



## THE LOBBYIST



## NEWSLETTER

**THE VERY LATEST NEWS IN THE LOBBYING WORLD**

IT can be safely said that one question, asked most frequently is “really, what do lobbyists do? I always enjoying answering that one.

Is this surprising, though? While I still maintain that lobbying is a profession that takes a back seat to almost no others, the fact is we do get a lot of public attention. And this leads to the basic purpose in forming The Lobby Channel and writing the book, **EVERYBODY LOBBIES**.

We do get tired of seeing the greedy and unethical opportunists cause the media to use lobbyists as punching bags. There are all too many members of the media seeking sensational stories and politicians of all stripes and party seeking to cover their backsides by blaming their troubles on a lobbyist. Enough said on this, just remember that when money changes hands and favors are expected, an old saying comes into mind; **“IT TAKES TWO TO TANGO.”**

**LOBBY CHANNEL** progress is being made and the effort to use our three decades of lobbying experience is paying off; A lobbyist does not have to resort to unethical or unsavory tactics in order to succeed.

### **EVERYBODY LOBBIES IS GROWING RAPIDLY**

Yes, it took a while but the book stressing ethics and honesty in lobbying is now being accepted and read in more than **32 states** as well as England, Canada. Australia and Africa.

### **They Include Readers In**

**ARIZONA  
ARKANSAS  
CALIFORNIA  
COLORADO  
CONNECTICUT  
IDAHO**

ILLINOIS  
KENTUCKY  
LOUISIANA  
MAINE  
MICHIGAN  
MARYLAND  
MINNESOTA  
MISSISSIPPI  
MISSOURI  
MICHIGAN  
NEW HAMPSHIRE  
NO CAROLINA  
SO CAROLINA  
NEW YORK  
NEW JERSEY  
OHIO  
OKLAHOMA  
TEXAS  
VIRGINIA  
VERMONT  
WEST VIRGINIA  
WASHINGTON

### PUBLIC INTEREST IN LOBBYING

There is little doubt that as lobbying is so frequently appearing in newscasts, in articles, and in the day to day national and international political and diplomatic circles, the “oldest profession” has come in for much attention. The well respected **CENTER FOR PUBLIC INTEGRITY** has just released a report in which the scope and financial weight of lobbying is revealed. This study covers only lobbyist activity in Washington D.C. It begins by revealing that officials are failing to track lobbying.

“Further, they cite billions spent but spotty regulation of the federal law requiring lobbyists to make regular reports”

The Following Points Were Made:

1. Last year corporations and labor unions spent more than \$3 billion trying to influence the federal government.
2. Some 14,000 disclosure documents required under a ten year lobbying law were not filed.
3. Said reports were due from 49 of the 50 largest lobbying firms.
4. The demand for lobbyists is so great in D.C. that former members of congress now routinely become lobbyists when they either retire or are defeated.
6. They estimate that about **250 former members of Congress** and heads of federal agencies are now registered to lobby.
7. More than 2000 former senior government officials also registered as lobbyists.
8. Between 1998 and through mid-2004 total spending in D.C. by registered lobbyists was estimated to be \$13 billion.
9. More than \$5.4 billion was projected spending on lobbying in 2003 and 2004.

### WHO SPENT THE MOST?

10. THE U.S Chamber of Commerce outspent any other group over the six year period- **\$193 million.**
11. Others Were :  
Altria Group, Inc.  
Verizon Communications  
General Electric

**Edison Electric Institute**  
The report indicates that EACH spent more than \$100 million over the same period of time.

12. State, County and City governments are hiring the best lobbyists they can find with many of them appropriating large amounts for lobbying purposes.

TO CONCLUDE THIS EYE OPENING REPORT, The Center's authors stated the belief that the rich economics of lobbying will probably continue and they used the following example.

**Does lobbying pay?**

Here's one example. The Center reported that since 1998 Lockheed Martin has spent roughly, **\$89 million** on lobbying and received **\$94 billion** in government contracts

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Our **FEEDBACK** section of the Website has produced both some very interesting remarks as well as many many questions about lobbying.

We thought it might be helpful in the next NEWSLETTER to put together several dozen or so of the questions together with the answers we provided.

Thanks to those who are writing in. We welcome both your questions and your opinions.

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**NEXT ISSUE: HOW WE CAN HELP EACH OTHER - STATE BY STATE. WE'LL TELL YOU HOW.**