

THE LOBBY CHANNEL
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EVERYBODY LOBBIES -

THE LOBBYIST'S NEWS LETTER

ETHICAL LOBBYING IS EFFECTIVE LOBBYING

**How Strong And Realistic Is The Need For Competent,
Well Trained Lobbyists**

In Washington, dramatic changes made in the House and Senate have caused a monstrous scramble to recruit new lobbyist personnel for the many lobbying firms headquartered there.

The call went out to staffers and other workers on the hill, offering lucrative, enticing contracts to those willing to leave their governmental job and go to work for a Washington lobbying firm.

A conservative count now shows there are over 14,000 registered lobbyists in Washington D.C. and still more are needed -new hiring goes on daily. But lets face another very important fact - **There are also fifty states with fifty legislatures and literally thousands of counties and cities that are either using or planning on using lobbyists on a regular basis. State or local government lobbying is a billion dollar industry. It is reported that more than 38,000 people are registered to lobby state or local legislators. How's that for something positive to look at?**

INTEREST AT ITS PEAK

In addition to those we hear from who wish to become lobbyists, copies of **EVERYBODY LOBBIES** are being ordered by businesses for key executives that plan on assuming lobbying responsibility; by smaller cities for their city managers; also by non profit organizations;

Just recently the book was ordered by a contract lobbyist who told us he wanted to give his clients and possibly future clients an overall picture of lobbying from an "unbiased point of view.. .

If this doesn't qualify as a "needed profession," **I don't know what does.**

Sounds like a good business move in every direction.

PREVIOUS PREDICTIONS

EXCEED ALL

EXPECTATIONS

State house Lobbying has always been under rated UNTIL NOW. A recent **BUSINESS WEEK** article points out that **"business will focus more attention on... state governments."**

This comes as no surprise to any of us who have long been active in state legislative advocacy.

The state of California, as an example registers several thousand active lobbyists. The state legislature carries a very legislative load generally exceeding five to seven thousand bills each year. Think of the lobbying that must occur there.

As with most states you can order a copy of their official **DIRECTORY OF LOBBYISTS, LOBBYING FIRMS, AND LOBBYIST EMPLOYERS**, which is usually updated every other year. Calif. charges \$12.50 (the last time I ordered one.) It is a hefty book of 597 pages, loaded with vital information for anyone pursuing a lobbying career in that state.

We find that many other states make available similar facts and statistics.

Call or write your state capitol, ask for "bill room" or the Sec. of State's office and request a copy. ---It's well worth the small cost.

WIGGLE ROOM ??

We had encouraging news that members of Congress had finally agreed to a reasonably effective ethics bill. Sure, its taken major repercussions but we thought they had finally seen the light.

NOT SO.

Soon, thereafter the headline above appeared. Wiggle room? whats that? We soon learned. The expression or idiom that has lasted through every congress is that in Congress, "they take care of their own." That goes for pay raises, special pensions, full medical and life insurance -you name it - yes, they even get a **cut** (no pun intended) on their haircuts. Establish, years ago, their own barber shop. But that's peanuts compared to some of the weaseling and wiggling that is going on. When it comes to protecting those in the good old boys (and girls) club, they haven't lost their political dexterity.

``Check this out. In a little debated amendment to the Ethics bill,

The **Wives** of Newly Elected Members May Not Become Lobbyists For A Period of Two Years.

HOWEVER:

This does not affect the scores of **Wives and other family members of sitting members in Congress,**

They may continue their lobbying activities representing clients before committees or in meetings with the colleagues of their husband or anyone else for that matter.

Note: If you can offer any plausible or logical explanation for this, other than once again, to "take care of their own" please drop me an e mail. S.L.

Jan 15-19

A WEEK OF UPSETS

House and Senate both working on the Ethics bill with news stories flashing hourly. on **Jan.18th** the Washington Post carried a story entitled:

[Republicans Halt Ethics #200443](#)

Double click above

HARDLY before the ink was dry on

[Jan 19th](#) the WP regaled us with this:

[Senate Ethics Pac#200451](#)

(Double click above)

ETHICS BILL INCLUDES POLITICAL FUND RAISING

(More commonly known as BUNDLING)

This is a practice which an office holder will lobby a lobbyist to go to his friends or clients and pick up smaller checks from several or more made out to the fundraising committee of the moment. That serves two purposes, 1. to hit those who are not the heavy givers but to pick up a combination of checks that will accomplish almost as much. Many times I have been contacted with the very sincere suggestion that He (the candidate or office holder) was having a luncheon or dinner and he was sure I would want to take a table of ten. Just give your clients a chance to participate and deliver the sheaf of checks at the appropriate time.

The article in the New York Times was entitled:

SENATE MEASURE PUTS SPOT LIGHT ON FUND-RAISING

NY TIMES, "Rushing to complete the promised reform bill. the Senate adopted a measure that for the first time, would require registered lobbyists to disclose not only the limited money they can raise for candidates personally but also the tens or hundreds of thousands of dollars they raise from clients and friends and deliver as sheaves of checks --a tradition known as bundling."