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2020 Post-Mortem

PART ONE: Portrait of a Persuadable Latino

April 1, 2021

Key findings

In 2020, a segment of Latino voters demonstrated that they are more "swing" than commonly assumed.

Key findings

1. **Trump appeared to make gains in the last year of his term among voters usually on the sidelines of politics**. While Latinos are often treated as a target for registration and turnout, it was less-frequent Hispanic voters who showed the most "swing."

2. **This is a story of turnout *and* persuasion**. Some analysis makes the mistake of treating the Hispanic electorate as static from election to election, when in fact it is incredibly dynamic and fast-changing. The Trump coalition of Hispanic voters, still dwarfed in size by the Democratic coalition, grew on the margins thanks to a combination of defections and new voters, with likely a greater number of the latter.

3. While the "why" of this shift requires more investigation, part of the story appears to be that **the barrier keeping some conservative Latinos from voting for Trump went down during COVID**, with a change in focus from his anti-Latino or anti-immigrant positions to other concerns, including the economy.

Shifts occurred in Hispanic-heavy geographies across the country, to differing degrees

Outside Miami, Latinos still supported Democratic nominee at high levels

	Two-Way Democratic Support		Shift
	Clinton '16	Biden '20	2016 -> 2020
FLORIDA			
Miami-Dade (>50 Cuban)	49%	35%	-14
Miami-Dade (>50 LatAm)	70%	50%	-20
Osceola (>30 PR)	76%	65%	-11
TEXAS			
Rio Grande Valley (counties)	70%	58%	-12
NEVADA			
Clark County (>50 Latino)	79%	73%	-6
WISCONSIN			
Milwaukee (>50 Latino)	84%	78%	-6
ARIZONA			
Maricopa (>50 Latino)	79%	76%	-3
NEW JERSEY			
Paterson (city)	91%	81%	-10
MASSACHUSETTS			
Lawrence (city)	85%	74%	-11

Based on analysis of densely Latino precincts in AZ, WI, NV, FL; county results for TX; city results for NJ & MA
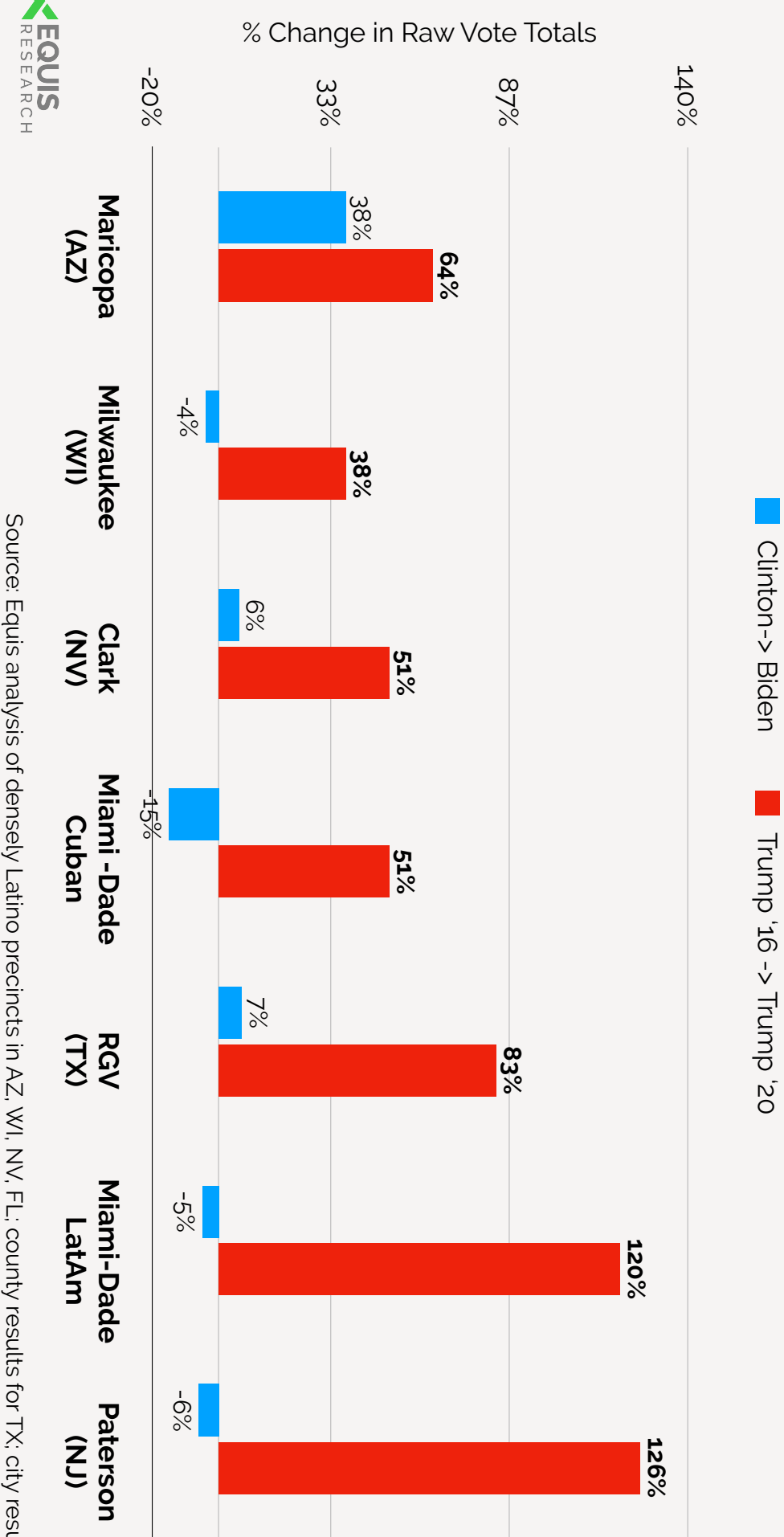
Latinos aren't a monolith, but they remain a group. Trump gains seemed to be unique among those identifying as Latino across geography and place of origin.

We can't explain the _national_ baseline shift toward Trump with idiosyncrasies specific to one region or nationality. Border dynamics don't explain changes in New Jersey. Cuban/ Venezuelan fear of socialism doesn't explain movement in Milwaukee.

Trump's raw vote totals surged in Latino-heavy spots across the country

But Arizona a case study in countering GOP gains

% Change in Raw Vote Totals

■ Clinton-> Biden   ■ Trump '16 -> Trump '20

Location	Clinton->Biden	Trump '16 -> Trump '20
Maricopa (AZ)	38%	**64%**
Milwaukee (WI)	-4%	**38%**
Clark (NV)	6%	**51%**
Miami-Dade Cuban	-15%	**51%**
RGV (TX)	7%	**83%**
Miami-Dade LatAm	-5%	**120%**
Paterson (NJ)	-6%	**126%**

-20%   33%   87%   140%

Source: Equis analysis of densely Latino precincts in AZ, WI, NV, FL; county results for TX; city results for NJ

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Various credible theories to explain Trump gains — but not enough data yet to say

No one theory has fully explanatory power, but they can't all be equally valid either

- Shifting salience of immigration and/or shifting norms around Latino identity

- Propaganda & misinformation

- Trump campaign & social pressure/relational persuasion

- Incumbency and personality

- "Socialism" and fear of the left

- Dog whistle politics & racial status anxiety

- COVID and the economy

- Realignment along lines of gender, education & ideology

- Activation around religion, SCOTUS and QAnon

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A story of turnout and persuasion

Thinking in terms of "turnout vs. persuasion" misses the larger story about Latinos who feel on the sidelines of the political process. We know enough to say it's a mistake to assume the 2020 shift was exclusively about turnout, or about vote-switching by Clinton voters. The truth is closer to both.

Evidence from FL, TX and NV shows how the distinction between turnout and persuasion get blurred.
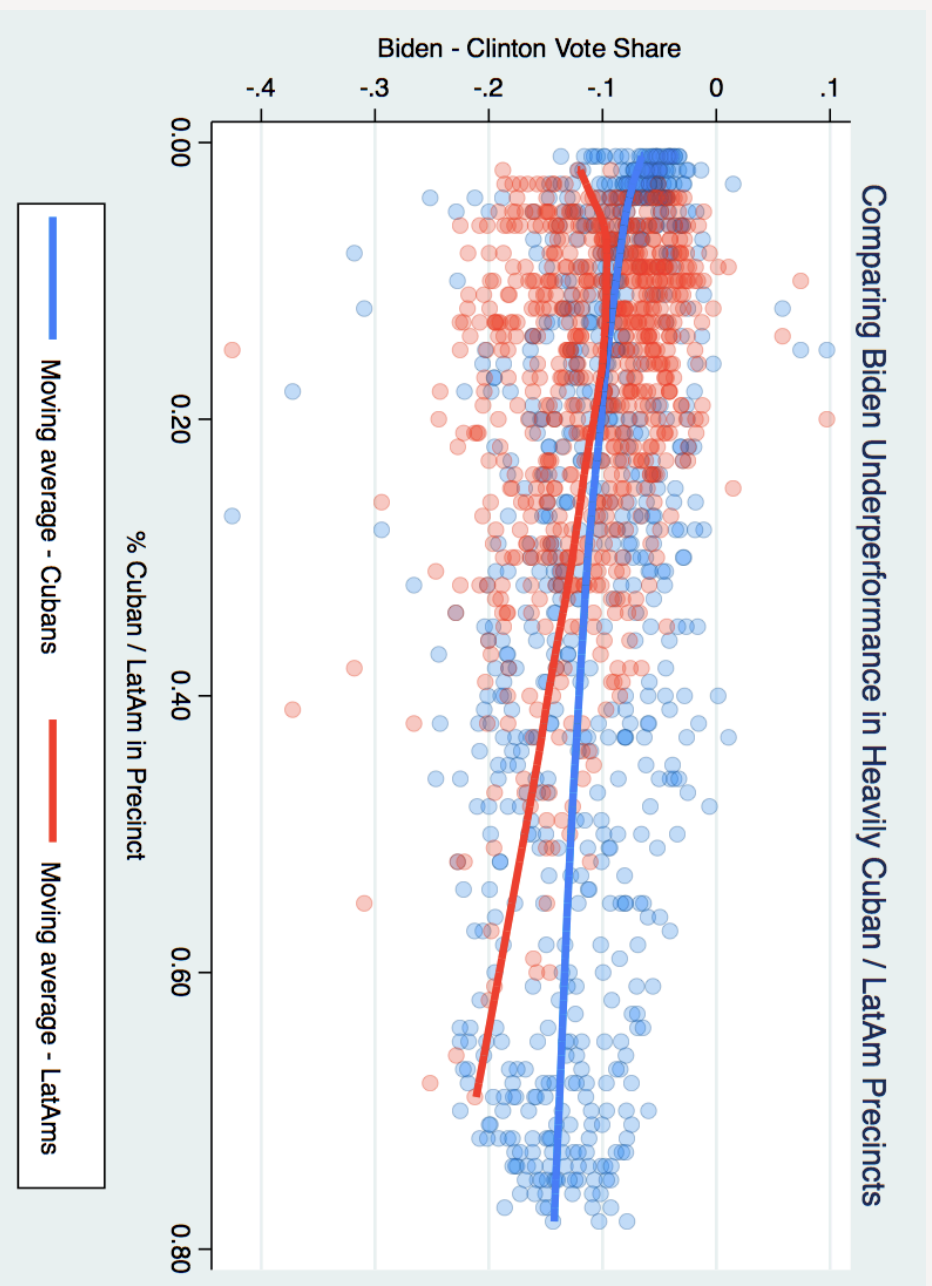
South FL

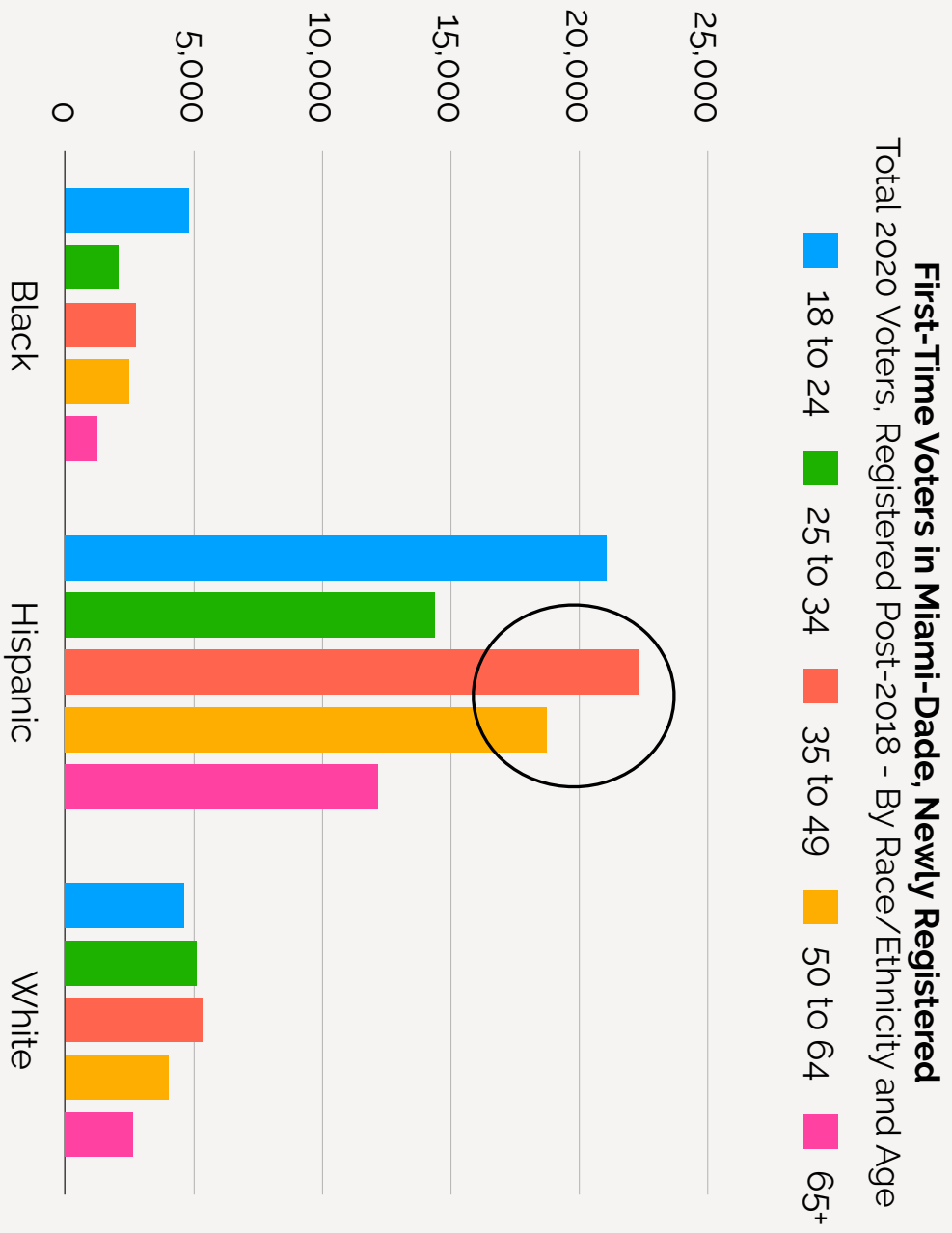# Some 15% of Cubans who voted Clinton '16 went Trump '20— true vote-switching

2020 Vote Choice

2016 Vote Recall		Biden	Trump	Other
	Clinton (30% of total)	85	15	—
	Trump (59%)	3	96	1
	Did Not Vote (6%)	44	54	2

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Cuban shift was notable, but LatAm (non-Cuban/PR) drop more dramatic

Trump won over many LatAms + benefited from increased turnout

Comparing Biden Underperformance in Heavily Cuban / LatAm Precincts

Source: Equis precinct analysis based on BlueLabs sub-ethnicity model

In MIAMI, big spike in new registrants among Hispanic GenXers, older millennials

First-Time Voters in Miami-Dade, Newly Registered
Total 2020 Voters, Registered Post-2018 – By Race/Ethnicity and Age

Legend:
- 18 to 24
- 25 to 34
- 35 to 49
- 50 to 64
- 65+

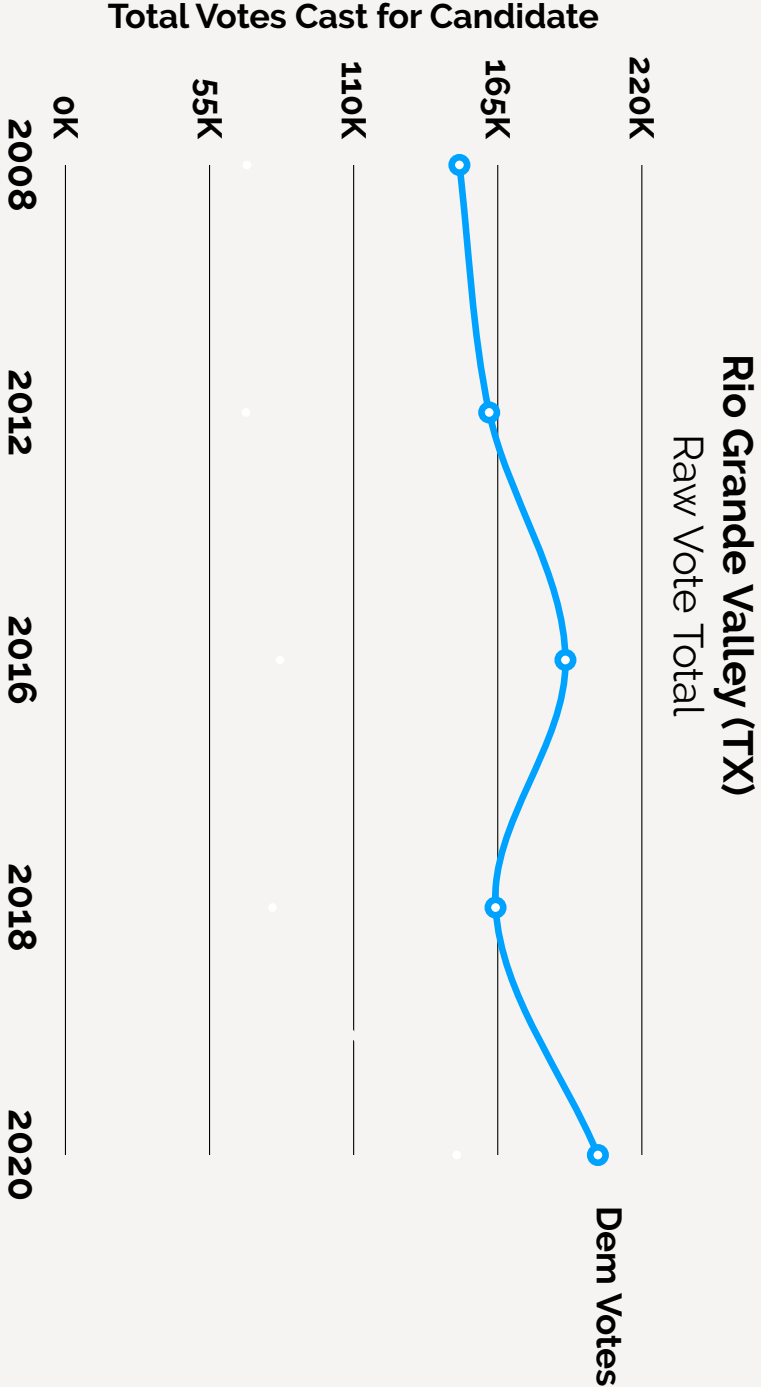Y-axis (counts): 0, 5,000, 10,000, 15,000, 20,000, 25,000

X-axis categories: Black, Hispanic, White

Source: Catalist data

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South TX

In terms of total number of votes, the Democratic trend-line in the RGV looks healthy...

Total Votes Cast for Candidate

Rio Grande Valley (TX)
Raw Vote Total

Dem Votes

220K				
165K				
110K				
55K				
0K				
2008	2012	2016	2018	2020

*Counties included in analysis: Cameron, Hidalgo, Willacy, Webb

But Trump saw a huge surge in total votes that narrowed the Democratic margin

Total Votes Cast for Candidate

Rio Grande Valley (TX)
Raw Vote Total

Dem Votes
GOP Votes

220K
165K
110K
55K
0K

2008
2012
2016
2018
2020
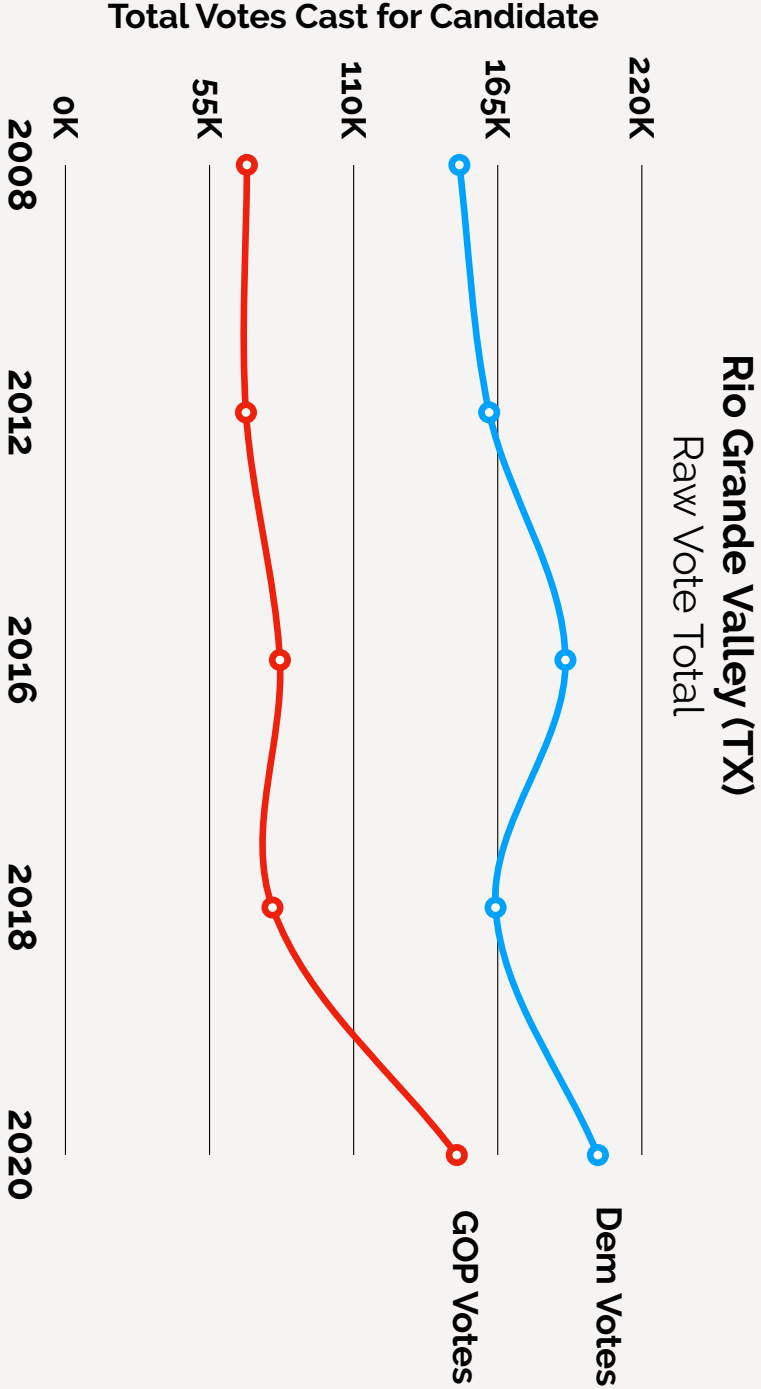
*Counties included in analysis: Cameron, Hidalgo, Willacy, Webb

In Texas' RGV, Trump made gains with voters predicted to be Dem-leaning

Early voter group averages 75 partisanship score, performed 15 points below

Rio Grande Valley (TX)*
Early + Absentee Votes By Partisanship Score**
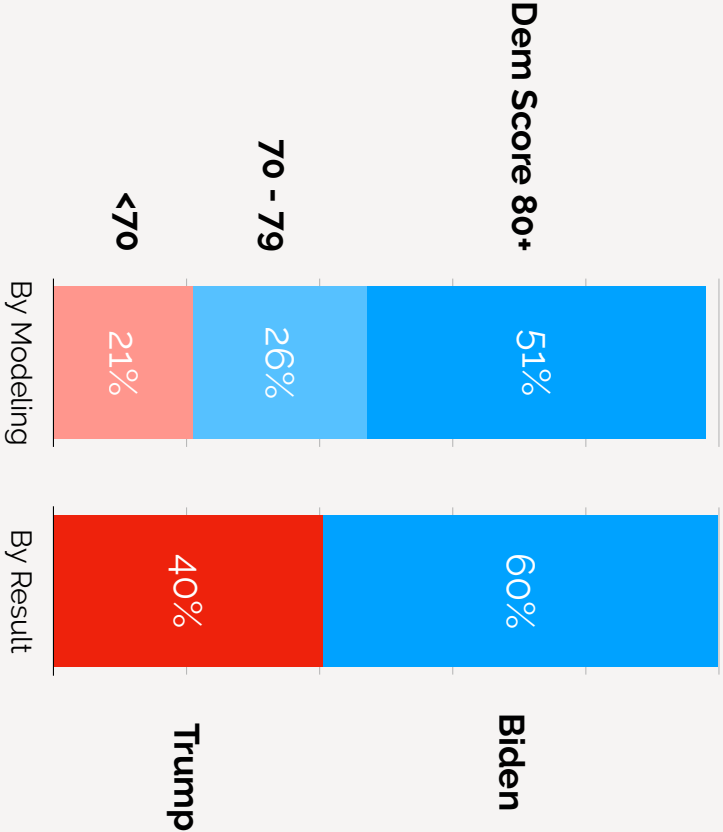
Dem Score 80+ — 51%

70 - 79 — 26%

<70 — 21%

By Modeling

Biden — 60%

Trump — 40%

By Result

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A majority of these "swing voters" had sparse history of voting

Rio Grande Valley (TX)*
Early + Absentee Votes By Modeling & Vote History

% Voted in General Elections

	< 40	40 - 80	80+
'14/'16/'18	54%	15%	33%
2 of 3	30%	28%	31%
1 of 3	11%	26%	20%
0 of 3	5%	31%	17%

Democratic Partisanship Score

In addition to voting in 2020, voted:

- '14/'16/'18
- 2 of 3
- 1 of 3
- 0 of 3

*Counties included in analysis: Cameron, Hidalgo, Willacy, Webb

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Nevada

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In Nevada, vote-switchers were a smaller part of Trump's 2020 coalition than new voters

NEVADA: Latino Trump Voters By Vote History

Repeat '16/'20 Voters

65%

Major Party
Vote Switchers

3rd Party
Vote Switchers

11%

5%

4%

New Voters
Ineligible in '16

17%

New Voters
Didn't vote '16
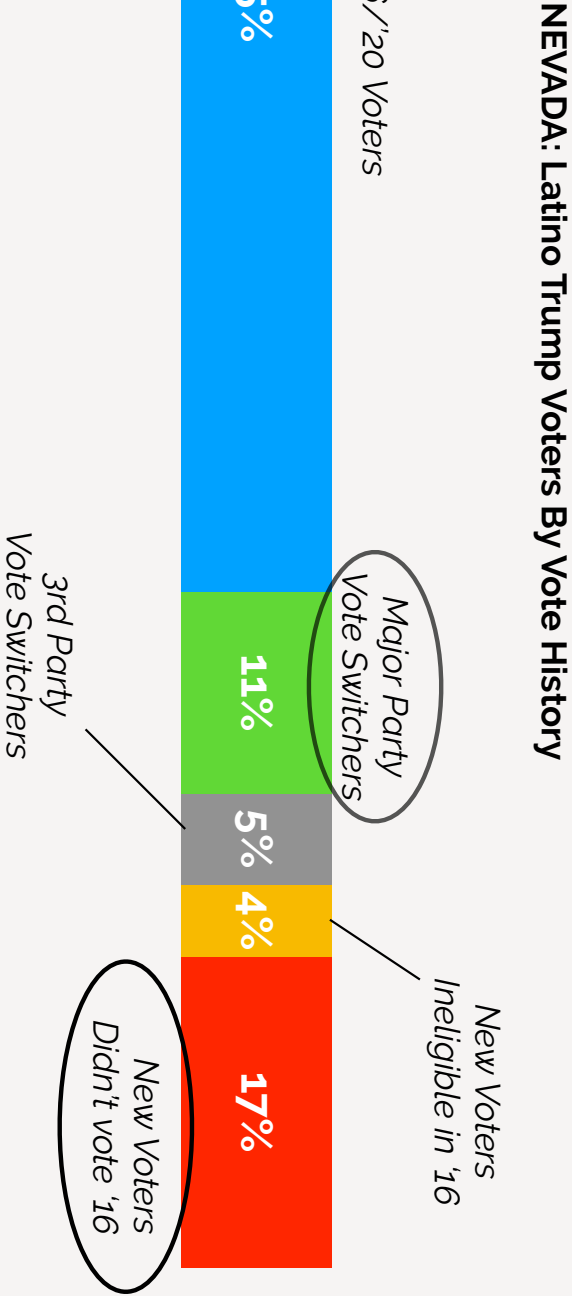
In NEVADA, first-time Trump voters were less ideological, younger, more foreign-born than regular Trump voters

Legend:
- Repeat Trump ('16/'20)
- New Trump ('20 only)
- Biden

Conservative
- Repeat Trump: 72%
- New Trump: **50%**
- Biden: 7%

Moderate
- Repeat Trump: 24%
- New Trump: **40%**
- Biden: 43%

Liberal
- Repeat Trump: 4%
- New Trump: **10%**
- Biden: 44%

Foreign-Born
- Repeat Trump: 17%
- New Trump: **30%**
- Biden: 18%

Male
- Repeat Trump: 49%
- New Trump: **60%**
- Biden: 34%

Under 50
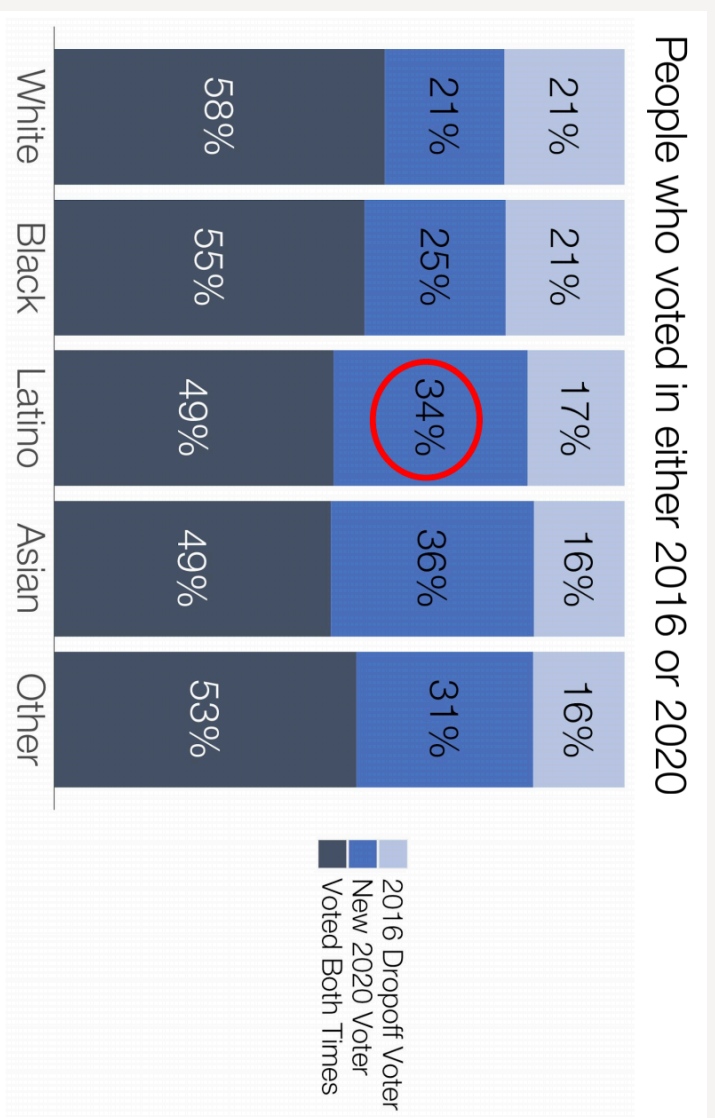- Repeat Trump: 50%
- New Trump: **72%**
- Biden: 65%
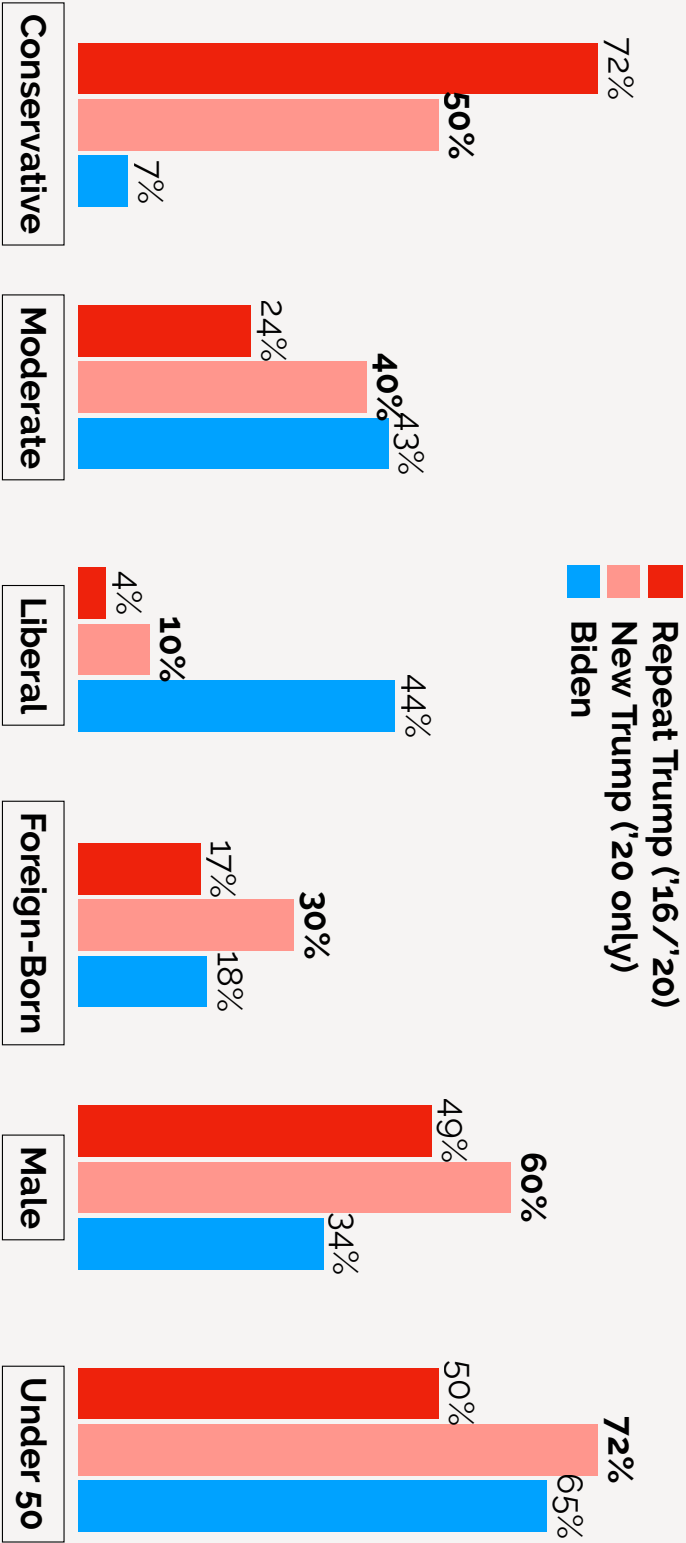
Who shifted 2019->2020?

Voters on the margins of the electorate

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No two electorates are the same

Preliminary state data shows large share of Latinos who voted in '20, not '16

People who voted in either 2016 or 2020

	White	Black	Latino	Asian	Other
Voted Both Times	21%	21%	17%	16%	16%
New 2020 Voter	21%	25%	34%	36%	31%
2016 Dropoff Voter	58%	55%	49%	49%	53%

Legend:
- 2016 Dropoff Voter
- New 2020 Voter
- Voted Both Times

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Catalist

Largest in-cycle % shifts were among women, non-college, foreign-born & conservative

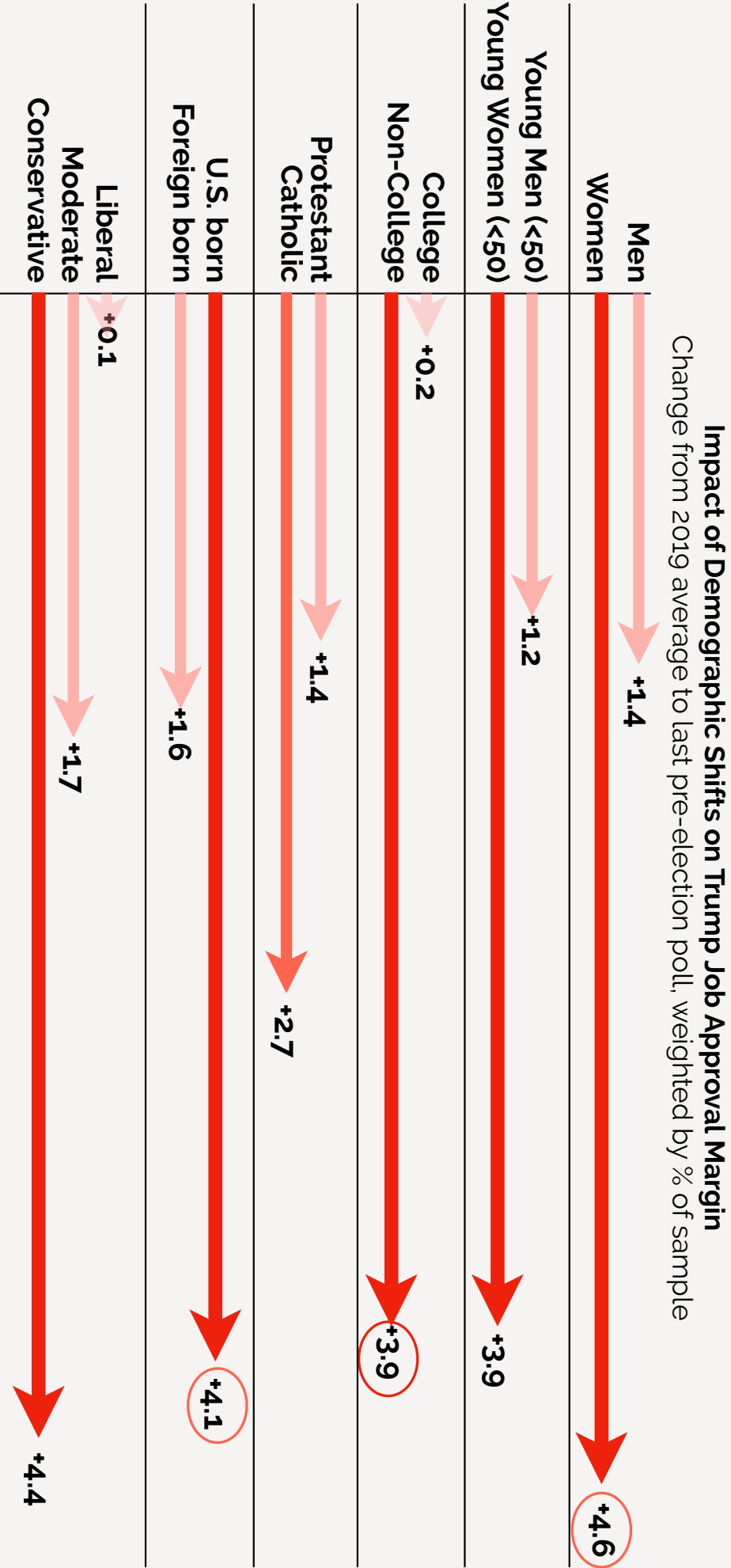**Shift in Net Trump Job Approval Among Hispanic Voters**

From 2019 average to last pre-election polling (average change across 7 states*)

Men → +3
Women → +8

Young Men (<50) → +4
Young Women (<50) → +12

College → +1
Non-College → +6

Protestant → +5
Catholic → +7

U.S. born → +5
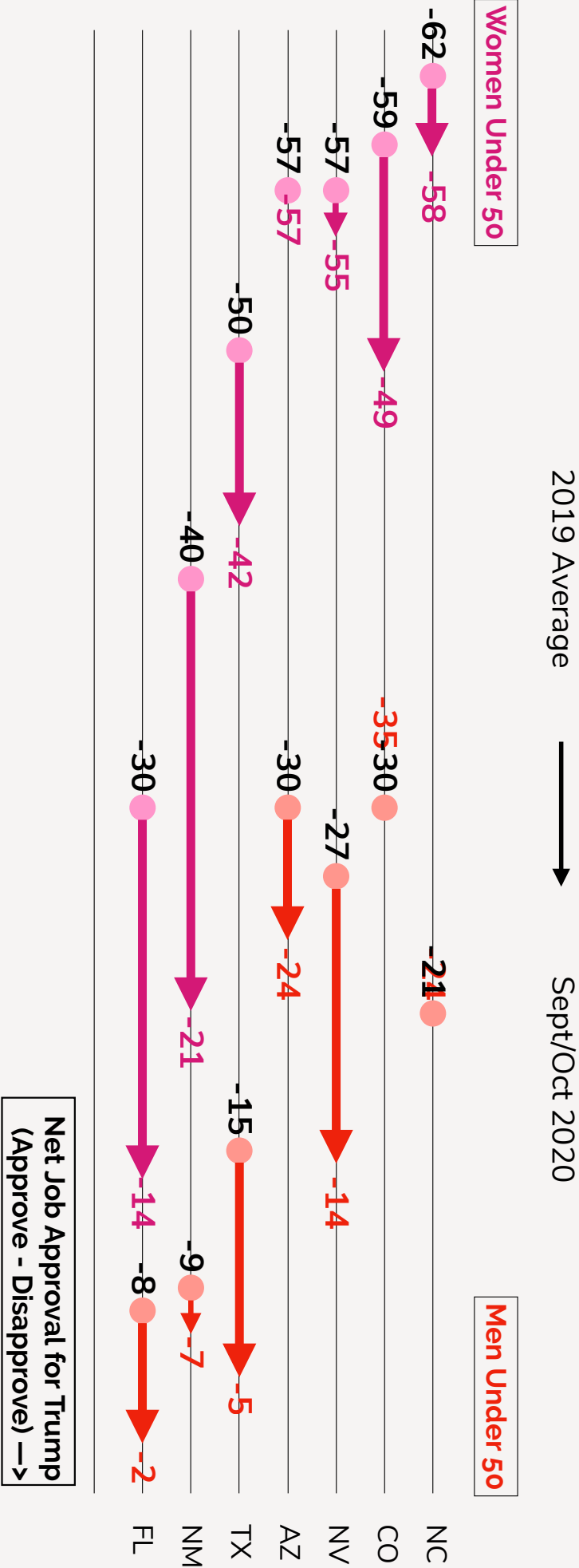Foreign born → +8

Liberal → +0
Moderate → +4
Conservative → +15
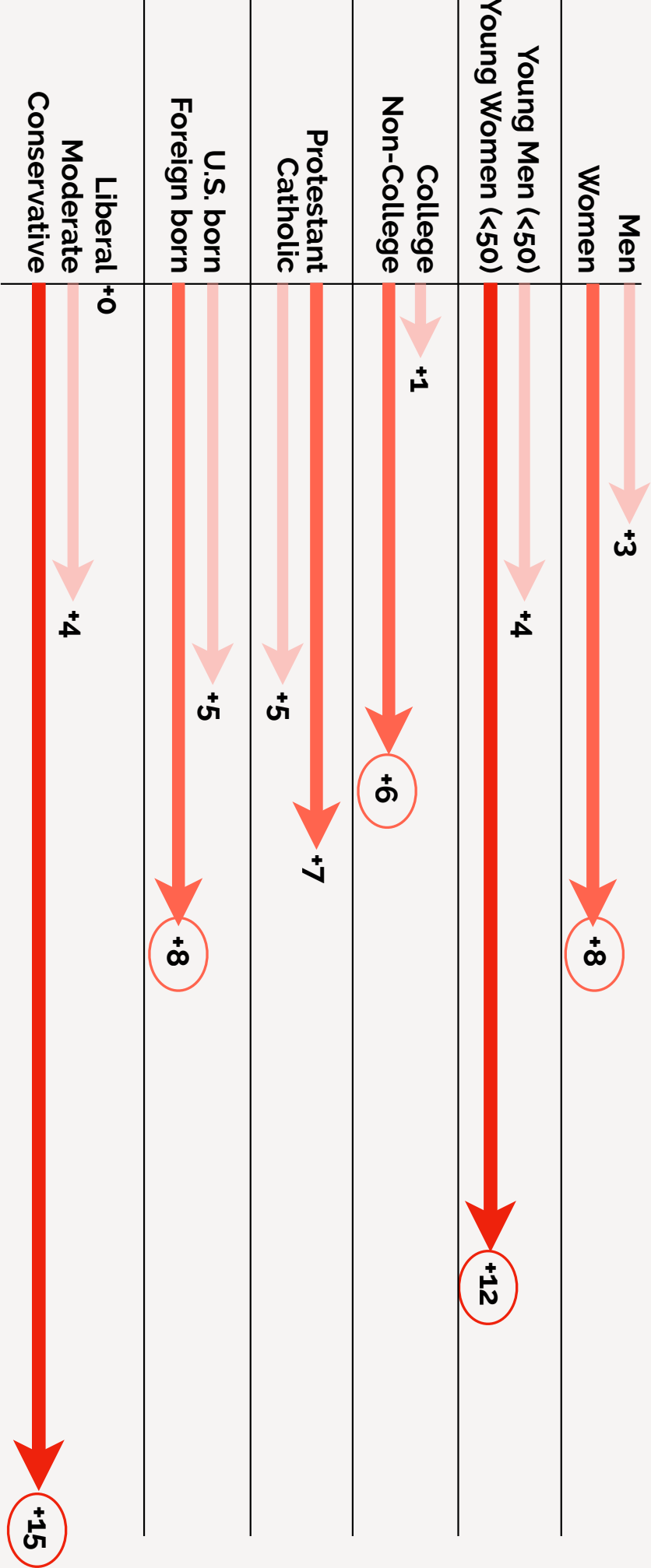
*States included in analysis: Texas, Arizona, Nevada, Colorado, New Mexico, North Carolina and Florida

Weighted by subgroup size, shift among women made greatest impact

US-born, Catholic and non-college shifts become more important too

Impact of Demographic Shifts on Trump Job Approval Margin

Change from 2019 average to last pre-election poll, weighted by % of sample

Group	Shift
Men	+1.4
Women	+4.6
Young Men (<50)	+1.2
Young Women (<50)	+3.9
College	+0.2
Non-College	+3.9
Protestant	+1.4
Catholic	+2.7
U.S. born	+1.6
Foreign born	+4.1
Liberal	+0.1
Moderate	+1.7
Conservative	+4.4

*For this analysis, we use an average of Equis polling across 7 states, not a combined, weighted number. States included: Texas, Arizona, Nevada, Colorado, New Mexico, North Carolina and Florida.
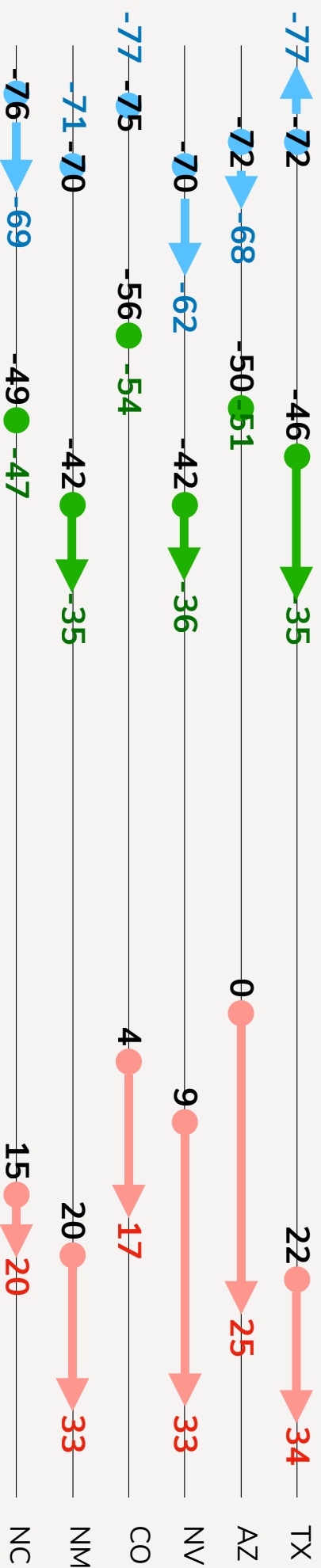
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Youngish women shifted more than male peers in-cycle, but remained far more anti-Trump

Gender divide persisted, even as Latina numbers came back down to Earth

Women Under 50

Men Under 50

2019 Average ⟶ Sept/Oct 2020

	NC	CO	NV	AZ	TX	NM	FL
Women Under 50	-62 → -58	-59 → -49	-57 → -55	-57	-50 → -42	-40 → -21	-30 → -14
Men Under 50	-21	-35 → -30	-27 → -14	-30 → -24	-15 → -5	-9 → -7	-8 → -2

Net Job Approval for Trump
(Approve - Disapprove) —>

Based on Equis 2019/2020 polling of registered Latino voters

In polling, most consistent shifts toward Trump were among conservatives who'd earlier held back

Trump Job Approval (Net) among Registered Hispanic Voters - By Self-Reported Ideology
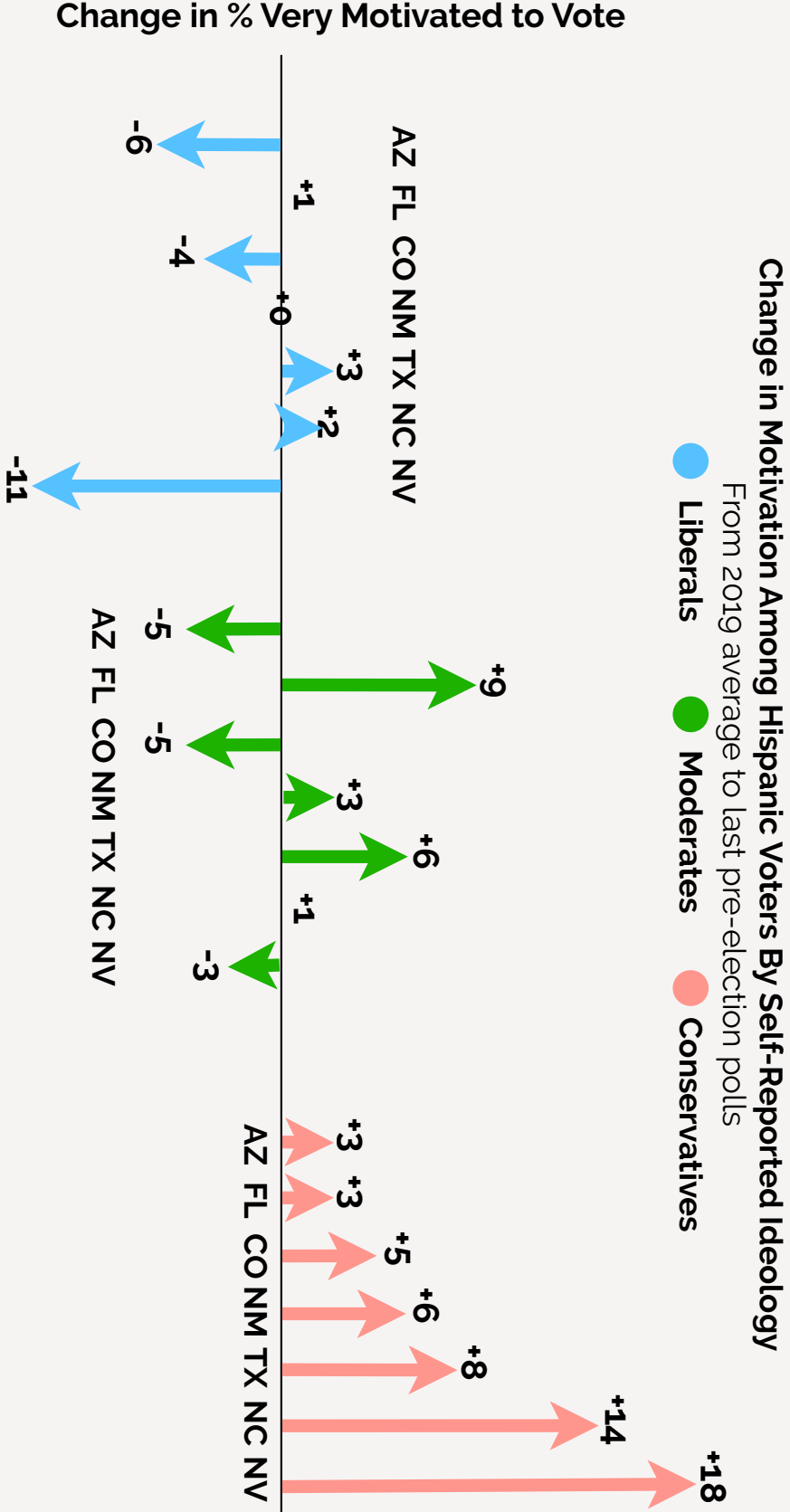
2019 Average → Fall 2020

Liberals

Moderates

Conservatives

Liberals:
- TX: -77 → -72
- AZ: -72 → -68
- NV: -70 → -62
- CO: -77 → -75
- NM: -71 → -70
- NC: -76 → -69

Moderates:
- TX: -46 → -35
- AZ: -50 → -51
- NV: -42 → -36
- CO: -56 → -54
- NM: -42 → -35
- NC: -49 → -47

Conservatives:
- TX: 22 → 34
- AZ: 0 → 25
- NV: 9 → 33
- CO: 4 → 17
- NM: 20 → 33
- NC: 15 → 20

Based on Equis 2019/2020 polling of registered Latino voters

Change in Motivation Among Hispanic Voters By Self-Reported Ideology
From 2019 average to last pre-election polls

Change in % Very Motivated to Vote

● Liberals
● Moderates
● Conservatives

Liberals

AZ FL CO NM TX NC NV

-6
+1
-4
+0
+3
+2
-11

Moderates

AZ FL CO NM TX NC NV

-5
+9
-5
+3
+6
+1
-3

Conservatives

AZ FL CO NM TX NC NV

+3
+3
+5
+6
+8
+14
+18

Conservative Latinas, in particular, appear to have been galvanized

Meanwhile their liberal counterparts became slightly *less* motivated during the election

% Very Motivated to Vote

Change in Motivation Among Hispanic Voters - By Ideology x Gender

● 2019 Average   ● Sept/Oct 2020

Liberal Women
71 ← 74

Liberal Men
67 68

Moderate Women
75 76

Moderate Men
67 → 69

Conservative Men
76 → 80

Conservative Women
68 → 77

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Change in Motivation x Trump Approval Among Hispanic Voters - By Ideology x Gender

% Very Motivated to Vote ->

% Approve of Trump ->

Liberal Women

Liberal Men

Moderate Women

Moderate Men

Conservative Women

Conservative Men

● 2019 Average   ● Sept/Oct 2020
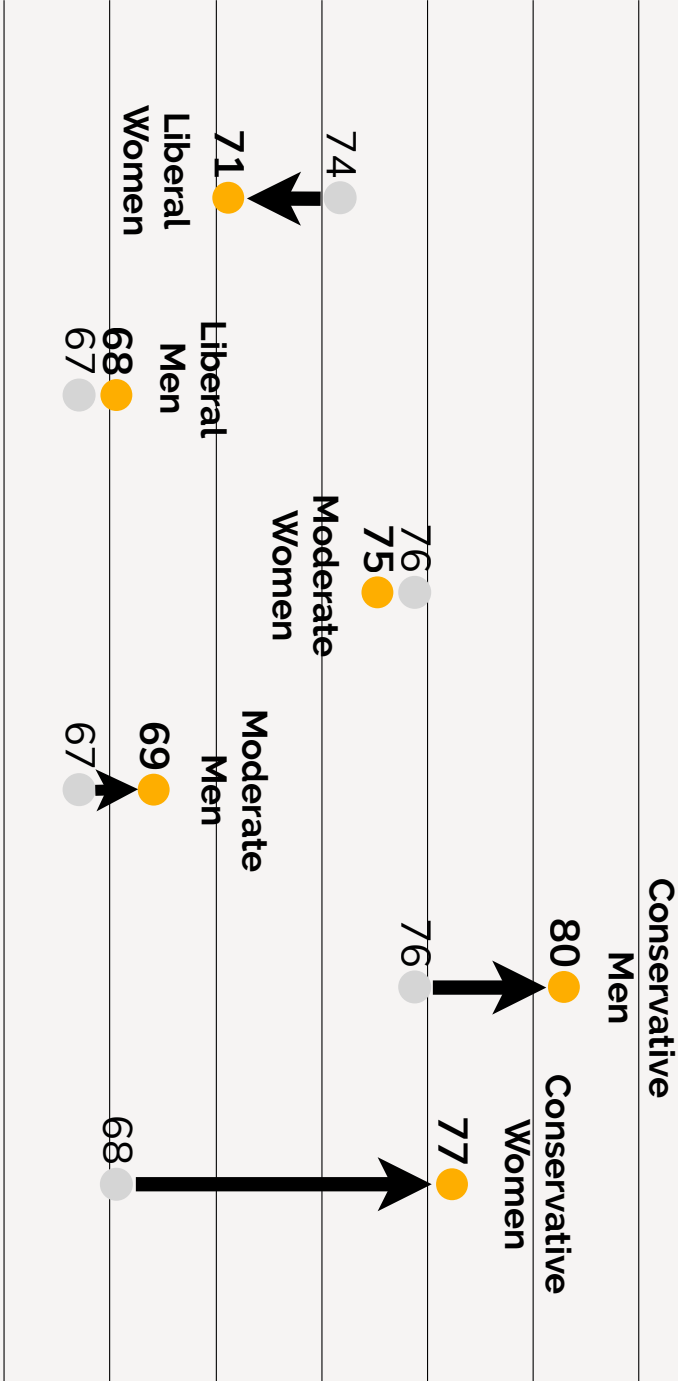
Based on Equis 2019/2020 polling of registered Latino voters. States included: AZ, NV, TX, FL, NM, NC, CO

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A reminder about the ideological & partisan diversity of Latinos

Registered Latino Voters By Party ID x Self-Reported Ideology

Moderate Democrats 22%

Moderate Independents 15%

Liberal Democrats 14%

Conservative Democrats 11%

Conservative Republicans 14%

Conservative Independents 11%

Liberal Independents 7%

Moderate Republicans 6%

Liberal Republicans 1%

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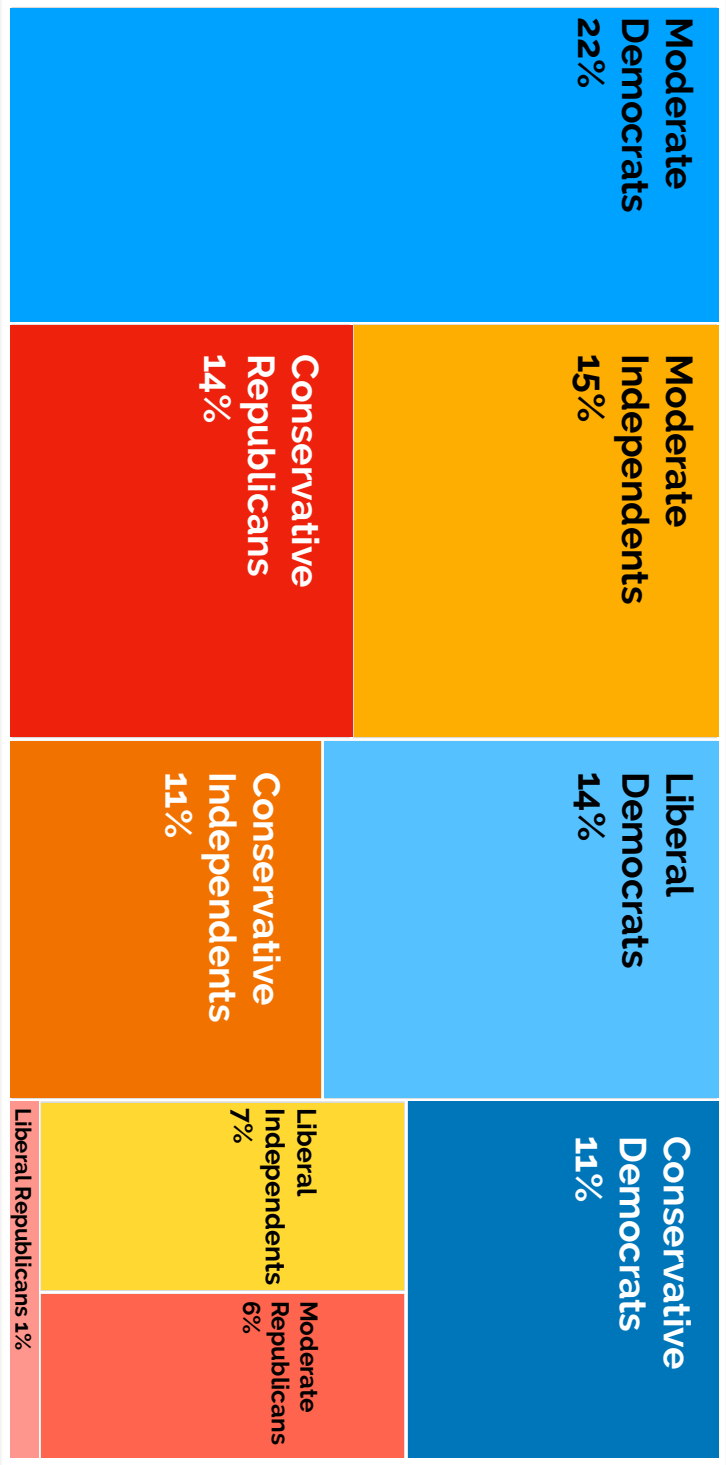
Conservative shift driven more by independents than by Republicans or Democrats

Shift in Net Trump Job Approval By Self-Reported Ideology x Party ID

From July - Sept 2019 to Sept - Oct 2020

Conservative Independents — **+13**

Moderate Republicans — **+5**

Moderate Independents — **+5**

Liberal Independents — **+5**

Conservative Republicans — **+4**

Conservative Democrats — **+2**

Liberal Democrats — **+0**

Moderate Democrats — **-1**

*States included: Texas, Arizona, Nevada, Colorado, New Mexico, North Carolina and Florida. "Independents" includes "leaners". Equis polling from July & September 2019 (n = 9,230) and Sept/Oct 2020 (n = 4,042)

Conservative independents became more pro-Trump, while conservative R's & D's got more motivated

Change in Motivation x Trump Approval Among Hispanic Voters - By Ideology x Party ID

% Very Motivated to Vote ->

% Approve of Trump ->

Legend:
- ● July - Sept 2019 (gray)
- ● Sept - Oct 2020 (orange)

Data point labels:
- Liberal Democrats
- Moderate Democrats
- Conservative Democrats
- Liberal Independents
- Moderate Independents
- Conservative Independents
- Moderate Republicans
- Conservative Republicans

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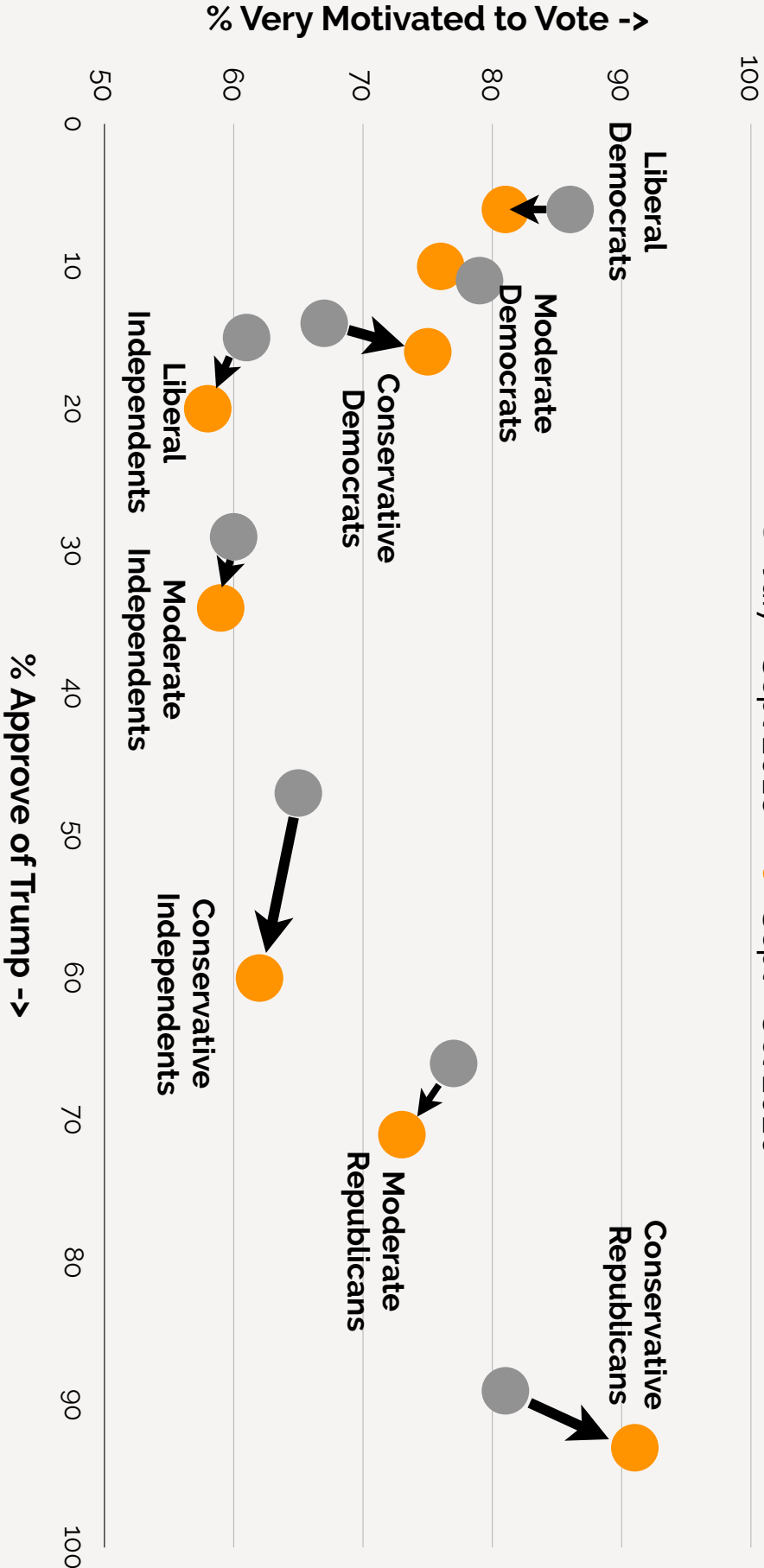
Low-Frequency Voters

Assumptions vs. Reality

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∴ TheUpshot

Nonvoters Are a Source of Hope for Democrats. But Maybe a False Hope.

By Nate Cohn

Demographically, they seem like people who'd want to vote out Trump. Yet at least in the battleground states, many favor Republicans.

"[A] large portion of nonvoters sit out because they do not neatly line up with either party. This fact... tends to diminish the Democratic advantage that would seem to exist based on their demographics alone.

"One exception to this general pattern is among Hispanic nonvoters, who tend to be just as Democratic as their voting counterparts, or even more so.

"The relative Democratic strength among Hispanic voters may... **add further intrigue to speculation about Democratic prospects in Texas**, where nonvoters are even more diverse than they are in Arizona."

Low and high propensity voters felt similarly about Trump in 2019

Predicted Probability of Trump Job Approval

Likelihood of Voting

Source: TargetSmart turnout score + Equis polling of registered Latino voters in AZ, NV, CO, NM and FL, July 2019 to December 2019

Bivariate relationship between likelihood of voting (measured by turnout score) and Trump job approval
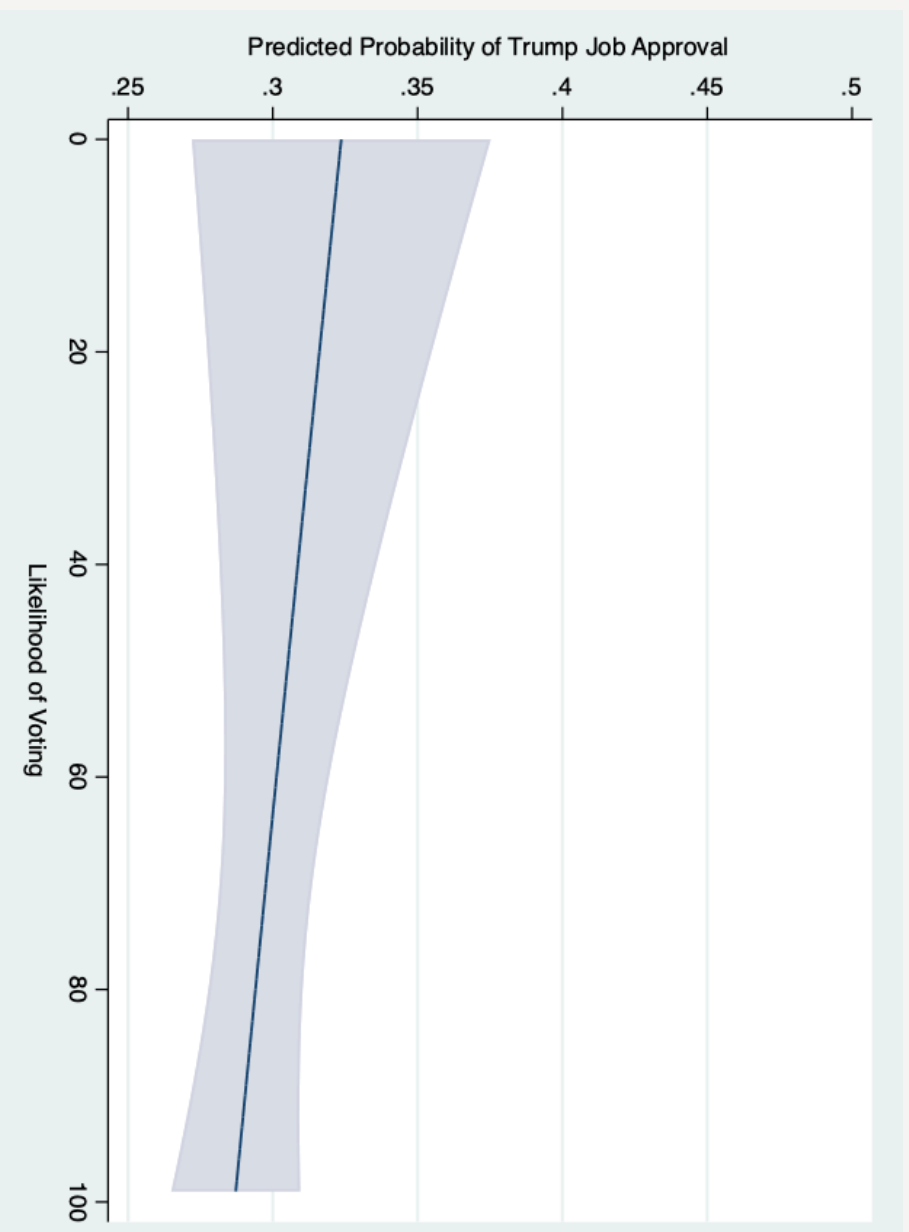
...But in fall 2020, low propensity voters were significantly more approving of Trump

Predicted Probability of Trump Job Approval

.25   .3   .35   .4   .45   .5

Likelihood of Voting

0   20   40   60   80   100

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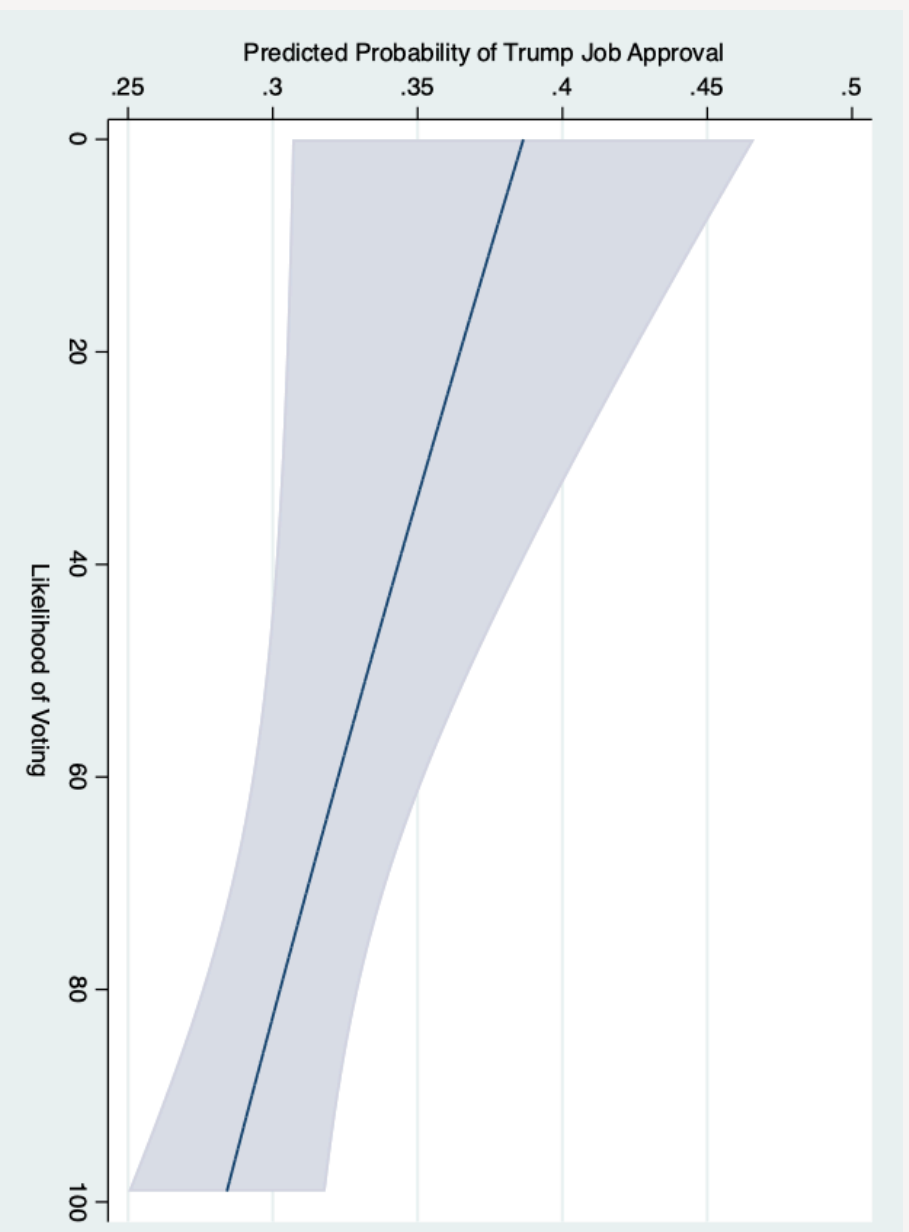
Very likely & less-likely Latino voters moved in different directions on Trump approval

Shift in Net Trump Job Approval By Modeled Likelihood to Vote in 2020
From 2019 average to Sept/Oct 2020 polls

Turnout Score 0 - 89.9

+6	+9	+11	+11	+14	+19
NC	AZ	NM	NV	TX	CO
-15	-3		-7	+2	-17

Turnout Score 90+

+2	+2

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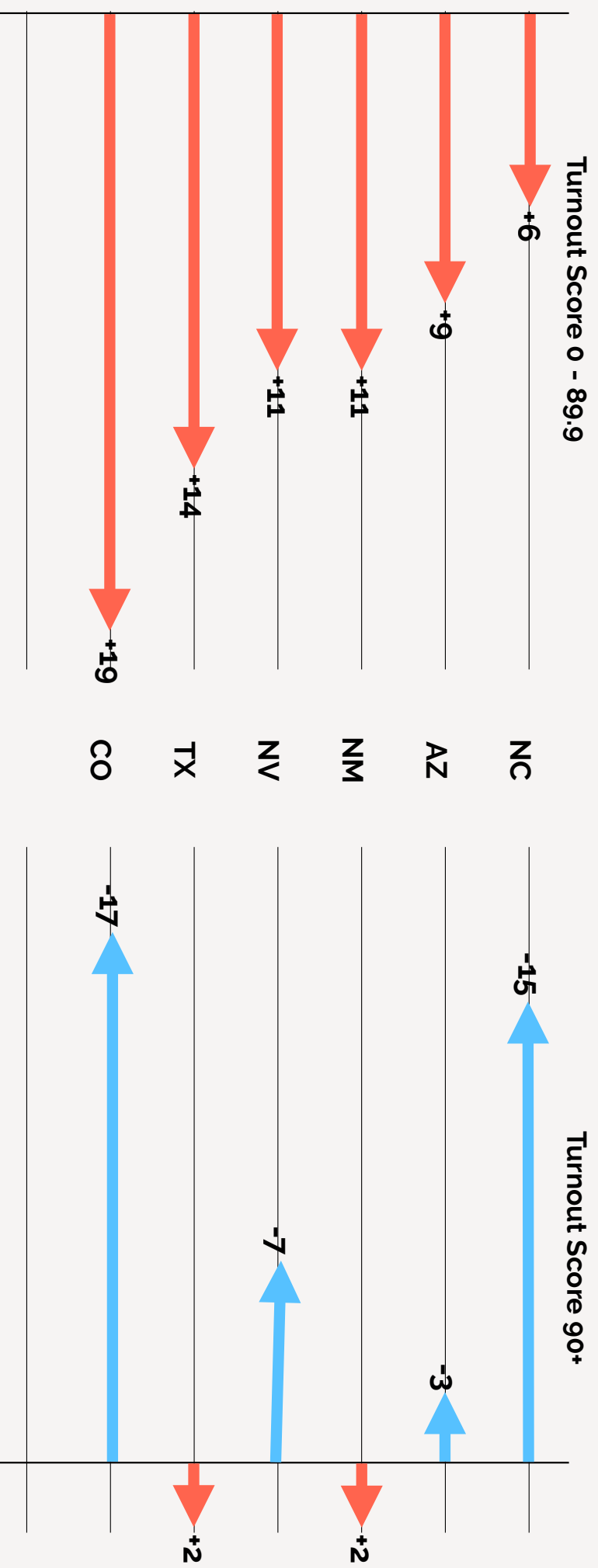
In other words: the shifts appear to be among those with the lowest partisan formation. **We know enough to say these look like true swing voters.**

Neither party should assume that a Hispanic voter who cast a ballot for Trump in 2020 is locked in as a Republican going forward. Nor can we assume this shift was exclusive to Trump and will revert back on its own.

And if there's a lesson for the future, it's to watch the margins and **those voters who often remain invisible**: the ones who stayed home and the many others aging into the electorate.

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Setting Up the Why

First things first: **we can't ask what moved conservative Latinos _toward_ Trump without asking what held them _back_ from Trump or other Republicans in the past.**

This is where "Latino identity"— and, relatedly, the role of immigration— emerges as central.

Research in Process: Shifting Role of Immigration

In 2016, opposition to tough immigration policy a driver of Clinton vote
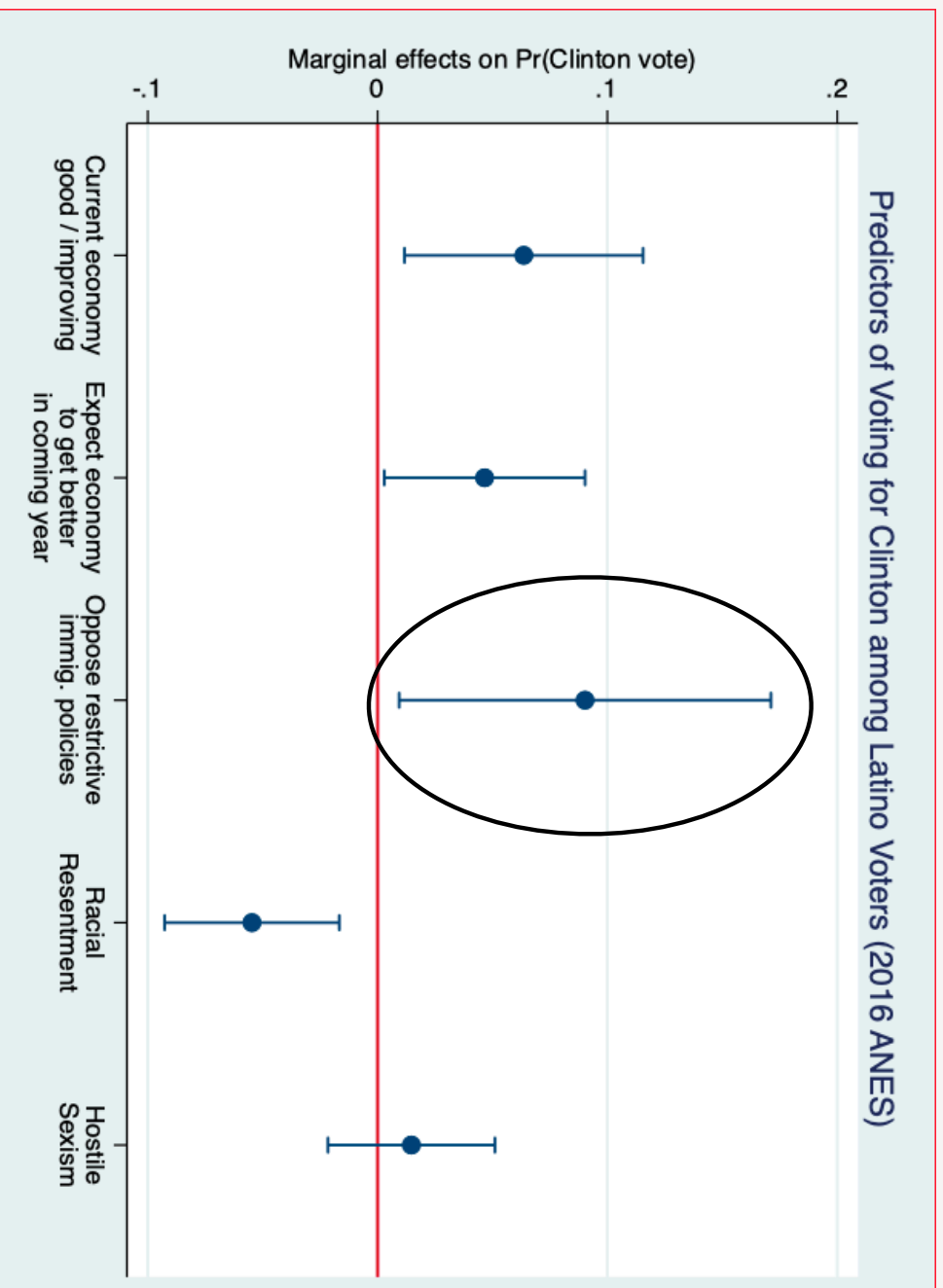
Predictors of Voting for Clinton among Latino Voters (2016 ANES)

Marginal effects on Pr(Clinton vote)

-.1   0   .1   .2

Current economy
good / improving

Expect economy
to get better
in coming year

Oppose restrictive
immig. policies

Racial
Resentment

Hostile
Sexism

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In late 2019, children in detention + family separation were top of mind even with conservative Latinos who agreed with Trump on other aspects of immigration

"**Separating families** is the ultimate disgrace of this administration. Some of these families will not be able to be put back together again. **People are not animals and should not be caged like in a zoo**."

"Yes they shouldn't cross illegally, but **breaking up families** is a little harsh, your plan needs more work."

"I think you had the right idea in how you were trying to deal with the immigration issue but then you do things that backfire on you like **separating families** and then making racist comments about Mexicans."

"He did bad with the whole immigration thing. I mean I think he's thinking in the right direction like building the wall is ok but **separating the kids from their family's big thumbs down**."

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Post-primary in 2020, moral high ground on immigration may have been muddied by attacks on Obama/Biden-era deportation policies

"There are many Hispanics who voted for [Trump] because... For example, **Obama talked about immigration and didn't do anything.** He says, he promises, and he didn't act. Meanwhile, Trump didn't say and he didn't promise and he didn't act. It's what many people didn't like about him, he says things clearly and directly. Unlike other presidents who talked and didn't act."
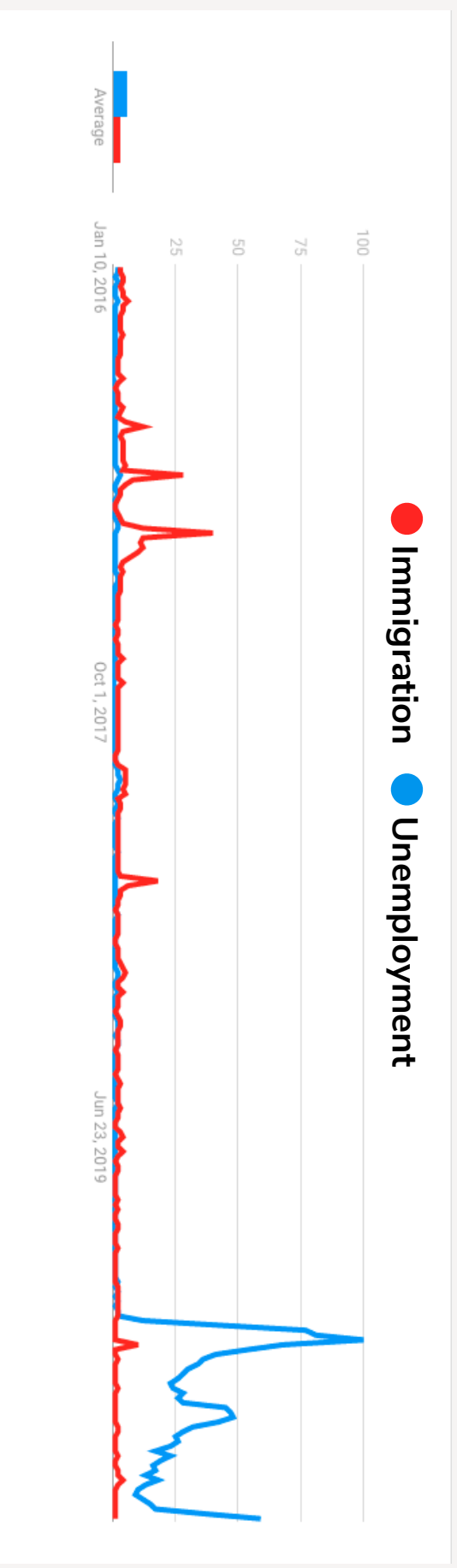
- Peruvian-born Latina, 42, first-time Trump voter

Immigration was in the zeitgeist in 2016 & 2018... but not in late 2020

Google searches for "Immigration" vs "Unemployment" (General Population)
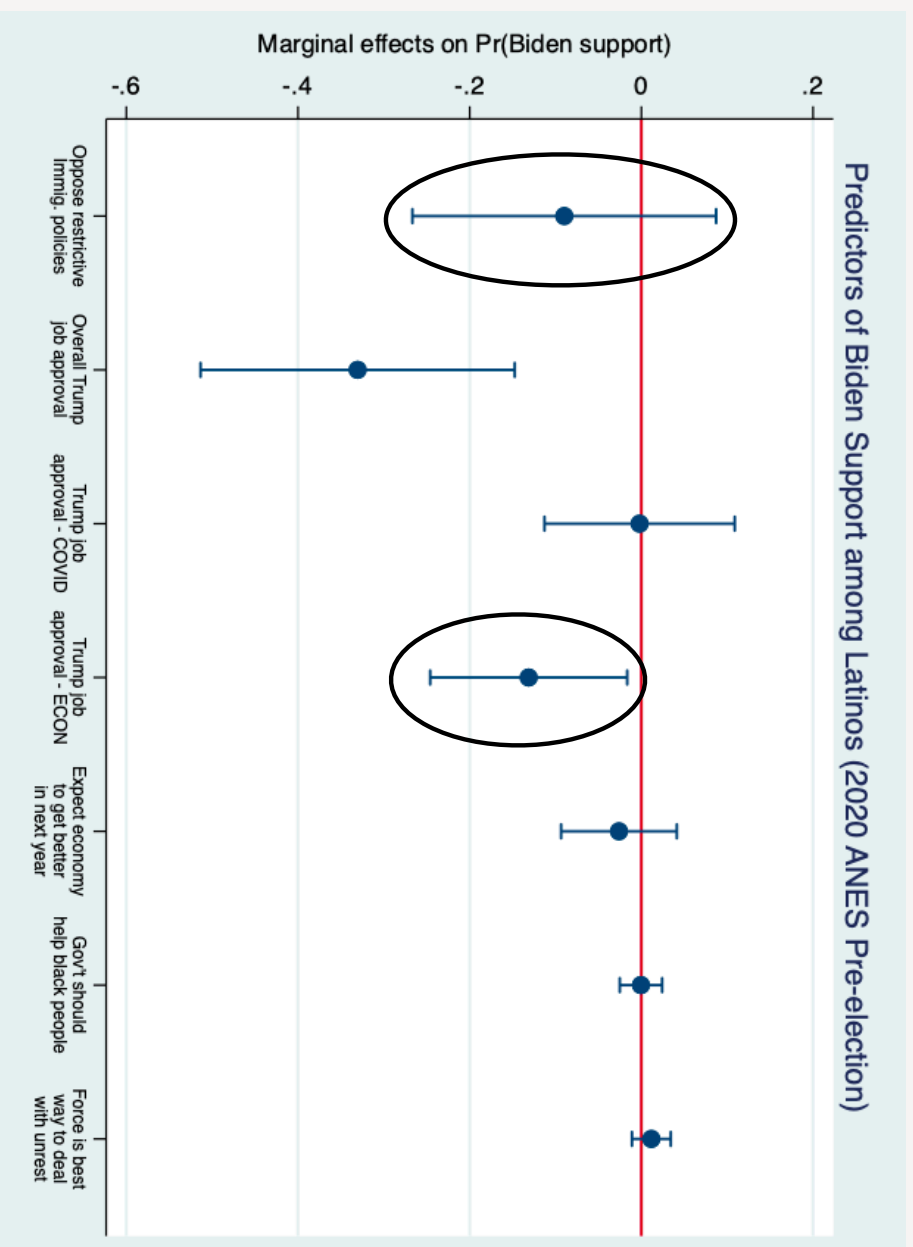### From January 2016 to November 2020

🔴 Immigration 🔵 Unemployment

Throughout cycle, Trump's highest numbers were on economy, lowest were on immigration

An election that was a referendum on former, vs. latter, could've produced narrower margin

% Approve

Trump job performance by issue area
Registered Hispanic voters in 10 states
July - Dec 2019

Immigration

Healthcare
Overall

Nat'l Security

Economy

July/
August

September

October/
November

December

60

50

40

30

20

10
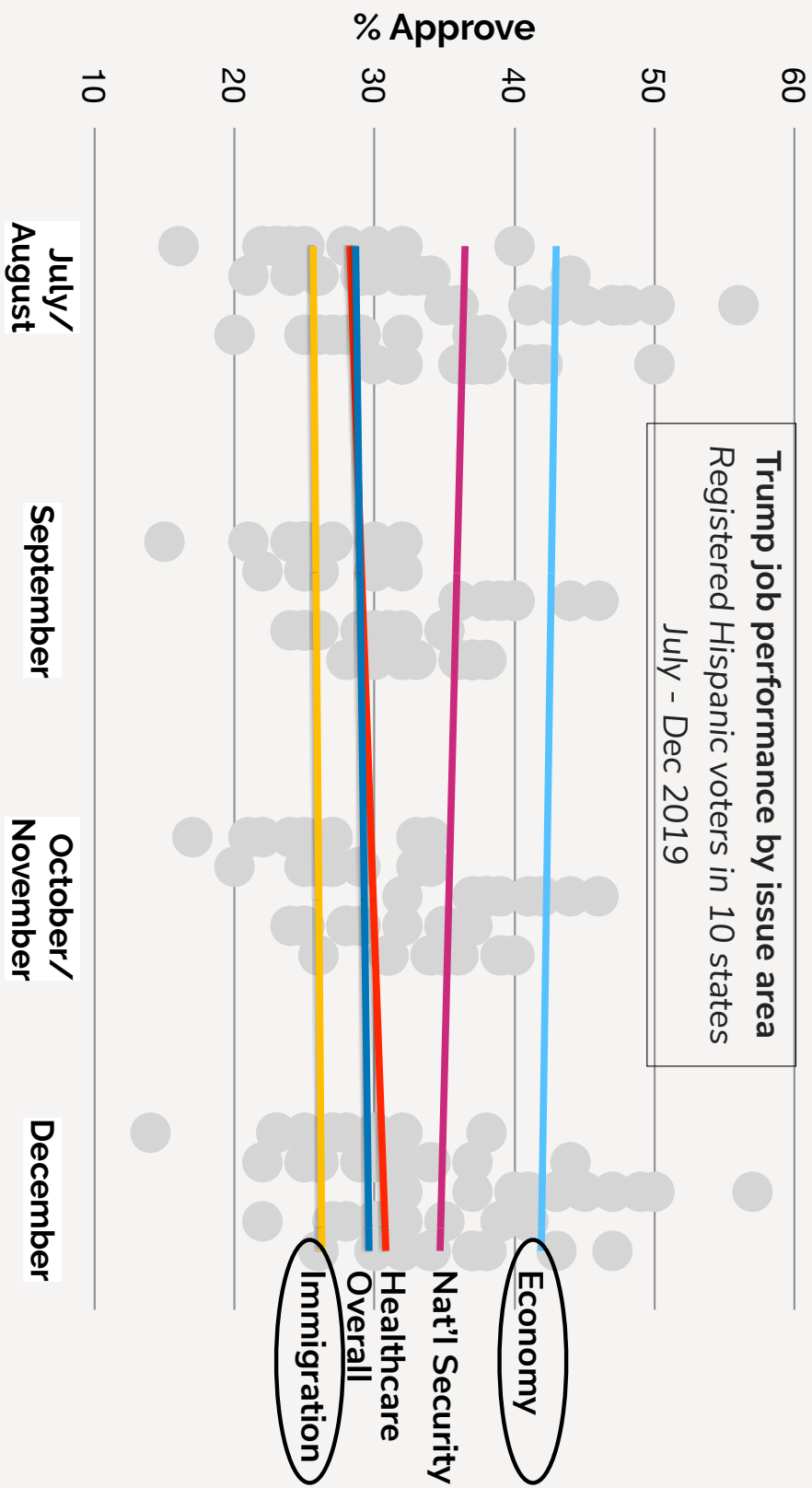
In 2020, immigration wasn't salient to vote choice— but approval of Trump on economy was

Predictors of Biden Support among Latinos (2020 ANES Pre-election)

Marginal effects on Pr(Biden support)

Preliminary analysis of pre-election ANES data. Results are derived from a logistic regression model with controls for gender, age, education, religion, church attendance, nativity, language, party ID and ideology (n = 521)

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Research in Process:
Role of COVID-Era Economy

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Theme among swing Latino voters in focus groups: Trump the Businessman

Among some subset of voters, terrible COVID economy *more* reason to support Trump (or not to support Biden)

- Persistent view of Trump as a **businessman** who *"knows how to move money"*

- Credit for Trump for pre-pandemic economic growth

- A desire to reopen the country and, more importantly, avoid a shutdown: *"Biden was acting like he wanted to do a **complete shutdown**. Trump wanted to reopen the states, return to normal."*

X

"*Me convenía por mi trabajo. Este año me ha ido mucho mejor... Su forma de expresarse me hacía dudar. **Pero voté por él más bien por lo económico**.*"

"[Voting for Trump] suited me because of my job. This year things have gone much better for me. The way he communicates made me hesitate. **But I voted for him more for economic reasons**."

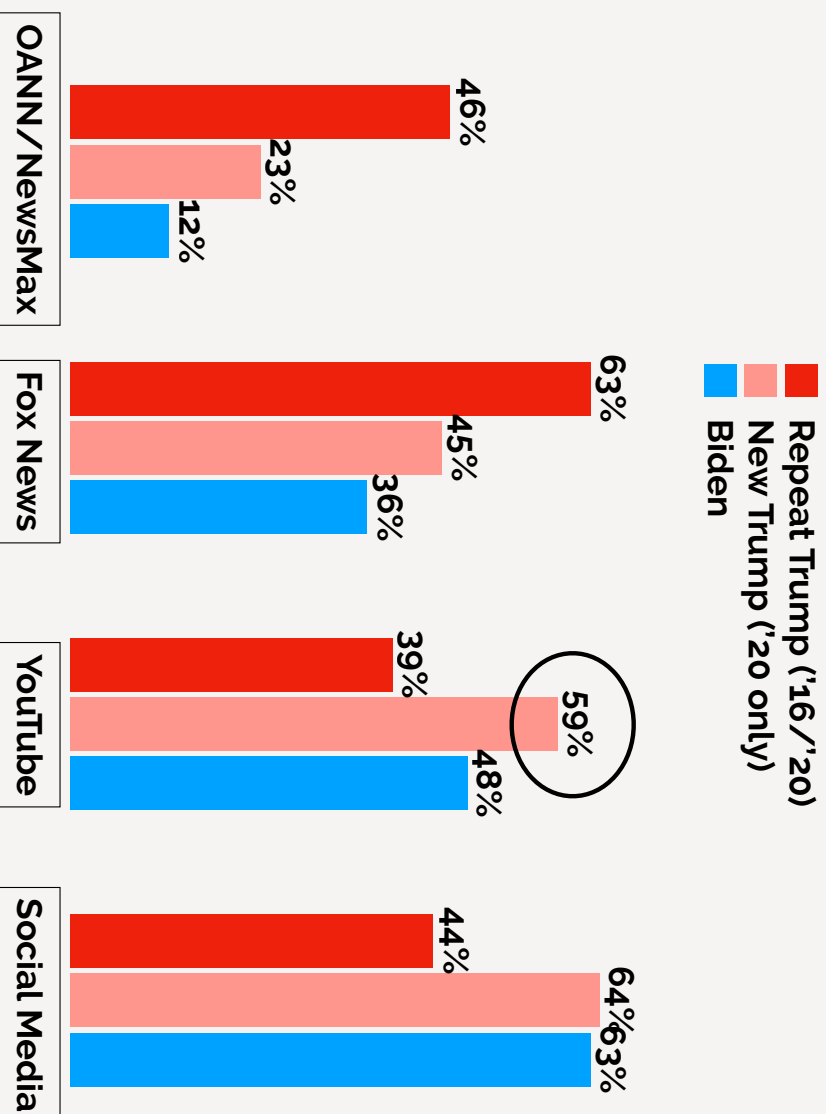**– 31, Amazon delivery driver in Wisconsin, first-time Trump voter**

In NV, those who lost jobs less likely to vote Trump than those who held on to jobs

59% of Latinos said their jobs were impacted by pandemic

2020 Vote by COVID Impact
Hispanic voters in Nevada

■ **Biden**　■ **Trump**

"Were you or anyone in your family out of work or laid off at any time due to the COVID-19 pandemic?"

Yes
- Biden: **53%**
- Trump: **34%**

No
- Biden: **40%**
- Trump: **49%**
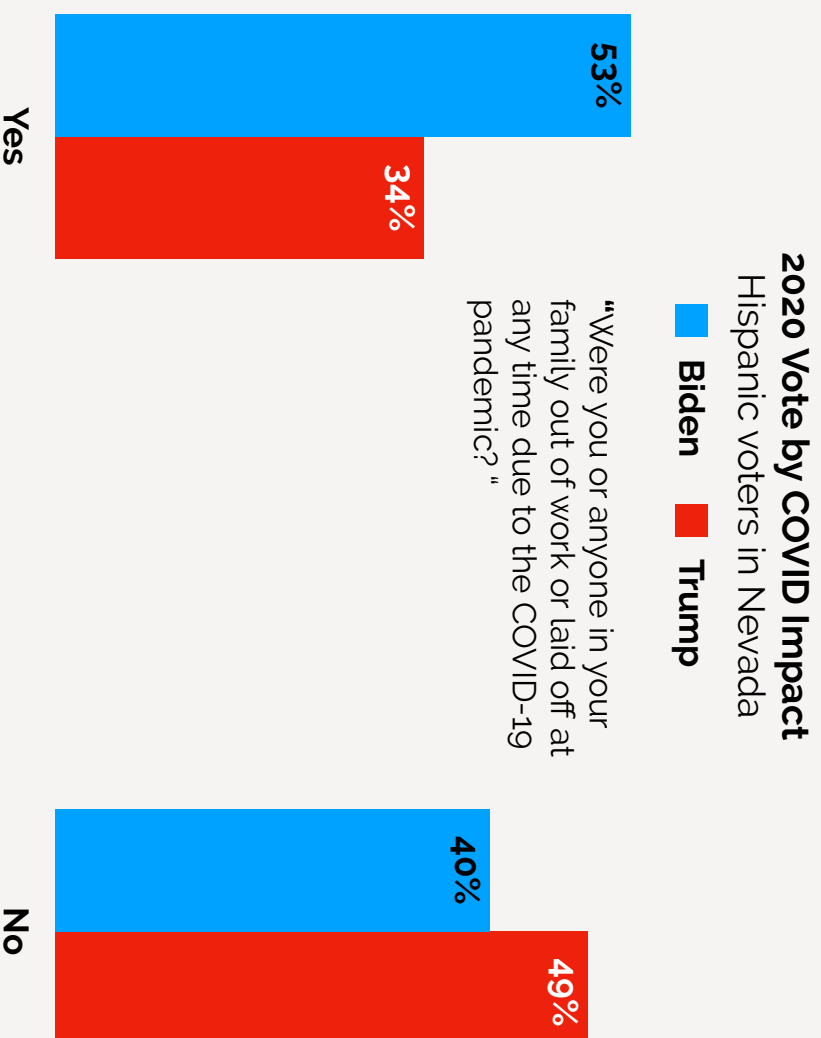
EQUIS RESEARCH

Other Areas of Inquiry:
Role of Social Media

In NEVADA, new Trump voters more likely to get political news from YouTube

Legend:
- Repeat Trump ('16/'20)
- New Trump ('20 only)
- Biden

OANN/NewsMax
- 46%
- 23%
- 12%

Fox News
- 63%
- 45%
- 36%

YouTube
- 39%
- 59%
- 48%

Social Media
- 44%
- 64%
- 63%

Source: Equis/Myers survey of 2020 Latino voters in Nevada, 1/14 - 1/19/21

From Equis Research / Harmony Labs / PredictWise study on Latinx media consumption habits

Cultural Spotlight

What websites are uniquely Latinx?

Overall, Latinx audiences are active on social media. Where they differ from the national population is in the platforms they prefer. YouTube and Google are more important digital ad platforms than Facebook, particularly YouTube, where Latinx audiences spend 2x the time compared to non-Latinx adults.

Esports are also popular—Twitch is a popular Latinx destination—as is online banking. Non-Latinx audiences engage more with puzzle type games through providers like King and Pogo and with online news on sites like MSN.

Drilling down into the individual sites where users spend their time highlights again the importance of thinking of Latinx adults as several distinct audiences. Heavy users of Twitch and Roblox probably aren't the same people using Sharepoint to get work done.

POPULARITY
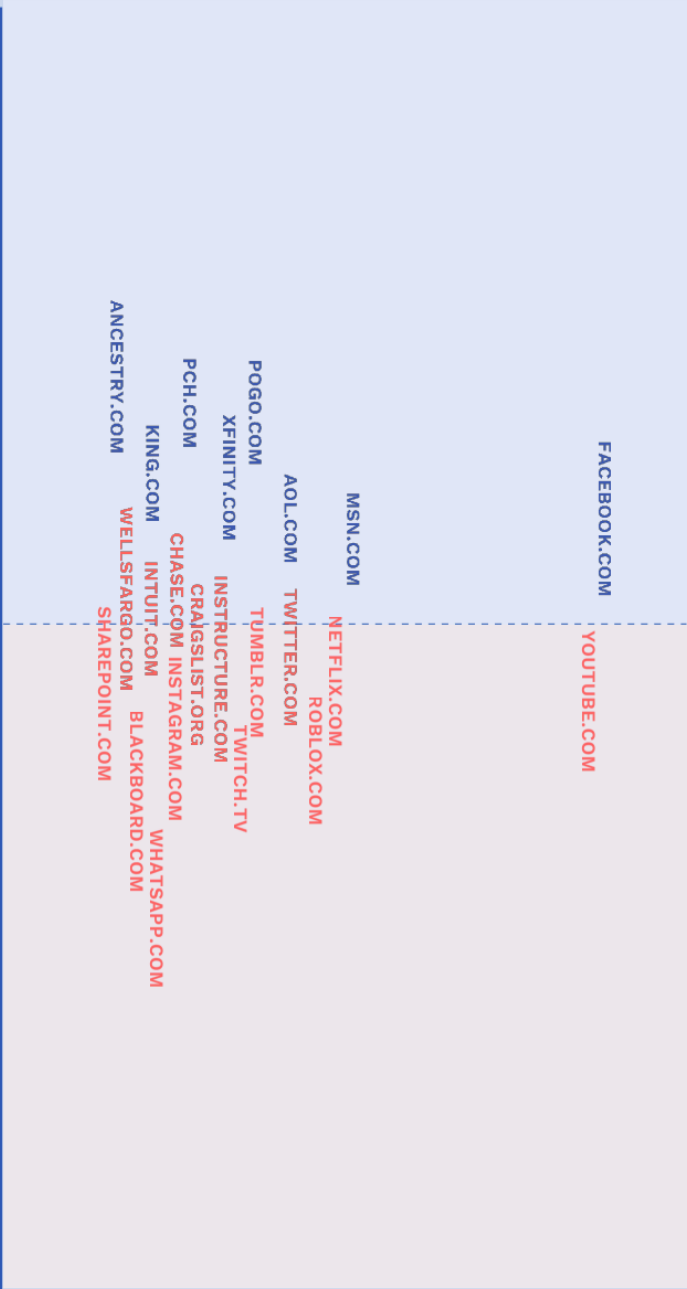
● Not Latinx

DISTINCTIVENESS & CONSUMPTION

● Latinx

FACEBOOK.COM

YOUTUBE.COM

MSN.COM

NETFLIX.COM
ROBLOX.COM

AOL.COM   TWITTER.COM

POGO.COM

TUMBLR.COM
XFINITY.COM   TWITCH.TV
INSTRUCTURE.COM
PCH.COM   CRAIGSLIST.ORG
CHASE.COM INSTAGRAM.COM
KING.COM   INTUIT.COM   WHATSAPP.COM
WELLSFARGO.COM   BLACKBOARD.COM
ANCESTRY.COM   SHAREPOINT.COM

This map shows the most popular websites that are also distinctively Latinx.

YouTube now a leading source of political news

64% of registered Latino voters said they got election information from YouTube-- including 74% of Hispanic voters in Florida

5-MINUTE VIDEOS RECOMMENDED FOR YOU

Immigrants! Don't Support What You Fled
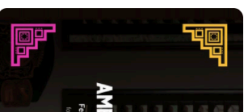Gloria Alvarez

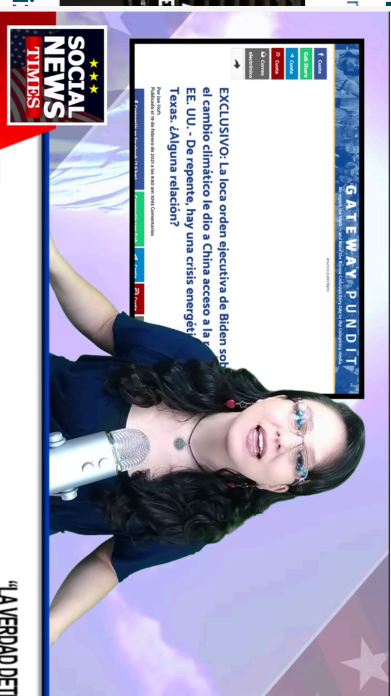**Build the Wall**
Charles Krauthammer

Jesse Holguin, Mexico

AMERICANOS
Featuring Felix Guillermo

Felix Guillermo, Dominican Republic
Felix Guillermo

Farah Ji...
Farah Jimer...

Tito Orti...
Tito Ortiz

CANDIDATA AL CONGRESO
MARIA ELVIRA SALAZAR

SOCIAL NEWS TIMES

EXCLUSIVO: La loca orden ejecutiva de Biden sol... el cambio climático le dio a China acceso a la EE. UU.- De repente, hay una crisis energéti... Texas. ¿Alguna relación?

GATEWAY PUNDIT

"LA VERDAD DETR...

27,286 views • Feb 20, 2021
Texas
#Bloomberg #nypost #foxnews
NOTICIAS HOY 20 febrero 2021 NEWS HOY, es el responsable directo del desastre en

4.5K   38   SHARE   SAVE   ...
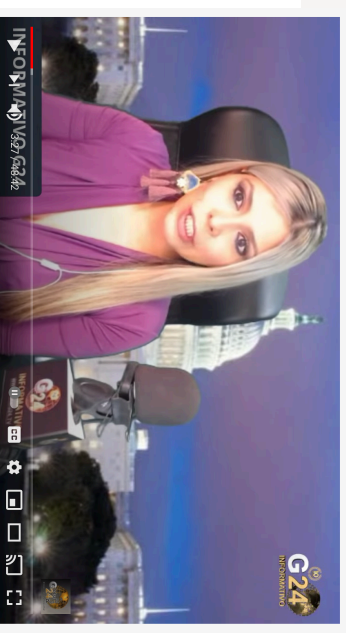
#DESCLASIFICADO-Los-Planes-de-Canadá-que-conocía-#TRUMP
103,259 views • Streamed live on Feb 17, 2021

11K   141   SHARE   SAVE   ...

RESPONSABLE DIRECTO DE LA CRISIS ELÉCTRICA EN TEXAS
ÚLTIMA HORA

Texas
#Bloomberg #nypost #foxnews
NOTICIAS HOY 20 febrero 2021 NEWS HOY, es el responsable directo del desastre en

In rare Election Day takeover of the YouTube homepage, Trump featured Latino-themed ad

Jorge Masvidal ad and his second-most-watched video of all time

X

Trigger Warning

34,396,130 views • Oct 20, 2020

👍 392K   👎 117K   ↗ SHARE   ≡+ SAVE   ...

0:04 / 1:50

ENTITLED TO THE LATINO VOTE

Paid for by Donald J. Trump for President, Inc.

X

What's next

X

Additional post-mortem research from Equis

1. Additional post-mortem polling and focus groups in key states + national post-mortem survey

2. Ongoing focus groups

3. 2020 vote estimates, polling analysis and modeling assessment (w/ Catalist)

4. Study of media consumption habits on YouTube

5. 2021/2022 horserace polling beginning in summer

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About the data

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Sample Sizes

- Equis Research operates a subscription model to provide high-quality polling of Latino voters to advocacy, civic engagement and electoral organizations.

- The 2019-2020 polling was conducted in partnership with GBAO, Matt Barreto & Co., EMC Research, GSG, Myers Research & TargetSmart

- All polls were multi-modal (live interview calls via both landlines and cellphones, and online surveys via multiple recruitment methods). Calls were made by bilingual callers who offered a choice of interview language. (Our spring 2020 survey was a mix of SMS/text & live calls.)

- 40,880 total interviews from July 2019 to October 2020

State	July 2019	Oct	Nov	Dec	Feb 2020	May	Aug/Sep	Sep/Oct
AZ	700	600	600	600	600	600	600	600
CO	700	600	600	600	600	600	600	600
FL	1200	600	600	600		800	1000	600
MI	500	400	400	400	400	400		300
NC	500	400	400	400		400	400	
NM	700	600	600	600		600		
NV	600	600	600	600	600	500	600	500
PA						600	400	400
TX	1000	985	945	1000	1000	800	700	700
VA	500	400	400	400		400	400	
WI	500	400	400	400	400	400	250	250
CA CDs	1200	1200	—	—	—	—	—	
Total	**8100**	**6785**	**5545**	**5600**	**2200**	**6100**	**3200**	**3350**

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Thank you!

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