assesses its membership dues based on the total in-state deposits of the bank. Of the dues paid, \$17,600 was attributable to lobbying expenses.

Massachusetts Bankers Association

The Massachusetts Bankers Association assesses its membership dues as a flat fee for institutions without deposits in the state. Of the dues paid, \$2,445 was attributable to lobbying expenses.

Mortgage Bankers Association

The Mortgage Bankers Association assesses its membership dues based on a firm's origination and servicing volume. Of the dues paid, \$4,334 was attributable to lobbying expenses.

2019 TRADE GROUP MEMBERSHIPS (continued)

National Multifamily Housing Council

The National Multifamily Housing Council assesses its membership dues based on a tiered level system. Capital One is a “Friend of the Council” member of the National Multifamily Housing Council. Of the dues paid, \$9,000 was attributable to lobbying expenses.

Nebraska Bankers Association

The Nebraska Bankers Association assesses its membership dues based on the total in-state assets of the bank. Of the dues paid, \$700 was attributable to lobbying expenses.

New York Bankers Association

Capital One is a member of the New York Bankers Association but did not have any payments attributable to lobbying expenses.

Securities Industry and Financial Markets Association

The Securities Industry and Financial Markets Association assesses its membership dues based on revenue from subsidiaries engaged in US broker/dealer and capital markets activities. Of the dues paid, \$5,610 was attributable to lobbying expenses.

Structured Finance Industry Group

The Structured Finance Industry Group assigns dues according to the most relevant or comprehensive membership category of the institution, based on its market function and size. Of the dues paid, \$6,300 was attributable to lobbying expenses.

US Chamber of Commerce

The US Chamber of Commerce assesses its membership dues based on a tiered level system. Capital One is a “National Level” member of the US Chamber of Commerce. Capital One is also a member of state and local affiliates of the US Chamber. Of the dues paid, \$220,000 was attributable to lobbying expenses.

Capital One was a member of the trade associations listed above in the calendar year 2019. Payments and related compliance filing dates may vary, however, based on payment schedules.

POLITICAL EXPENDITURES GOVERNANCE POLICIES

2019 Statements on Independent Political Expenditures & Ballot Measures and 501(c)(4)s

Capital One did not use any PAC or corporate funds to make any direct independent expenditures on behalf of candidates running for office in 2019. Capital One did not use any PAC or corporate funds in support of or opposition to any ballot measures in 2019. Capital One did not contribute any PAC or corporate funds to special interest groups organized under Section 501(c)(4) of the IRS code in 2019.

Criteria for Political Contributions

Capital One's political contributions during the reporting period were all made in accordance with its Corporate and PAC Political Contributions Guidelines. Contributions for federal offices and some state and local offices are made through the Capital One Financial Corporation Associates Political Fund. Additionally, Capital One makes corporate contributions in states where permissible under law. These contributions are directed to statewide offices, state legislatures and local offices. Capital One does not contribute to candidates for judicial elections. We support candidates, regardless of party affiliation, who responsibly evaluate issues of concern to our company, associates and customers. We generally focus on members of leadership, members of relevant committees and members from states or districts where Capital One has facilities. Additionally, we may consider a candidate's positions on other issues that impact our ability to attract and retain top workforce talent.

As a part of Capital One's engagement strategy to maximize its voice, we also make contributions to certain trade association PACs to which Capital One belongs. In addition, contributions are made to leadership PACs of particular members of Congress.

Approval and Reporting of Political Contributions

Requests for political contributions are evaluated by the Contributions Committee and approved by the Vice President, Head of Government and Policy Affairs. Political spending reflects the company's interests and not those of individual associates. We report political contributions semi-annually, based on the calendar year in which they are approved, which may differ from when recipients report receiving the contribution.

2019 Contribution Committee Members as of December 31, 2019

Chair:

Vice President, Head of Government and Policy Affairs

Members:

- Vice President, Head of State and Local Government Affairs
- Director, Federal Government Affairs
- Director, Federal Government Affairs
- Director, Federal Government Affairs
- Sr. Manager, State and Local Government Affairs
- Sr. Manager, Regulatory, State and Local Government Affairs
- Manager, State and Local Government Affairs
- Principal Associate, State and Local Government Affairs
- Principal Associate, Government and Policy Affairs
- Project Manager, PAC Administrator, Government and Policy Affairs

Board of Directors Oversight

The Board of Directors plays an important role in overseeing Capital One's public policy engagement and political participation. The Governance and Nominating Committee of the Board, which is composed entirely of independent directors, oversees the Corporation's governance policies regarding political activity and expenditures and approves on an annual basis its contribution criteria, spending guidelines and total corporate expenditure budget. This committee also reviews on an annual basis the Corporation's political contributions, including contributions to political action committees, corporate contributions, PAC to PAC contributions (e.g., trade associations PACs) and the Corporation's Government and Policy Affairs Group Annual Report.

CAPITAL ONE FINANCIAL CORPORATION ASSOCIATES POLITICAL FUND
2019 POLITICAL CONTRIBUTIONS (PAC)

US HOUSE OF REPRESENTATIVES (PAC)

US HOUSE CANDIDATE	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Adams, Alma	US House (D-NC)	Financial Services	\$2,500
Arrington, Jodey	US House (R-TX)	Ways & Means	\$2,000
Barr, Andy	US House (R-KY)	Financial Services	\$5,000
Beatty, Joyce	US House (D-OH)	Financial Services	\$5,000
Beutler, Jaime Herrera	US House (R-WA)	Appropriations	\$3,000
Buchanan, Vern	US House (R-FL)	Ways & Means	\$1,000
Budd, Ted	US House (R-NC)	Financial Services	\$5,000
Casten, Sean	US House (D-IL)	Financial Services	\$500
Clay, William Lacy	US House (D-MO)	Financial Services	\$2,500
Cleaver, Emanuel	US House (D-MO)	Financial Services	\$2,500
Clyburn, James	US House (D-SC)	Majority Whip	\$5,000
Connolly, Gerry	US House (D-VA)	Government Oversight	\$5,000
Correa, Lou	US House (D-CA)	Homeland	\$1,000
Davidson, Warren	US House (R-OH)	Financial Services	\$1,000
Diaz-Balart, Mario	US House (R-FL)	Appropriations	\$1,000
Duffy, Sean	US House (R-WI)	Financial Services	\$5,000
Emmer, Tom	US House (R-MN)	Financial Services	\$5,000
Fortenberry, Jeff	US House (R-NE)	Appropriations	\$1,000
Foster, Bill	US House (D-IL)	Financial Services	\$5,000
Garcia, Sylvia	US House (D-TX)	Financial Services	\$5,000
Gonzalez, Anthony	US House (R-OH)	Financial Services	\$1,000
Gonzalez, Vincente	US House (D-TX)	Financial Services	\$2,500
Gottheimer, Josh	US House (D-NJ)	Financial Services	\$5,000
Graves, Tom	US House (R-GA)	Appropriations	\$10,000
Heck, Denny	US House (D-WA)	Financial Services	\$5,000
Hern, Kevin	US House (R-OK)	Small Business	\$4,000
Higgins, Brian	US House (D-NY)	Ways & Means	\$3,500
Hill, French	US House (R-AR)	Financial Services	\$5,000
Holding, George	US House (R-NC)	Ways & Means	\$3,500
Hollingsworth, Trey	US House (R-IN)	Financial Services	\$1,000
Hoyer, Steny	US House (D-MD)	Majority Leader	\$5,000
Huizenga, Bill	US House (R-MI)	Financial Services	\$5,000
Hurd, Will	US House (R-TX)	Appropriations	\$5,000
Jeffries, Hakeem	US House (D-NY)	Homeland	\$2,500
Johnson, Bill	US House (R-OH)	Energy & Commerce	\$3,000
Joyce, David	US House (R-OH)	Appropriations	\$3,000
Kelly, Mike	US House (R-PA)	Ways & Means	\$1,000
Kelly, Robin	US House (D-IL)	Energy & Commerce	\$2,500
Kildee, Dan	US House (D-MI)	Ways & Means	\$1,000
Kilmer, Derek	US House (D-WA)	Appropriations	\$5,000
Krishnamoorthi, Raja	US House (D-IL)	Government Oversight	\$5,000
Kuster, Annie	US House (D-NH)	Energy & Commerce	\$1,000
Kustoff, David	US House (R-TN)	Financial Services	\$2,000

CAPITAL ONE FINANCIAL CORPORATION ASSOCIATES POLITICAL FUND
2019 POLITICAL CONTRIBUTIONS (PAC)

US HOUSE OF REPRESENTATIVES (PAC) (continued)

US HOUSE CANDIDATE	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
LaHood, Darin	US House (R-IL)	Ways & Means	\$5,000
Larson, John	US House (D-CT)	Ways & Means	\$1,000
Latta, Bob	US House (R-OH)	Energy & Commerce	\$3,000
Loudermilk, Barry	US House (R-GA)	Financial Services	\$2,500
Luetkemeyer, Blaine	US House (R-MO)	Financial Services	\$10,000
Maloney, Carolyn	US House (D-NY)	Financial Services	\$5,000
Marchant, Kenny	US House (R-TX)	Ways & Means	\$2,500
McAdams, Ben	US House (D-UT)	Financial Services	\$2,500
McEachin, Donald	US House (D-VA)	Energy & Commerce	\$5,000
McHenry, Patrick	US House (R-NC)	Financial Services	\$5,000
Meeks, Greg	US House (D-NY)	Financial Services	\$5,000
Murphy, Stephanie	US House (D-FL)	Ways & Means	\$5,000
Neal, Richard	US House (D-MA)	Ways & Means	\$5,000
Panetta, Jimmy	US House (D-CA)	Ways & Means	\$2,500
Perlmutter, Ed	US House (D-CO)	Financial Services	\$4,000
Peters, Scott	US House (D-CA)	Energy & Commerce	\$2,500
Ratcliffe, John	US House (R-TX)	Homeland	\$2,500
Reed, Tom	US House (R-NY)	Ways & Means	\$2,500
Reschenthaler, Guy	US House (R-PA)	Judiciary	\$3,000
Richmond, Cedric	US House (D-LA)	Homeland	\$5,000
Riggleman, Denver	US House (R-VA)	Financial Services	\$2,500
Rochester, Lisa Blunt	US House (D-DE)	Energy & Commerce	\$5,000
Rodgers, Cathy McMorris	US House (R-WA)	Energy & Commerce	\$1,000
Schneider, Brad	US House (D-IL)	Ways & Means	\$1,000
Scott, Austin	US House (R-GA)	Armed Services	\$1,000
Scott, David	US House (D-GA)	Financial Services	\$10,000
Sewell, Terri	US House (D-AL)	Ways & Means	\$2,500
Shalala, Donna	US House (D-FL)	Rules	\$2,000
Sherman, Brad	US House (D-CA)	Financial Services	\$5,000
Smith, Jason	US House (R-MO)	Ways & Means	\$1,000
Stefanik, Elise	US House (R-NY)	Armed Services	\$5,000
Steil, Bryan	US House (R-WI)	Financial Services	\$2,000
Suozzi, Tom	US House (D-NY)	Ways & Means	\$1,000
Taylor, Van	US House (R-TX)	Homeland	\$2,000
Thompson, Mike	US House (D-CA)	Ways & Means	\$5,000
Tipton, Scott	US House (R-CO)	Financial Services	\$2,500
Vargas, Juan	US House (D-CA)	Financial Services	\$5,000
Veasey, Marc	US House (D-TX)	Armed Services	\$2,500
Wagner, Ann	US House (R-MO)	Financial Services	\$5,000
Walorski, Jackie	US House (R-IN)	Ways & Means	\$2,000
Waltz, Michael	US House (R-FL)	Armed Services	\$1,000
Wexton, Jennifer	US House (D-VA)	Financial Services	\$10,000
Williams, Roger	US House (R-TX)	Financial Services	\$5,000

**CAPITAL ONE FINANCIAL CORPORATION ASSOCIATES POLITICAL FUND
2019 POLITICAL CONTRIBUTIONS (PAC)**

US HOUSE OF REPRESENTATIVES (PAC) (continued)

US HOUSE CANDIDATE	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Womack, Steve	US House (R-AR)	Appropriations	\$1,000
Zeldin, Lee	US House (R-NY)	Financial Services	\$2,000

US SENATE (PAC)

US SENATE CANDIDATE	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Coons, Chris	US Senate (D-DE)	Appropriations	\$5,000
Crapo, Mike	US Senate (R-ID)	Banking	\$2,500
Ernst, Joni	US Senate (R-IA)	Small Business	\$2,500
Gardner, Cory	US Senate (R-CO)	Commerce	\$10,000
McSally, Martha	US Senate (R-AZ)	Banking	\$1,000
Peters, Gary	US Senate (D-MI)	Commerce	\$1,000
Rubio, Marco	US Senate (R-FL)	Commerce	\$1,500
Sasse, Ben	US Senate (R-NE)	Banking	\$1,000
Smith, Tina	US Senate (D-MN)	Banking	\$3,500
Wicker, Roger	US Senate (R-MS)	Commerce	\$1,500

LEADERSHIP COMMITTEE CONTRIBUTIONS (PAC)

LEADERSHIP COMMITTEES	SPONSOR	2019 CONTRIBUTION
Abraham Lincoln PAC	US Rep. Darin LaHood (R-IL)	\$5,000
Across the Aisle	US House/Problem Solvers Caucus (D)	\$5,000
AMERI PAC	US Rep. Steny Hoyer (D-MD)	\$5,000
AX PAC	US Rep. Sean Duffy (R-WI)	\$5,000
BARR PAC	US Rep. Andy Barr (R-KY)	\$5,000
BLAINE PAC	US Rep. Blaine Luetkemeyer (R-MO)	\$5,000
Blue Dog PAC	US House (D)	\$5,000
BOLD PAC	Congressional Hispanic Caucus (D)	\$5,000
BRIDGE PAC	US Rep. Jim Clyburn (D-SC)	\$5,000
Build America PAC	US Rep. Gregory Meeks (D-NY)	\$5,000
CBC PAC	Congressional Black Caucus (D)	\$5,000
Citizens for Prosperity in America Today PAC	US Sen. Pat Toomey (R-PA)	\$5,000
Common Sense Solutions PAC	US Rep. Kay Granger (R-TX)	\$1,000
Commonwealth PAC	US Rep. Gerry Connolly (D-VA)	\$2,500
Country Roads PAC	US Sen. Joe Manchin (D-WV)	\$5,000
Developing A New Generation PAC	US Rep. Stephanie Murphy (D-FL)	\$5,000
Elect Democratic Women PAC	US House (D)	\$5,000
E-PAC	US Rep. Elise Stefanik (R-NY)	\$5,000
Equality PAC	Joint US House & US Senate (D)	\$5,000
Free State PAC	US Sen. Jerry Moran (R-KS)	\$5,000
Freedom Fund	US Sen. Mike Crapo (R-ID)	\$5,000
Georgia PAC	US Rep. Tom Graves (R-GA)	\$5,000
Getting Stuff Done	US Sen. Kyrsten Sinema (D-AZ)	\$5,000
Hawkeye PAC	US Rep. Chuck Grassley (R-IA)	\$1,500
Heartland Values PAC	US Sen. John Thune (R-SD)	\$5,000

**CAPITAL ONE FINANCIAL CORPORATION ASSOCIATES POLITICAL FUND
2019 POLITICAL CONTRIBUTIONS (PAC)**

LEADERSHIP COMMITTEE CONTRIBUTIONS (PAC) (continued)

LEADERSHIP COMMITTEES	SPONSOR	2019 CONTRIBUTION
In the Arena PAC	US Rep. French Hill (R-AR)	\$5,000
Innovation PAC	US Rep. Patrick McHenry (R-NC)	\$5,000
Jersey Values PAC	US Rep. Josh Gottheimer (D-NJ)	\$5,000
Madison PAC	US Rep. Richard Neal (D-MA)	\$5,000
Moderate Democrats PAC	US Senate (D)	\$5,000
New Dem PAC	US House (D)	\$5,000
Oorah! PAC	US Sen. Todd Young (R-IN)	\$5,000
PAC Unitatis	US House/Problem Solvers Caucus (R)	\$5,000
Patriots In Action PAC	US Rep. Roger Williams (R-TX)	\$5,000
Pelican PAC	US Sen. John Kennedy (R-LA)	\$5,000
PORT PAC	US Sen. Rob Portman (R-OH)	\$1,000
Project West PAC	US Sen. Cory Gardner (R-CO)	\$5,000
Reclaim America PAC	US Sen. Marco Rubio (R-FL)	\$1,000
Republican Main Street PAC	US House/Senate (R)	\$5,000
Reviving American Jobs Again PAC	US Rep. Raja Krishnamoorthi (D-IL)	\$5,000
Smart Solutions PAC	US Sen. Jacky Rosen (D-NV)	\$1,000
STEVE PAC	US Rep. Steve Stivers (R-OH)	\$3,000
TIM PAC	US Sen. Tim Scott (R-SC)	\$5,000
Together Holding Our Majority PAC	US Sen. Thom Tillis (R-NC)	\$5,000
Tuesday Group PAC	US House (R)	\$5,000
Upper Hand Fund PAC	US Rep. Bill Huizenga (R-MI)	\$5,000
Victory in November Elections PAC	US Rep. Mike Thompson (D-CA)	\$2,500
VIEW (Value in Electing Women) PAC	US House/Senate (R)	\$5,000
WHO DAT PAC	US Rep. Cedric Richmond (D-LA)	\$2,500
Wonder Women Victory Committee	US Senate (R)	\$5,000

TRADE ASSOCIATIONS CONTRIBUTIONS (PAC)

TRADE ASSOCIATION	2019 CONTRIBUTION
American Bankers Association PAC	\$5,000
Bank Policy Institute PAC	\$5,000
Consumer Bankers Association PAC	\$2,500
Louisiana Bankers Association State PAC	\$1,000
Main Street Banking PAC	\$5,000

CAPITAL ONE FINANCIAL CORPORATION ASSOCIATES POLITICAL FUND
2019 POLITICAL CONTRIBUTIONS (PAC)

STATE & LOCAL CONTRIBUTIONS (PAC)

CANDIDATE	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Cameron, Daniel	Statewide (R-KY)	Attorney General-Elect	\$1,000
Capriglione, Giovanni	House (R-TX)	Pensions, Investments & Financial Services	\$1,000
Fallon, Pat	Senate (R-TX)	State Affairs	\$1,000
Fischer, Trey Martinez	House (D-TX)	Chair, Business & Industry	\$1,000
Flynn, Dan	House (R-TX)	Pensions, Investments & Financial Services	\$1,000
Hancock, Kelly	Senate (R-TX)	Chair, Business & Commerce	\$1,000
Holland, Justin	House (R-TX)	State Affairs	\$1,000
Hunter, Mike	Statewide (R-OK)	Attorney General	\$1,000
Leach, Jeff	House (R-TX)	Pensions, Investments & Financial Services	\$1,000
Murphy, Jim	House (R-TX)	Chair, Pensions, Investments & Financial Services	\$1,000
Noble, Candy	House (R-TX)	Ways & Means	\$1,000
Parker, Tan	House (R-TX)	State Affairs	\$1,000
Paxton, Angela	Senate (R-TX)	Business & Commerce	\$1,000
Phelan, Dade	House (R-TX)	Chair, State Affairs	\$1,000
Sanford, Scott	House (R-TX)	Ways & Means	\$1,000
Shaheen, Matt	House (R-TX)	Ways & Means	\$1,000
Stein, Josh	Statewide (D-NC)	Attorney General	\$1,000

CAPITAL ONE FINANCIAL CORPORATION
2019 POLITICAL CONTRIBUTIONS CORPORATE EXPENDITURES

STATE & LOCAL CONTRIBUTIONS

MEMBER	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Aird, Lashrecse	State House (D-VA)	Appropriations	\$500
Augustine, Malcolm	State Senate (D-MD)	Finance	\$500
Bagby, Lamont	State House (D-VA)	Commerce & Labor	\$1,000
Barve, Kumar	State House (D-MD)	Environment & Transportation	\$250
Batten, Amanda	State House (R-VA)	Candidate	\$400
Becerra, Xavier	Statewide (D-CA)	Attorney General	\$1,000
Beidle, Pam	State Senate (D-MD)	Finance	\$500
Bell, Rob	State House (R-VA)	Chair, Courts of Justice	\$1,000
Bloxom, Robert	State House (R-VA)	Finance	\$250
Bourne, Jeff	State House (D-VA)	Commerce & Labor	\$1,000
Boysko, Jennifer	State Senate (D-VA)	Transportation	\$750
Brewer, Emily	State House (R-VA)	Finance	\$500
Brooks, Benjamin	State House (D-MD)	Economic Matters	\$300
Brown, Melissa Minor	State House (D-DE)	Education	\$600
Bulova, David	State House (D-VA)	General Laws	\$500
Bush, William	State House (D-DE)	Economic Development	\$600
Byron, Kathy	State House (R-VA)	Commerce & Labor	\$1,000
Carlucci, David	State Senate (D-NY)	Investigations & Government Operations	\$250
Carr, Betsy	State House (D-VA)	Appropriations	\$500
Carroll-Foy, Jennifer	State House (D-VA)	Courts of Justice	\$250
Chafin, Ben	State Senate (R-VA)	Commerce & Labor	\$1,500
Collins, Chris	State House (R-VA)	Courts of Justice	\$250
Coyner, Carrie	State House (R-VA)	Candidate	\$250
Crosby, Brian	State House (D-MD)	Economic Matters	\$250
Dance, Roslyn	State Senate (D-VA)	Commerce & Labor	\$1,000
David, Dereck	State House (D-MD)	Chair, Economic Matters	\$500
Davis, Glenn	State House (R-VA)	Finance	\$250
Delaney, Karrie	State House (D-VA)	Transportation	\$1,600
De La Rosa, Carmen	State House (D-NY)	Banking	\$250
DeSteph, Bill	State Senate (R-VA)	General Laws	\$1,500
Dumais, Kathleen	State House (D-MD)	Economic Matters	\$250
Dunnavant, Siobahn	State Senate (R-VA)	Finance	\$1,500
Ebbin, Adam	State Senate (D-VA)	Transportation	\$500
Favola, Barbara	State Senate (D-VA)	Local Government	\$750
Feldman, Brian	State Senate (D-MD)	Finance	\$750
Fennell, Diana	State House (D-MD)	Economic Matters	\$250
Ferguson, Bill	State Senate (D-MD)	Senate President	\$500
Filler-Corn, Eileen	State House (D-VA)	Minority Leader	\$2,500
Gilbert, Todd	State House (R-VA)	Majority Leader	\$2,500
Griffith, Melony	State Senate (D-MD)	Budget	\$300
Guzzone, Guy	State Senate (D-MD)	Majority Leader	\$800
Hanger, Emmett	State Senate (R-VA)	Co-Chair, Finance	\$500
Hashmi, Ghazala	State House (D-VA)	Candidate	\$500

CAPITAL ONE FINANCIAL CORPORATION
2019 POLITICAL CONTRIBUTIONS CORPORATE EXPENDITURES

STATE & LOCAL CONTRIBUTIONS (continued)

MEMBER	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Head, Chris	State House (R-VA)	Commerce & Labor	\$500
Heretick, Steve	State House (D-VA)	Commerce & Labor	\$500
Herring, Charnielle	State House (D-VA)	Caucus Chair	\$2,000
Hill, Curtis	Statewide (R-IN)	Attorney General	\$1,000
Hodges, Keith	State House (R-VA)	Finance	\$250
Hope, Patrick	State House (D-VA)	Courts of Justice	\$750
Howell, Janet	State Senate (D-VA)	Finance	\$2,500
Hoylman, Brad	State Senate (D-NY)	Chair, Judiciary	\$250
Hugo, Tim	State House (R-VA)	Caucus Chair	\$2,500
Jones, Adrienne	State House (D-MD)	Speaker of the House	\$1,000
Jones, Chris	State House (R-VA)	Chair, Appropriations	\$1,000
Jones, Jay	State House (D-VA)	Finance	\$500
Keam, Mark	State House (D-VA)	Commerce & Labor	\$500
Kelley, Delores	State Senate (D-MD)	Chair, Senate Finance	\$500
Kiggans, Jen	State House (R-VA)	Candidate	\$500
Kilgore, Terry	State House (R-VA)	Chair, Commerce & Labor	\$1,400
King, Nancy	State Senate (D-MD)	Chair, Budget & Taxation	\$250
Kipke, Nicholaus	State House (R-MD)	Minority Leader	\$250
Knight, Barry	State House (R-VA)	Appropriations	\$500
Leftwich, Jay	State House (R-VA)	Courts of Justice	\$1,000
Lewis, Lynwood	State Senate (D-VA)	Local Government	\$1,000
Lindsey, Joe	State House (D-VA)	Commerce & Labor	\$500
Locke, Mamie	State Senate (D-VA)	Caucus Chair	\$2,000
Lucas, Louise	State Senate (D-VA)	Commerce & Labor	\$2,000
Marsden, Dave	State Senate (D-VA)	Transportation	\$1,000
Mason, Monty	State Senate (D-VA)	General Laws	\$500
Mautz, Johnny	State House (R-MD)	Economic Matters	\$300
McClellan, Jennifer	State Senate (D-VA)	Local Government	\$2,000
McCray, Cory	State Senate (D-MD)	Budget & Tax	\$200
McDougale, Ryan	State Senate (R-VA)	Caucus Chair	\$3,000
McGuire, John	State House (R-VA)	Courts of Justice	\$500
McQuinn, Delores	State House (D-VA)	Appropriations	\$500
Miller, Mike	State Senate (D-MD)	Senate President	\$250
Miller, Warren	State House (R-MD)	Economic Matters	\$250
Miyares, Jason	State House (R-VA)	Courts of Justice	\$500
Mugler, Martha	State House (D-VA)	Candidate	\$250
Mullin, Mike	State House (D-VA)	Commerce & Labor	\$1,000
Murphy, Kathleen	State House (D-VA)	General Laws	\$1,350
Newman, Steve	State Senate (R-VA)	Commerce & Labor	\$1,000
Norment, Tommy	State Senate (R-VA)	Majority Leader	\$4,000
Obenshain, Mark	State Senate (R-VA)	Chair, Courts of Justice	\$1,000
O'Quinn, Israel	State House (R-VA)	Commerce & Labor	\$500
Peace, Chris	State House (R-VA)	Chair, General Laws	\$500

CAPITAL ONE FINANCIAL CORPORATION
2019 POLITICAL CONTRIBUTIONS CORPORATE EXPENDITURES

STATE & LOCAL CONTRIBUTIONS (continued)

MEMBER	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Peake, Mark	State Senate (R-VA)	Courts of Justice	\$500
Persaud, Roxanne	State Senate (D-NY)	Banking	\$250
Peters, Douglas	State Senate (D-MD)	Budget & Tax	\$2,000
Pillion, Todd	State House (R-VA)	Appropriations	\$500
Poore, Nicole	State Senate (D-DE)	Majority Leader	\$600
Qi, Lily	State House (D-MD)	Economic Matters	\$250
Quart, Dan	State House (D-NY)	Consumer Affairs & Protection	\$250
Ransone, Margaret	State House (R-VA)	Commerce & Labor	\$1,000
Raoul, Kwame	Statewide (D-IL)	Attorney General	\$1,000
Reid, David	State House (D-VA)	Transportation	\$250
Robinson, Roxanne	State House (R-VA)	Education	\$500
Rogers, Mike	State House (D-MD)	Economic Matters	\$250
Rubio, Blanca	State House (D-CA)	Budget	\$1,500
Rubio, Susan	State Senate (D-CA)	Chair, Insurance	\$1,500
Ruff, Frank	State Senate (R-VA)	Finance	\$500
Rush, Nick	State House (R-VA)	Majority Whip	\$500
Sample-Hughes, Sheree	State House (D-MD)	Health & Government Operations	\$300
Sanders, James	State Senate (D-NY)	Chair, Banking	\$500
Saslaw, Dick	State Senate (D-VA)	Minority Leader	\$4,000
Savino, Diane	State Senate (D-NY)	Chair, Internet & Technology	\$250
Schwartzkopf, Peter	State House (D-DE)	Speaker of the House	\$600
Sickles, Mark	State Senate (D-VA)	Appropriations	\$2,250
Simon, Marcus	State House (D-VA)	Courts of Justice	\$500
Smith, Will	State Senate (D-MD)	Judicial Proceedings	\$250
Spruill, Lionell	State Senate (D-VA)	Commerce & Labor	\$600
Stanley, Bill	State Senate (R-VA)	Commerce & Labor	\$2,000
Stolle, Chris	State House (R-VA)	Appropriations	\$250
Stoney, Levar	Local (D-VA)	Mayor (Richmond City)	\$1,500
Stuart, Richard	State House (R-VA)	Commerce & Labor	\$2,500
Sturtevant, Glen	State Senate (R-VA)	Chair, Commerce & Labor	\$2,000
Sullivan, Rip	State House (D-VA)	Finance	\$500
Torian, Luke	State House (D-VA)	Appropriations	\$2,000
Tyler, Roslyn	State House (D-VA)	Commerce & Labor	\$500
Valderrama, Kriselda	State House (D-MD)	Economic Matters	\$250
Van Valkenburg, Schuyler	State House (D-VA)	Education	\$1,000
Vanel, Clyde	State House (D-NY)	Banking	\$250
Vogel, Jill	State Senate (R-VA)	Finance	\$1,150
Wampler Jr., William	State House (R-VA)	Candidate	\$250
Ward, Jeion	State House (D-VA)	Commerce & Labor	\$500
Ware, Lee	State House (R-VA)	Chair, Finance	\$1,000
Watson, Courtney	State House (D-MD)	Economic Matters	\$300
Watts, Vivian	State House (D-VA)	Finance	\$500
Webert, Michael	State House (R-VA)	Commerce & Labor	\$500

CAPITAL ONE FINANCIAL CORPORATION
2019 POLITICAL CONTRIBUTIONS CORPORATE EXPENDITURES

STATE & LOCAL CONTRIBUTIONS (continued)

MEMBER	CHAMBER	COMMITTEE OR LEADERSHIP POSITION	2019 CONTRIBUTION
Weinstein, Helene	State House (D-NY)	Chair, Ways & Means	\$250
Wiener, Scott	State Senate (D-CA)	Appropriations	\$1,500
Willett, Rodney	State House (D-VA)	Candidate	\$250
Wilson, C.T.	State House (D-MD)	Economic Matters	\$250
Wilt, Tony	State House (R-VA)	Commerce & Labor	\$500
Yancey, David	State House (R-VA)	Commerce & Labor	\$1,000
Zebrowski, Kenneth	State House (D-NY)	Chair, Banking	\$500

STATE & LOCAL LEADERSHIP COMMITTEE CONTRIBUTIONS (CORPORATE)

LEADERSHIP COMMITTEES	SPONSOR	2019 CONTRIBUTION
Colonial Leadership Trust	Speaker of the House Kirk Cox (R-VA)	\$4,500

STATE PARTY COMMITTEE CONTRIBUTIONS (CORPORATE)

PARTY COMMITTEE	2019 CONTRIBUTION
Democratic Party of Virginia	\$5,000
Democrats 2020	\$1,500
Louisiana House Republican Legislative Delegation	\$600
NY State Democratic Assembly Campaign Committee	\$500
NY State Senate Democratic Campaign Committee	\$500
VA House Democratic Caucus	\$2,000
VA House Republican Campaign Committee	\$3,500
VA Joint Democratic Caucus	\$5,000
VA Legislative Black Caucus	\$2,000
VA Senate Democratic Caucus	\$1,000
VA Senate Republican Caucus	\$7,500

STATE TRADE ASSOCIATION CONTRIBUTIONS (CORPORATE)

STATE TRADE ASSOCIATION	2019 CONTRIBUTION
NOVA Biz PAC	\$1,000
VA Chamber of Commerce PAC	\$1,000
Attorney General Alliance	\$50,000
Democratic Attorneys General Association	\$75,000
Democratic Governors Association	\$25,700
Republican Attorneys General Association	\$75,000
Republican Governors Association	\$30,450
Republican Legislative Campaign Committee	\$16,439

Lauren Abraham, Principal Associate, State & Local Government Affairs

Lauren joined Capital One in January 2017 and serves as Capital One’s principal government relations liaison in Florida, Georgia, Massachusetts and several other states. She also serves as GPAG’s liaison for our Café markets. Lauren previously worked at the Vectre Corporation, a Richmond-based government affairs firm. She graduated from Washington and Lee University with a bachelor’s degree in American Politics & Government. Outside of Capital One, Lauren is Head Coach of the Godwin High School Girls’ Varsity Soccer Team.

Kate Bonner, Director, Federal Government Affairs

Kate joined Capital One in 2016 and represents Capital One before the US Congress with a focus on tax policy. Prior to joining Capital One, she was a member of the government relations team for the National Federation of Independent Business (NFIB), where she represented the interests of NFIB’s 325,000 small business members. Kate previously worked for US Congressman Jeb Bradley (R-NH), managing the Member’s Budget Committee and Small Business Committee responsibilities. Kate completed her undergraduate studies at the University of Massachusetts Amherst and earned a master’s degree in Applied Economics from Johns Hopkins University.

Steven DeLuca, Vice President, Head of State and Local Government Affairs and PAC Manager

Steven joined Capital One in 1999 and leads Capital One’s State and Local Government Affairs Team. He is Capital One’s principal government relations liaison in Virginia. He also manages Capital One’s PAC. Prior to joining the Policy Affairs Group, Steven was Chief of Staff to the SVP of Capital One’s Payments Business and also worked in Capital One’s Risk Operations group. Steven graduated magna cum laude from Drew University with a bachelor’s degree in Political Science and in 2009 he received Drew’s Outstanding Young Alumni Award. He is a graduate of the Sorensen Institute for Political Leaders Program at the University of Virginia and Leadership Metro Richmond. He serves on the Board of Directors of VCU Health System.

Karl Haddeland, Director, Federal Government Affairs

Karl joined Capital One in 2017 and represents Capital One before Congress with a focus on regulatory policy. Prior to joining Capital One, he was part of the federal government relations team at CIT. Karl previously worked for the House Financial Services Committee under Chairman Barney Frank (D-MA) and Luis Gutierrez (D-IL). He also managed the financial services portfolio for Rep. Keith Ellison (D-MN). Before working for Congress, Karl served as a Committee Administrator for the Minnesota State Senate. He has a B.A. in International Relations from the College of Wooster.

Ralston King, Manager, State and Local Government Affairs

Ralston joined Capital One in 2018 and serves as Capital One’s principal government relations liaison in Texas, Louisiana, Illinois, Maryland and several other states. Ralston also oversees Capital One’s attorneys general portfolio. Prior to joining Capital One, Ralston was Assistant Vice President of Government Relations for the Medical Society of Virginia, where he served as the Head of Government Affairs Liaison and Executive Director of the Political Action Committee. From 2009-2015, he worked as an associate for a government affairs firm in Richmond, Virginia. Ralston received his bachelor’s degree in History from Randolph-Macon College.

**Andy Navarrete, Executive Vice President,
External Affairs**

Andy joined Capital One in 1999 and currently serves as Executive Vice President, External Affairs. He oversees the company's Government and Policy Affairs, Regulatory Relations and Corporate Affairs functions. Andy has served as Chief Counsel for each of the company's major business units. He also led the Legal Department's corporate and consumer bank regulatory and Legal Management teams and served as Assistant Corporate Secretary. Prior to joining Capital One, Andy was an attorney with the law firm of Morgan Lewis in Washington, D.C. He began his legal career in the International Section of the Legal Division of the Federal Reserve Board. Prior to law school, he worked for the House Banking Committee and as a federal relations specialist for APCO Associates. Andy serves as an Adjunct Professor of Banking Law at Georgetown University Law School. He received his J.D. from Boston College and his undergraduate degree from the College of William & Mary.

**Allison Paine, Principal Associate,
Government and Policy Affairs**

Allie joined Capital One in 2016 and supports GPAG's internal and external opportunities for associate engagement. She uses strategic project management to coordinate GPAG events and communications to raise awareness and excitement among Capital One associates about the public policy and political processes. Allie joined Capital One in the Management Rotation Program, where she supported a multitude of programs in the Auto Finance line of business. Allie graduated with a Bachelor of Science in Industrial and Systems Engineering from Texas A&M University.

**Mina Patel, Associate,
Project Manager & PAC Administrator**

Mina joined Chevy Chase Bank in 1989 which was then acquired by Capital One in 2009. She joined GPAG in August 2015 as an Administrative Assistant and PAC Administrator. She is the PAC Administrator and Project Manager overseeing various team projects, including budget, technology migrations and vendor management. Prior to joining GPAG, Mina was in the Human Resources Client group, where she supported a Managing Vice President and an HR senior leadership team. Mina has also served as a Branch Manager and part-time Teller with the former Chevy Chase Bank.

**Francine Tuck, Senior Manager,
Legal Regulatory & Policy Affairs**

Francine joined Capital One in 1995. She is responsible for monitoring, tracking and reporting state and local legislation in various states as well as monitoring legislation in the US Territories. Francine is also responsible for monitoring federal regulatory agencies and serves as the project manager for corporate comment letters issued to the federal banking and consumer agencies. Prior to joining Capital One, Francine worked at various federal government agencies, including the Office of the Secretary at the US Department of Housing and Urban Development (HUD), the Department of Defense and the Pentagon, as well as with private law firms.

**Joe Vidulich, Senior Manager,
State & Local Government Affairs**

Joe joined Capital One in 2016 and serves as Capital One's principal government relations liaison in California, Delaware, District of Columbia, Maryland, New Jersey, New York and several other states. Before joining Capital One, Joe was Vice President of Government Relations for the Northern Virginia Chamber of Commerce, where he had a focus on cybersecurity, economic development and transportation policy matters. Joe received his bachelor's degree in Political Science and Public Administration with certificates in campaign management and public affairs and issue advocacy from American University. He served as president of the American University Alumni Association from 2017-2018.



2019 CAPITAL ONE GOVERNMENT AND POLICY AFFAIRS GROUP—WHO WE ARE AS OF DECEMBER 31, 2019

Emily Weems, Vice President, Head of Government and Policy Affairs

Emily joined Capital One in 2006 and currently serves as the head of Government and Policy Affairs. Prior to joining Capital One, Emily served as Professional Staff on the House Financial Services Committee for Chairman Mike Oxley (R-OH). In that position, Emily focused on issues under the jurisdiction of the Financial Institutions and Consumer Credit Subcommittee, chaired by US Congressman Spencer Bachus (R-AL). Emily also worked for US Congressman Mike Castle (R-DE), a senior member of the House Financial Services Committee. Emily received her bachelor's degree in Communications and Political Science from the University of Miami and a master's degree in Political Science from Catholic University.

Nick Zupancic, Director, Federal Government Affairs

Nick joined Capital One in 2016 and represents Capital One before the US Congress, with a particular focus on cybersecurity, fintech and payment issues. Prior to joining Capital One, Nick worked on Capitol Hill for 10 years, including five years as Chief of Staff for US Representative Scott Tipton (R-CO). Prior to that, he worked for US Senator Wayne Allard (R-CO), a senior member of the Senate Banking and Appropriations Committees. Nick received his bachelor's degree in Political Science from the University of Colorado.