

A Letter from Founder and CEO Nic Horton

As I sit down to write this introduction to Opportunity Arkansas's inaugural annual report, I almost have to pinch myself. *How far we've come in just one year.*

And as I've had time to reflect, one word continually comes to mind: **gratitude**.

Of course we never began this journey expecting to fail; we knew success would come eventually. But we did we set our sights very high, focusing on transformational reform like education freedom for families, tax relief for workers, and a safe safety net for our truly needy neighbors, knowing progress would take time.

And granted, this journey has required immense sacrifice of time, talent, and treasure–including from many of you–but pace of our impact and influence has exceeded even our wildest imaginations.

Inside this report, you'll read about our nearly two dozen policy wins, shattered fundraising goals, a growing team, and a lasting impact on the people of Arkansas that is only just beginning. I could not be more grateful.

So thank you, and congratulations. Because these are *our* victories, for our neighbors, for our state that we all love, and for the next generation.

We are doing good works, which we were created, called, and prepared to do in a time such as this (Ephesians 2:10). We are bringing homegrown ideas for real change to life. We are solving generational problems.

And we are only getting started.

NICHOLAS HORTON Founder and CEO



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OUR MISSION

"Renewing the Land of Opportunity by simplifying government and solving generational problems—for the next generation."

OUR GOALS

Accelerate entry into the workforce and reduce the cost of work for all Arkansans.

Put students first and parents back in charge of education.

Infuse accountability into the Arkansas Parole Board and achieve justice for victims.

Protect Arkansas kids from the broken foster care system and preserve families.

Reduce the size and scope of state government.

Prioritize the truly needy in the welfare system.

OUR STRATEGY

- Researching generational issues plaguing Arkansas;
 - Informing and educating the public about the consequences;
- Developing homegrown ideas and strategies for change; and
- Partnering with policymakers to chart a new course for the next generation

OUR TEAM



Nicholas Horton FOUNDER & CEO



Hayden Dublois VISITING ECONOMIST



Leah Bull **OPERATIONS &** DEVELOPMENT DIRECTOR



Hollis Wakefield ADMINISTRATIVE ASSISTANT



Rachael Slobodien COMMUNICATIONS DIRECTOR

BOARD OF TRUSTEES



Christian Olson CHAIRMAN



Betty Jane Strong



David Fort



Joseph Wood



Nicholas Horton

ADVISORY BOARD

Dr. Gregory H. Bledsoe

Surgeon General for the State of Arkansas under Governor Asa Hutchinson

Akash Chougule

Vice President, Americans for Prosperity

Bilenda Harris-Ritter

National victims' rights advocate, former parole board member and general counsel for the Department of Corrections

Lance Kemper

Certified Physician Assistant and healthcare reform advocate

Will Rockefeller

Little Rock businessman, son of former Lt. Gov. Win Paul Rockefeller

Kevin Tipton

Dreamline Manufacturing, Arkansas Career Education & Workforce Development board

Andrew Brown

Associate Vice President of Policy, Texas Public Policy Foundation

Rep. Charlotte Douglas

Former member of Arkansas House of Representatives, Retired educator

Rep. Grant Hodges

Arkansas legislator

Tommy Moll Arkansas businessman

Jonathan Small

President, Oklahoma Council of Public Affairs

Rvan Walters

Oklahoma Secretary of Education, CEO of Évery Kid Counts Oklahoma

Dr. Jim Carr

Former Executive Vice President, Harding University

James Franko

President, Kansas Policy Institute

Rep. Debra Hobbs

Former Arkansas State Legislator

John Nabholz

Arkansas businessman and investor

Fritz Steiger

Joseph Wood

Washington County Judge, former Deputy Secretary of State

Our Roadmap to Opportunity **OUR VISION FOR ARKANSAS**



Pathway 1:

Making Arkansas's Workforce Competitive

Guiding Principles Statement (GPS): Hard work should be rewarded and work should be accessible for all.



Pathway 2:

Preparing the Next Generation For the Workforce

Guiding Principles Statement (GPS): Parents deserve choices and kids deserve opportunity.



Pathway 3:

Restoring Law and Order

Guiding Principles Statement (GPS): Victims, their families, and our brave law enforcement officers should always be top priority.



Pathway 4:

Putting Arkansas Families First

Guiding Principles Statement (GPS): Family integrity should be prioritized and foster care should be the last resort.



Pathway 5:

Rebuilding the Safety Net

Guiding Principles Statement (GPS): Those who can work should work and those who truly need help should get it.



Pathway 6:

Reducing the State Bureaucracy

Guiding Principles Statement (GPS): Government should not grow faster than Arkansas's paychecks and Arkansans know best how to spend their money.

2023 BY THE NUMBERS



RADIO 110 INTERVIEWS

POLICY PIECES

PRESS RELEASES

15 **STORIES OF REAL ARKANSANS IMPACTED BY** THE STATE'S **CHALLENGES**





MAJOR RESEARCH PAPERS





An Outsized Impact in Year One

PARTNERING WITH POLICYMAKERS TO CHART A NEW COURSE FOR THE NEXT GENERATION

After launching in Fall 2022 with our Homegrown Solutions Summit, the Opportunity Arkansas team got right to work in the January 2023 legislative session—the first with newly-elected conservative Governor Sarah Sanders at the helm.

With an eye on solving generational problems, OA's policy agenda included homegrown ideas for real change like education freedom, parole reform, income tax reductions, universal licensing reciprocity for workers, and much more.

And, thanks to you, we delivered big, big results—in just our first six months.



Our Wins



MAKING ARKANSAS'S WORKFORCE COMPETITIVE

Reducing the cost of work and accelerating entry into the workforce

- 01 Statewide regulatory freeze to protect workers from roque state agencies (Executive order)
- 02 Reducing the length of unemployment benefits (HB1430)
- 03 Requiring voter approval of new local sales taxes (HB1027)
- 04 Easing work barriers for new Arkansans (SB90)
- 05 Reforming our broken special elections system to protect taxpayers (HB1510)
- 06 Reducing the state personal and corporate income taxes to keep more money in workers pockets (SB549)
- 07 Increasing work search requirements to accelerate entry back into the workforce (HB1575)
- 08 Further reduced the state's personal income taxes



PREPARING THE NEXT GENERATION FOR THE WORKFORCE

Putting parents back in charge and students first

- 09 Implementing universal school choice and Education Freedom Accounts for all Arkansas kids (SB294)
- 10 Expanding public school choice (SB294)



RESTORING LAW AND ORDER

Creating accountability for the parole board and giving justice to victims

- 11 Reforming the use of "earned time" that let violent criminals out on the streets (SB495)
- 12 Improving parole board transparency to protect the public (SB495)
- **13** Providing driver's licenses to newly-released inmates to help them get back to work (SB495)
- 14 Reforming the Emergency Powers Act to keep violent criminals behind bars (SB495)



REBUILDING THE SAFETY NET

Putting the truly needy first

- **15** Blocking an expansion of cash welfare for able-bodied, working adults (SB89)
- 16 Reducing the cash welfare time limit for able-bodied adults (HB1401)
- 17 Stopping a massive expansion of the food stamp asset limit (SB306)
- 18 Stopping a perpetual expansion of the food stamp asset limit (SB306)
- 19 Stopping an expansion of Medicaid (HB1010)
- 20 Creating a new Medicaid work requirement for able-bodied adults (Executive action)



REDUCING THE STATE BUREAUCRACY

Putting state government on a much-needed diet

21 Statewide hiring freeze on state government (Executive order)



"What Opportunity Arkansas has achieved over the last year is truly remarkable. From working to eliminate the state's income tax to helping pass education freedom for Arkansas's children, this homegrown policy organization is well on its way to achieving its mission of generational change for Arkansas."

Christian Olson

Chairman of the Board. **Opportunity Arkansas Foundation**

Developing homegrown ideas and strategies for change.

Pathway 1:

Making Arkansas's Workforce Competitive

MEDIA **ENGAGEMENTS**





MORE THAN

300 Million

in tax relief for working Arkansans

including two rounds of income tax cuts!

MAJOR RESEARCH PAPER



POLICY PIECES



POLLS



OPPORTUNITY PIONEER:

Rep. David Ray

What They're.

"By working hand-in-hand with policymakers at the Capitol, Opportunity Arkansas is having a real impact on policy. They are helping us move the needle in the direction of smaller government, lower taxes, and more freedom for Arkansans."

-REP. DAVID RAY



Pushing the envelope on more tax relief for Arkansas workers

When Gov. Sanders and the Arkansas legislature provided \$124 million worth of income tax relief last spring, Opportunity Arkansas understood the fight was just beginning. While we strongly supported this initial round of income tax cuts, we knew more could-and should-be done to help provide relief to Arkansas workers being crushed under the weight of Bidenflation.

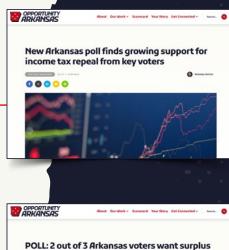
Then, when the fiscal year ended in June with a \$1.2 billion budget surplus, it was time to act: Opportunity Arkansas immediately issued a public call for a special legislative session for more tax relief.

And then we went to work:

- 1. Commissioned a poll which revealed growing support for income tax repeal.
- 2. Highlighted those polling findings on our website and in the media.
- 3. Published another poll that found two out of three Arkansas voters wanted the state surplus to be used for additional income tax cuts.
- 4. Pushed back on the myth that these tax cuts were "for the rich." •
- 5. Amplified our message of income tax relief by hitting the airwaves on multiple outlets and shows, including on the Dave Elswick Show, KARN radio, and many more.

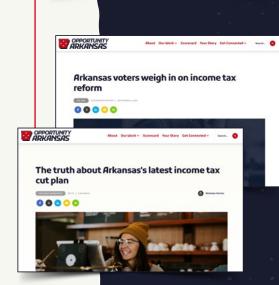
All of this work laid the foundation for the special session that was to come, which Governor Sarah Sanders ultimately called in early September. That session resulted in an additional. much-needed \$184.5 million in relief for Arkansans.

There is no doubt that OA's efforts played a critical role, resulting in more money going back into the pockets of hardworking Arkansans.



used for more tax cuts

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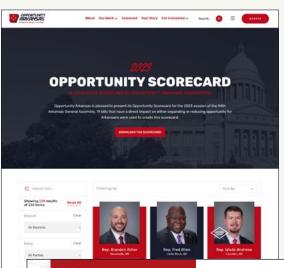
Honor Where Honor Is Due:

RECOGNIZING POLICYMAKERS WHO FOUGHT FOR THE NEXT GENERATION

At the conclusion of session, our team selected the 19 most critical bills and scored them based on their impact, ranking legislators' performance based on their voting records. We published the results in our first ever Opportunity Scorecard.

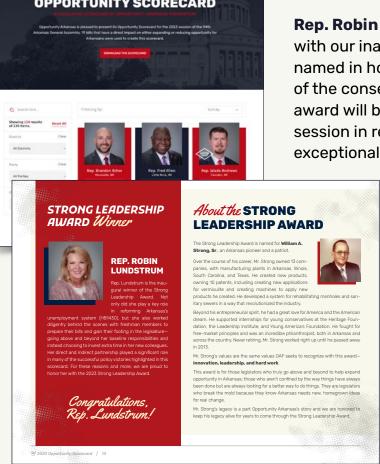
The results were also put in a user-friendly, dynamic format on our website. Arkansans can search by address to identify their legislators and then see how they voted on each bill we scored.

Legislators who scored more than 90 percent were recognized with OA's **Opportunity Defender Award**, in appreciation of their work defending opportunity and consistently voting to expand it.



We also recognized legislators who led the charge on major, transformational policy like education freedom, parole reform, and tax reform as **Opportunity Pioneers**.

Rep. Robin Lundstrum was also recognized with our inaugural Strong Leadership Award, named in honor of Mr. Bill Strong, a champion of the conservative movement in Arkansas. The award will be given after every regular legislative session in recognition of legislators who show exceptional leadership.



VIEW THE SCORECARD HERE:

























Delivering a comprehensive guide to the LEARNS Act, in a crunch

In February 2023 as the historic Arkansas LEARNS Act was being debated by the legislature, Opportunity Arkansas was working to educate policymakers regarding the benefits of educational freedom. However, in the wake of a barrage of mistruths perpetuated by those opposed to the LEARNS Act, our allies in both the executive and legislative branch turned to us for additional support.

In less than 72 hours, we read the entire 145 page bill, and then outlined, drafted, designed, and published a one-of-a-kind 20-page analysis of the LEARNS Act, complete with public opinion polling, and got it in the hands of decision makers before the critical House **Education Committee vote.**

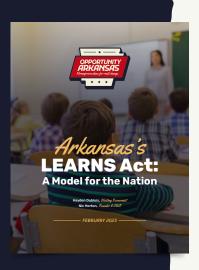
Some of the bill's sponsors even told us they used the report to help craft their testimony on this transformational legislation.

The report was unique; no other think tank (in-state or out-of-state) provided a complete analysis of the benefits of the LEARNS Act.

Ultimately, this guide to the LEARNS Act was vital to ensuring the successful passage of this

groundbreaking

legislation. And its ripple effects are going beyond Arkansas. Not only has OA's LEARNS report and research been circulated broadly within Arkansas, it also has had an outsized impact on other states across the country looking to enact educational freedom.









Pathway 2: Preparing the Next Generation for the Workforce



MORE THAN

Arkansas kids experiencing education freedom!







universal education freedom and unlimited public school choice

Research



MAJOR RESEARCH PAPER



POLICY PIECES



POLLS



OPPORTUNITY PIONEERS:

Rep. Keith Brooks & Sen. Breanne Davis

What They're Saying

"I mean it got to the point where I was like, 'Am I going to have to quit my job so I can homeschool my child?' I felt very helpless... but this program just empowered me to make the best choices for my kid when the public school system told me 'No.' Within the first nine weeks, Eliza made the honor roll. I'm so proud of her. No 504 meetings; no Tier 3 interventions. It worked. I'm so thankful—my family is so thankful for this program."

-ALLISON CUNNINGHAM, MOM OF ELIZA, ABOUT THE EDUCATION FREEDOM PROGRAM

Pathway 3: Restoring Law and Order





What They're Saying

"Opportunity Arkansas provided essential assistance on a broad array of legislative work during our last session—from education choice to parole reform and everything in between. **The speed and quality of their research is second to none.** I'm looking forward to continuing to work hand-in-hand with Opportunity Arkansas as we impact positive change for this generation of Arkansans and beyond."

-SEN. BEN GILMORE



Protecting Arkansas: Fixing our broken parole system

It was late in the session; we had hit that point where tensions were high and tempers were short. A lot of energy had been expended and many state officials were ready to go home. But the work was not finished until we addressed our broken criminal justice system which has made Arkansas one of the most dangerous places to live in the country.

Stakeholders from across the state-including prosecutors, judges, sheriffs, corrections experts, and victims-had been working overtime to put together a criminal justice reform package. Their work was top notch, but the bill was long and time was short-so they called us.

OA engaged immediately and, in just a matter of days, we:

- Offered policy suggestions and tweaks to the legislation
- Branded the package (The Protect Arkansas Act)
- Collaborated with the stakeholders to create clear messaging around the proposal
- Constructed an easy-to-read one-pager that summarized the bill

Ultimately, the Protect Arkansas Act received supermajority support in both chambers, and bipartisan support in the House. Our work synthesizing this 131page bill was a critical piece in making Arkansas safer, for the next generation.

THE PRETECT ARKANSAS ACT

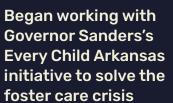
Pathway 4:— Putting Arkansas Families First



POLL

Engaged with stakeholders around the state including foster parents, foster organizations, and state agencies









Guarding Opportunity: TRACKING THREATENING LEGISLATION

During the 2023 legislative session, Opportunity Arkansas played a vital role by not only working with legislators to advance pro-opportunity reforms but also by keeping a watchful eye on bills that threatened to take Arkansas in the wrong direction, including multiple expansions of welfare and proposed tax carve outs for special interest groups.

Our team:

- Conducted a daily review of the legislative website and all new bills filed
- Read and analyzed any bills related to our core policy areas
- Wrote a summary of each bill that intersected with our priorities
- Gave each bill a letter grade (A through F) based on its impact on the Land of Opportunity
- Published the bill summaries and scores in our weekly (non)Debatable editions and on our website
- Monitored daily these bills as they moved through the legislative process
- Regularly updated our online bill tracker so the public could stay informed

In total, there were 2,500 bills filed during the legislative session and OA tracked 100 of them on our dynamic bill tracker.

OA was able to slow down and stop numerous bad bills simply by flagging them for policymakers and the public.

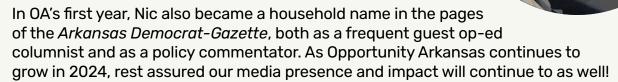


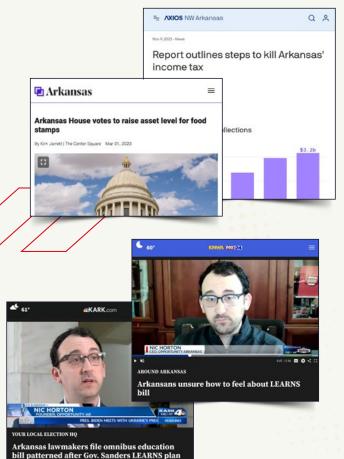
Winning the Messaging War

Throughout 2023, Opportunity Arkansas consistently engaged with in-state and national media, giving a conservative perspective on the most important issues facing the Land of Opportunity. This perspective had been missing from the state discourse for years, but OA filled the void.

Our media work is critical for giving policymakers courage to continue tackling big, generational issues, but also for showing policymakers how to use effective messaging.

Opportunity Arkansas understands the importance of waging (and winning) the media messaging war. And we achieved exactly that by hitting the airwaves to get out our message. In fact, OA founder and CEO Nic Horton not only participated in a countless number of radio and TV interviews, he was also frequently tapped to guest host for Arkansas-legend Dave Elswick.











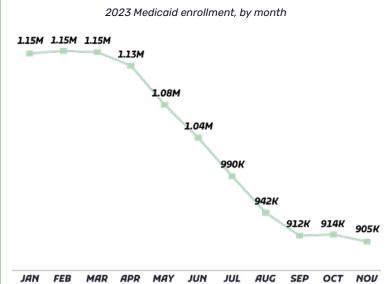
Medicaid Cleanup: Reversing Arkansas's dependency spiral

During the COVID-19 pandemic, millions of Americans were "locked-in" to the Medicaid program, despite many becoming ineligible. When the federal government finally gave states permission to remove these eligible enrollees, Arkansas quickly emerged as a leader in preserving Medicaid for the truly needy.

But as expected, the media-in state and nationally-pounced, spreading mistruths about what was really going on. Opportunity Arkansas stepped in to set the record straight and fight for a healthy safety net:

- Trained lawmakers on the details of the Medicaid clean up process and its importance
- Consistently engaged with the media, including talk radio and multiple appearances in the Arkansas Democrat-Gazette, to set the record straight
- Collaborated with stakeholders inside and outside of state government, sharing crucial resources to help dispel the myths
- Conducted a poll of more than 500 likely Arkansas voters which found that a plurality of voters supported removing these ineligible Medicaid enrollees as quickly as possible
- Identified and distributed best messages to explain and defend the importance of eliminating Medicaid fraud
- Published multiple policy pieces to debunk false claims by the media and pro-welfare interests
- Conducted analyses that demonstrated most ineligible Medicaid enrollees failed to even return renewal forms, despite countless points of outreach from the Arkansas Department of Human Services and opportunities to maintain their coverage

ARKANSAS'S SAFETY NET IS SIGNIFICANTLY STRONGER TODAY THAN ONE YEAR AGO



This work provided a needed, missing perspective during this heated battle to reorient Arkansas's Medicaid program towards the truly needy.

Arkansas became a national leader on Medicaid clean up, ultimately removing nearly 400,000 ineligible individuals from the rolls to free up resources for the truly needy.

Pathway 5: Rebuilding the Safety Net

10

MEDIA ENGAGEMENTS



ineligible Medicaid enrollees removed from the program, freeing up resources for truly needy Arkansans



6 WINS

including stopping four welfare expansions and cutting the cash welfare time limit in HALF for able-bodied adults! Research







OPPORTUNITY PIONEERS:

Sen. Clint Penzo & Rep. Rebecca Burkes

What They're Saying

"Medicaid resources should go to Arkansans who qualify for them, and not for those who are ineligible. I'm proud of the work that staff across the Arkansas Department of Human Services performed throughout the course of the Public Health Emergency unwinding to ensure that our program is serving only those who truly need Medicaid, and appreciate partners like Opportunity Arkansas who have helped share this message."

-KRISTI PUTNAM, SECRETARY,
ARKANSAS DEPARTMENT OF HUMAN SERVICES

Pathway 6: Reducing the State Bureaucracy



"Opportunity Arkansas never ceases to impress me. The quality and quantity of policy research in their first year is truly remarkable—the envy of many existing organizations. Opportunity Arkansas's work to rein in the size and scope of a bloated state bureaucracy will offer dividends for future generations of Arkansans. I'm excited and honored to work alongside this group of freedom-loving patriots as we reframe the debate and ensure government is a good steward of taxpayers' dollars. Better government for a brighter Arkansas future is the work of OA."

-JUDGE JOSEPH WOOD

A First-of-its Kind insider Newsletter

(non) DEBATABLE



At the start of the 2023 legislative session, OA launched a first-of-its-kind insider newsletter, called (non)Debatable.

(n)D focused on the latest bill filings, appointments, announcements from Governor Sanders's office, and more. We also called out media bias and reframed issues that needed additional perspective, such as education freedom and income tax reform, busting common myths about these policies.

Sent weekly to state policymakers and influencers, as well as every day Arkansans who opted-in, (non)Debatable quickly became a go-to source for decision makers.

Our post-session analysis of (n)D's impact was stunning: we achieved a global open rate of more than 60 percent, nearly triple the industry average.

Many high-ranking state officials read 100 percent of our newsletters.

In recognition of our hard work, OA was honored in the Summer of 2023 to win the SPN Communications Excellence Award for (non)Debatable.

Additionally (n)D has been chosen as a Reed Award Finalist.





NONDEBATABLE.COM



CELEBRATING ONE YEAR

of homegrown ideas for real change























"It's my honor to congratulate Opportunity Arkansas on their first year of fantastic work. We've accomplished a lot together in the past few months. Reforming our schools through Arkansas LEARNS, cutting government waste through Medicaid reform, and giving money back to Arkansans through tax cuts. But I know this is just the beginning, not just for my administration and for Opportunity Arkansas, but for the amazing partnership we've formed so far."

-GOV. SARAH HUCKABEE SANDERS



Around



Sen. Breanne Davis, Nic Horton, and Rep. Keith **Brooks**



OA Founder & **CEO Nic Horton** presenting state Sen. Breanne Davis with her Opportunity Pioneer Award for her work advancing education freedom.



Nic Horton. founder & CEO, presenting the very first copy of our 2023 Opportunity Scorecard to Arkansas radio legend Dave Elswick.



Nic with Allison Cunningham whose daughter is now thriving in a school of her choice, thanks to education freedom.



Nic presenting John Parke, longtime conservative advocate, with a Beebe-Obama picture in recognition of John's hard work for the cause for decades.



Nic moderating a panel at the recent LEARNS Summit with LEARNS Act sponsors Rep. Keith Brooks and Sen. Breanne Davis.



The OA team and supporters at the SPN Annual Meeting.



Nic with Heather Bline, a Russellville parent, who shared the positive impact education freedom is having on her daughter.



Nic receiving one of OA's two national awards at the SPN Annual Meeting.



KARN host Brad Schmidt with Nic, who has become a frequent contributor on KARN's airwaves.



Nic greeting the winner of our trivia contest at the Informed Citizens of Faulkner County meeting.



Nic speaking to the Faulkner County Republican Women about the recent legislative session.



Nic speaking at the Center-Right Coalition.



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Connect with us!

