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James Lee, President

To: Pennsylvania Elected Officials, SPR Clients & Supporters

From: Jim Lee, CEO & President

Re: Pennsylvania Election Outcome/Analysis   Date: 11/18/20

OVERVIEW – SUSQUEHANNA POLLING AND RESEARCH - CONFIDENTIAL

Below are descriptive statistics for the recent PA general election (POTUS only), followed by notes summarizing the results when compared with publicly available exit polling conducted both in 2016 and 2020:

- Latest figures representing total votes cast in Pennsylvania show 3,445,744 votes cast for J. Biden (50.0%) v. 3,364,111 votes for D. Trump (48.8%) and 79,053 for Jo Jorgensen (1.2%).

- Voter turnout in the '20 Pennsylvania general election was 76%, represented by 6,888,908 total votes cast for President out of 9,091,462 eligible registered voters[1].   In Philadelphia, voter turnout was 66% (741,899 votes cast out of 1,129,338 eligible voters) v. a cumulative, and *much higher* 77% voter turnout in the remaining 66 counties combined (6,147,009 votes cast out of 7,962,124 eligible voters).

- J. Biden won 13 of 67 Pa counties (i.e., Erie*, Allegheny, Bucks, Centre, Chester, Dauphin, Delaware, Philadelphia, Lackawanna, Montgomery, Northampton*, Lehigh and Monroe) v. all other 54 counties won by D. Trump. Erie and Northampton are the only counties flipped to Biden in '20 previously carried by Trump in 2016.

- On a percentage basis, D. Trump overperformed in only six counties in 2020 when compared with his winning vote margin in these same counties in 2016 (Clarion, Indiana, Mercer, Fayette, Green and Philadelphia).

- The chart on Page 2 shows Trump was able to add to his 2020 totals by overperforming in the "T/Central" and "Southwest" regions when compared with his 2016 margins (net gain of 64,178 votes), but suffered losses in other Trump-friendly areas like the Northwest/Erie (-1,690), Northeast/Wilkes-Barre/Scranton (-27,556) and even South Central Pa which includes Republican counties like Cumberland, Perry and Lancaster (-13,806).   Plus, Biden's ability to overperform both in the Southeast collar counties (by more than 111,000 votes) and even Allegheny County (+41,177 net gain) proved too much to overcome when compared with Trump's margins in other counties. Consequently, SPR's last poll prior to election Day (released 11/2; Trump led Biden 49.2% to 48.4%) had Biden leading by a 62:36 margin in the 4 collar counties around Philadelphia, where in our analysis [still available at www.realclearpolitics.com] we stated *"…Biden leads Trump in the suburban Philadelphia collar counties, which shows an improvement from Clinton's 57:43 margin in 2016 and,….if [sic] overperforms Clinton's margins in SE PA it could tilt the race in his favor."*

- Exit polling conducted by CNN shows the ratio of self-ID'd voters in Pa on 11/3 at +1 Republican (41R v. 40D v. 19 Ind), very similar to SP&R's 11/2 poll conducted prior to Election Day (+3 Republican lean). Yet even with an historic Republican-leaning electorate Trump was not victorious. The difference may be voters of both parties who self-ID'd as Independents, since Biden won these voters 52:44 according to CNN exit polling. This is a reversal from a 48:41 winnning Trump margin in 2016 according to the same CNN exit poll. Trump won self-

declared Republicans 91:8 while Biden won self-ID'd Democrats 92:7. [Note: It is unclear if CNN exit polls are conducted exclusively with Election Day voters or E.D. voters plus mail/absentee voters.]

- Contrary to pre-election reports that Trump was getting historically high approval ratings among African Americans, CNN exit polling shows Biden defeated Trump 92:7 among black voters in Pa., identical to Clinton's margin in 2016.   Conversely, Trump overperformed with Hispanic/Latino voters, getting 27% of the Latino vote (Biden got 69%) compared to a 22-percent vote-share in 2016 against Clinton.   The ratio of white/black/Latino voters who cast ballots this year (at 81%, 11%, and 5%, respectively) is almost identical to 2016.

- SPR polled 18-29 year old voters, reliably a Democratic leaning cohort, at 13% of its sample in its final poll released 11/2, on the strong assumption voter turnout with this age cohort would be down due to the exodus of college students from college campuses like PSU and others due to COVID restrictions. Exit polling showed 18-29 year old's made up 13% of all votes cast (a drop from 16% in '16), but broke for Biden by an even bigger margin than they did for Clinton in '16 (62:35 Biden versus 52:43 for Clinton in '16).   Conversely, Trump won 65+ year old voters by a 53:46 margin, a 3-point decline from his 10-point winning margin with seniors against Clinton in '16.

- The split between college graduates and non-graduates this year was 40:60, respectively.   Biden won college graduates 57:42 while Trump won non-college graduates 54:45. Both candidates improved with their respective cohorts.

SP&R Region/Geo Break	2016: Net Vote Diff. for all counties combined (+ Trump or -Clinton)	2020: Net Vote Diff. for all counties combined (+Trump or -Biden)	Net Change (Trump gain or loss; '16 v. '20 margin)
Northwest (Erie, Crawford, Mercer, Venango, Warren, Forest)	+50,899 Trump [won by 61:39 margin]	+49,209 Trump [won by 58:41 margin]	-1,690 (Trump loss)
Southwest (Lawrence, Beaver, Washington, Greene, Fayette, Westmoreland, Indiana, Armstrong, Butler)	+195,213 Trump [won by 66:34 margin]	+213,369 Trump [won by 64:35 margin]	+18,156 (Trump gain)
T/Central (Jefferson, Elk, McKean, Cameron, Clarion, Clearfield, Centre, Cambria, Somerset, Bedford, Fulton, Franklin, Huntingdon, Blair, Potter, Tioga, Bradford, Susquehanna, Wyoming, Sullivan, Lycoming, Clinton, Union, Snyder, Northumberland, Montour, Columbia, Mifflin)	+295,653 Trump [won by 71:29 margin]	+341,675 Trump [won by 69:29 margin]	+46,022 (Trump gain)
Northeast (Luzerne, Carbon, Monroe, Schuylkill, Lackawanna, Lehigh, Northampton, Pike, Wayne)	+74,102 Trump [won by 55:45 margin]	+46,546 Trump [won by 52:47 margin]	-27,556 (Trump loss)
South Central (Perry, Cumberland, Dauphin, Adams, York, Lancaster, Lebanon, Berks, Juniata)	+197,448 Trump [won by 60:40 margin]	+183,642 Trump [won by 57:41 margin]	-13,806 (Trump loss)
Southeast (Chester, Bucks, Delaware, Montgomery)	-179,464 Clinton [won by 57:43 margin]	-291,422 Biden [won by 59:40 margin]	+111,958 (Biden gain)
Allegheny	-105,529 Clinton [won by 59:41 margin]	-146,706 Biden [won by 60:39 margin]	+41,177 (Biden gain)
Philadelphia	-455,124 Clinton [won by 84:16 margin]	-471,305 Biden [won by 81:18 margin]	+16,181 (Biden gain)