

# *Wisconsin Ethics Board*

In-depth Analysis of

# Lobbying in Wisconsin

2005-2006



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## **A message from the Ethics Board's Director, Roth Judd**

The Wisconsin Ethics Board administers the most far reaching lobbying disclosure laws in the United States. Unlike many states where lobbyists may routinely purchase meals and entertainment for officials, Wisconsin law forbids lobbyists and the organizations that employ them to provide meals, drinks, lodging, transportation, or other items or services to Wisconsin's officials. Wisconsin has expressly banned lobbyists from entertaining legislators since 1957. Wisconsin leads the nation in forbidding special interest groups from providing favors to elected officials.

Wisconsin's lobbying disclosure law has permitted the Ethics Board to compile this report, which complements the Board's award-winning Eye on Lobbying website (<http://ethics.state.wi.us>).

In 2000, the prestigious Innovations in American Government Awards program sponsored by Harvard University and the Ford Foundation hailed the Wisconsin Ethics Board's Eye on Lobbying website as one of the 25 most significant innovations in American government.

In 2002, four prestigious organizations joined to name the Wisconsin Ethics Board's Eye on Lobbying website the recipient of the 2002 Public Integrity Award. The Award pays tribute to an organization that has made outstanding contributions to responsible conduct in public service. This award was presented by the Council of State Governments, the American Society for Public Administration, the International City/County Management Association, and the Council on Governmental Ethics Laws.

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## OVERVIEW

Every organization that pays a person to try to influence the actions of Wisconsin's legislature on a regular basis provides the Wisconsin Ethics Board each January and July with a statement of its lobbying activities and expenditures.

To the extent that the payments pertain to lobbying, an organization reports:

- Payments and obligations to contract lobbyists.
- Compensation to in-house lobbyists (including fringe benefits).
- Compensation to officers, directors, and non-clerical employees who, although not lobbyists, assist the organization's lobbying effort.
- Overhead.
- Travel and living expenses.
- Purchase of research, printing, advertising, and other items and services.

An organization also reports:

- Payments or reimbursements to state officials.
- The names of non-clerical employees who communicated with state officials on behalf of the organization.

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The lobbying program administered by the Wisconsin Ethics Board is the only program in the country that provides citizens information about the businesses and organizations trying to influence the legislature, what they are lobbying about, and the time and money each is devoting to these matters. Organizations employing lobbyists recently reported to the Ethics Board their lobbying expenditures for the 2005-2006 legislative session. The Ethics Board can now offer this report of lobbying activity for all of the 2005-2006 legislative session.

## **THE BIG PLAYERS**

(visually displayed on CHART A)

The organizations that reported spending the most during the 2005-2006 legislative session, were:

|   |             |
|---|-------------|
| • Wisconsin Manufacturers & Commerce                                  | \$1,591,931 |
| • Wisconsin Education Association Council                             | \$1,533,186 |
| • Wisconsin Hospital Association Inc (WHA)                            | \$1,532,927 |
| • Wisconsin Independent Businesses Inc                                | \$1,103,747 |
| • Wisconsin Merchants Federation                                      | \$1,088,632 |
| • Wisconsin Farm Bureau Federation                                    | \$1,084,664 |
| • Forest County Potawatomi Community                                  | \$860,260   |
| • Arjo Wiggins Appleton Limited                                       | \$843,677   |
| • Wisconsin Insurance Alliance  | \$755,313   |
| • Wisconsin Energy Corporation  | \$722,367   |
| • Wisconsin Counties Association                                      | \$720,284   |
| • Aurora Health Care Inc  | \$653,069   |
| • Philip Morris Incorporated  | \$561,968   |
| • Georgia-Pacific Corporation   | \$496,626   |
| • Wisconsin Property Taxpayers Inc                                    | \$492,844   |
| • AFSCME Council 11   | \$485,810   |
| • Planned Parenthood Advocates of Wisconsin                           | \$484,721   |
| • Wisconsin Medical Society   | \$474,241   |
| • Northern States Power d/b/a Xcel Energy                             | \$435,664   |
| • Wisconsin Realtors Association                                      | \$426,157   |
| • Wisconsin Rental Dealers Association                                | \$419,880   |
| • Marshfield Clinic   | \$401,284   |
| • AT&T Wisconsin (formerly SBC)                                       | \$400,277   |
| • Wisconsin Association of School Boards Inc                          | \$390,674   |
| • Milwaukee County  | \$388,352   |
| • Wisconsin Builders Association                                      | \$386,976   |
| • Wisconsin Petroleum Marketers & Convenience Store Association, Inc. | \$386,272   |
| • National Federation of Independent Business                         | \$376,714   |
| • AARP  | \$370,556   |
| • City of Milwaukee   | \$369,134   |
| • American Cancer Society   | \$364,727   |
| • Wisconsin Transportation Builders Association                       | \$354,375   |



## THE REGULARS

During the 2005-2006 legislative session:

**Wisconsin Education Association Council (WEAC)** devoted 11% of its lobbying-related time to the Taxpayer Bill of Rights and 21% of its lobbying-related time on the Department of Public Instruction's budget.

**Wisconsin Hospital Association** devoted 24% of its lobbying-related time to medical malpractice issues and 24% of its lobbying-related time to the Department of Health and Family Services' Medical Assistance portion of their budget.

**Forest County Potawatomi Community** devoted 57% of its lobbying-related time to legislative approval of gaming compacts.

## UP AND COMERS

There was little change in the organizations that are traditionally among the biggest spenders over the two-year legislative session. However when looking at the last six-months of the legislative session two organizations that traditionally are not among the biggest spenders ranked fifth and sixth in total dollars expended between July and December 2006.

|  | July-December 2006 |
|--|--------------------|
| Wisconsin Hospital Association Inc (WHA)                               | \$307,979          |
| Wisconsin Independent Businesses Inc                                   | \$301,056          |
| Wisconsin Farm Bureau Federation                                       | \$289,498          |
| Wisconsin Merchants Federation   | \$273,870          |
| <b>Citizen Action of Wisconsin (formerly Wisconsin Citizen Action)</b> | <b>\$226,294</b>   |
| <b>Wisconsin Laborers District Council</b>                             | <b>\$201,766</b>   |
| Wisconsin Manufacturers & Commerce                                     | \$183,544          |
| Wisconsin Energy Corporation   | \$180,435          |
| Aurora Health Care Inc   | \$164,561          |
| Wisconsin Counties Association   | \$155,824          |
| Wisconsin Property Taxpayers Inc                                       | \$139,534          |
| AFSCME Council 11  | \$135,119          |
| Wisconsin Education Association Council                                | \$134,174          |

**Citizen Action of Wisconsin** devoted 100% of its lobbying-related time to health care coverage issues during the last six-months of 2006.

**Wisconsin Laborers District Council** devoted 72% of its lobbying-related time to "transportation funding and related issues being considered by the Select Committee on the Road to the Future."





**THE BIG ISSUES**

(visually displayed on CHART C)

The bills, apart from the state budget, that lobbying organizations reported having lobbied on the most in the 2005-2006 legislative session were:

|  |  | Total number of<br>hours spent by<br>lobbying<br>organizations<br>on these bills:            |
|--|--|--|
| <b>Taxpayers' Protection Act<br/>(TPA)</b>                                     | Assembly Joint Resolution 77<br>Senate Joint Resolution 63<br>Assembly Joint Resolution 40<br>Assembly Joint Resolution 71 | 14,750<br>(time<br>equivalent to<br>one person<br>working a full<br>time job for 7<br>years) |
| <b>Environmental claims under<br/>general liability insurance<br/>policies</b> | Assembly Bill 222<br>Senate Bill 356<br>Senate Bill 137  | 8,400  |
| <b>Recovery of non-economic<br/>damages in medical<br/>malpractice cases</b>   | Assembly Bill 766<br>Assembly Bill 1073<br>Assembly Bill 960<br>Senate Bill 393  | 5,400  |
| <b>Carrying of concealed<br/>weapons</b>                                       | Senate Bill 403<br>Assembly Bill 763<br>Assembly Bill 561  | 5,000  |
| <b>Ethanol requirements in<br/>automotive gasoline</b>                         | Assembly Bill 15<br>Senate Bill 15   | 5,000  |



**A DETAILED LOOK AT THE BIGGEST ISSUES**

The most lobbied piece of legislation during the 2005-2006 legislative session, apart from the state budget, was **Taxpayers' Protection Act** Organizations devoted more than 14,750 hours to lobbying on the proposals.

Taking all of this into account, more than 14,750 hours were devoted to lobbying on the Taxpayers Protection Act.

The biggest players were:

- Wisconsin Property Taxpayers Inc (4,520 hrs) ↑ (for)
- Wisconsin Education Association Council (940 hrs) ↓ (against)
- Americans for Prosperity (633 hrs) ↑ (for)
- AARP (532 hrs) ↓ (against)
- Wisconsin Professional Police Association (425 hrs) ↓ (against)
- Wisconsin Realtors Association (404 hrs) ↔ (undecided)
- Wisconsin Counties Association (404 hrs) ↓ (against)
- Wisconsin Alliance of Cities Inc (502 hrs) ↓ (against)
- Wisconsin State AFL-CIO (151 hrs) ↓ (against)
- Wisconsin Hospital Association Inc (WHA) (271 hrs) ↓ (against)

**Assembly Joint Resolution 77**  
creating a revenue limit for the state and local governmental units

Did not pass both houses

**124 organizations lobbied this bill**  
5 - for  
93 - against  
13 - undecided/had reservation  
13 - position not disclosed

**Senate Joint Resolution 63**  
creating a revenue limit for the state and local governmental units

Did not pass both houses

**116 organizations lobbied this bill**  
4 - for  
93 - against  
9 - undecided/had reservation  
10 - position not disclosed

**Assembly Joint Resolution 40**  
spending limits for the state, school districts, and local governmental units

Did not pass both houses

**28 organizations lobbied this bill**  
2 - for  
25 - against  
0 - undecided/had reservation  
1 - position not disclosed

**Assembly Joint Resolution 71**  
spending limits for the state, school districts, technical college districts and local governmental units

Did not pass both houses

**6 organizations lobbied this bill**  
1 - for  
3 - against  
0 - undecided/had reservation  
2 - position not disclosed



Other bills receiving the attention of lobbying organizations related to: Environmental Claims; Medical Malpractice Cases; and Concealed Carry,

Organizations devoted more than 8,400 hours to lobbying **Environmental Claims Issues**. The biggest players were:

- Arjo Wiggins (3,711 hrs) ↔ (undecided)
- Georgia Pacific Corporation (1,576 hrs) ↑ (for)
- Wisconsin Insurance Alliance (957 hrs) ↓ (against)
- Sentry Insurance (354 hrs) ↓ (against)

**Assembly Bill 222**  
environmental claims under general liability insurance policies, fees related to removal of contaminated material from a navigable water

Did not pass both houses

36 organizations lobbied this bill  
14 - for  
10 - against  
8 - undecided/had reservation  
4 - position not disclosed

**Senate Bill 356**  
choice of law in cases involving environmental claims under general liability insurance policies

Did not pass both houses

28 organizations lobbied this bill  
15 - for  
9 - against  
0 - undecided/had reservation  
4 - position not disclosed

**Senate Bill 137**  
environmental claims under general liability insurance policies, fees related to removal of contaminated material from a navigable water

Did not pass both houses

22 organizations lobbied this bill  
7 - for  
10 - against  
4 - undecided/had reservation  
1 - position not disclosed

Organizations devoted more than 5,400 hours to lobbying **Medical Malpractice Issues**. The biggest players were:

- Wisconsin Hospital Association (1,628 hrs) ↑ (for)
- Wisconsin Medical Society (1,277 hrs) ↑ (for)
- Wisconsin Academy of Trial Lawyers (1,014 hrs) ↓ (against)

**Assembly Bill 766**  
recovery of noneconomic damages in medical malpractice cases

Vetoed in whole by the Governor

52 organizations lobbied this bill  
34 - for  
7 - against  
1 - undecided/had reservation  
10 - position not disclosed

**Assembly Bill 1073**  
recovery of noneconomic damages in medical malpractice cases

Signed into law by the Governor

32 organizations lobbied this bill  
22 - for  
3 - against  
1 - undecided/had reservation  
6 - position not disclosed

**Assembly Bill 960**  
recovery of noneconomic damages in medical malpractice cases

Did not pass both houses

5 organizations lobbied this bill  
0 - for  
2 - against  
0 - undecided/had reservation  
3 - position not disclosed

**Senate Bill 393**  
recovery of noneconomic damages in medical malpractice cases

Did not pass both houses

15 organizations lobbied this bill  
7 - for  
4 - against  
1 - undecided/had reservation  
3 - position not disclosed



Organizations devoted more than 5,000 hours to lobbying **Concealed Carry Issues**. The biggest players were:

- Wisconsin Gun Owners (2,198 hrs) ↔ (undecided)
- National Rifle Association – Inst. For Legislative Action (627 hrs) ↑ (for)
- Wisconsin Sheriffs and Deputy Sheriffs Association (242 hrs) ↓ (against)
- Dane County (200 hrs) ↔ (undecided)

**Senate Bill 403**  
carrying a concealed weapon, possessing or transporting a firearm under certain circumstances

**Vetoed in whole by the Governor**

65 organizations lobbied this bill  
4 – for  
36 – against  
10 – undecided/had reservation  
15 – position not disclosed

**Assembly Bill 763**  
carrying a concealed weapon, possessing or transporting a firearm under certain circumstances

**Did not pass both houses**

63 organizations lobbied this bill  
5 – for  
36 – against  
8 – undecided/had reservation  
14 – position not disclosed

**Assembly Bill 561**  
carrying of concealed weapons by out-of-state and retired law enforcement officers

**Did not pass both houses**

8 organizations lobbied this bill  
3 – for  
1 – against  
2 – undecided/had reservation  
2 – position not disclosed

Organizations devoted more than 5,000 hours to lobbying **Ethanol Requirements in Automotive Gasoline**. The biggest players were:

- Flint Hills Resources (1,025 hrs) ? (not disclosed)
- Wisconsin Ethanol Producers (965 hrs) ↑ (for)
- Wisconsin Corn Growers Association (888 hrs) ↑ (for)
- Marathon Oil (358 hrs) ↔ (undecided)
- Wisconsin Federation of Cooperatives (315 hrs) ↑ (for)
- American Petroleum Institute (305 hrs) ↓ (against)

**Assembly Bill 15**  
ethanol requirements in automotive gasoline

**Did not pass both houses**

69 organizations lobbied this bill  
23 – for  
16 – against  
7 – undecided/had reservation  
23 – position not disclosed

**Senate Bill 15**  
ethanol requirements in automotive gasoline

**Did not pass both houses**

29 organizations lobbied this bill  
8 – for  
2 – against  
2 – undecided/had reservation  
17 – position not disclosed



**2005-06 BIENNIAL BUDGET**

(visually displayed on CHART D)

The most lobbied piece of legislation during the 2005-2006 legislative session was the biennial budget. Organizations devoted more than 47,000 hours to lobbying on that biennial budget.

The most lobbied areas of the state budget in 2005 were:

|  | <u>Lobbying time equivalent to<br/>this number of 40 hour weeks</u> |
|--|---|
| • Health and Family Services: Medical Assistance   | 288   |
| • Public Instruction: Categorical Aids   | 45  |
| • General Fund Taxes   | 44  |
| • Shared Revenue and Property Tax Relief: Property Taxation                                    | 43  |
| • Public Instruction: Revenue Limits   | 42  |
| • Revenue: Tax Administration  | 40  |
| • Public Instruction: General School Aids  | 40  |
| • Health and Family Services: Health   | 39  |
| • Transportation: Local Transportation Aid   | 37  |
| • Health and Family Services: Family Care and Other Community-Based<br>Long-Term Care Programs | 33  |
| • Transportation: Transportation Finance   | 31  |
| • Health and Family Services: Prescription Drug Assistance                                     | 28  |

The biggest players were:

|  |           |
|--|-----------|
| • Wisconsin Education Association Council    | 2,215 hrs |
| • Milwaukee County                           | 1,886 hrs |
| • Wisconsin Hospital Association Inc (WHA)   | 1,638 hrs |
| • Wisconsin Association of School Boards Inc | 1,566 hrs |
| • Wisconsin Property Taxpayers Inc           | 1,547 hrs |
| • AARP                                       | 1,318 hrs |
| • Wisconsin Counties Association             | 1,318 hrs |
| • Pharmacy Society of Wisconsin              | 1,196 hrs |
| • Wisconsin Independent Businesses Inc       | 1,130 hrs |

**Wisconsin Education Association Council (WEAC)** devoted 21% of its lobbying time attempting to influence the Department of Public Instruction's budget.

**Milwaukee County** devoted 29% of its lobbying time attempting to influence a dozen budget bill subjects.

**Wisconsin Hospital Association (WHA)** devoted 18% of its lobbying time to the Medical Assistance portion of the Department of Health and Family Services' budget.

**Wisconsin Association of School Boards** devoted 18% of its lobbying time attempting to influence the Department of Public Instruction's budget.



## **A DETAILED LOOK AT THE BIGGEST ISSUES**

The most lobbied area of the biennial budget in 2005 was the Medical Assistance portion of the Department of Health and Family Service's budget, with organizations devoting more than 11,500 hours.

The biggest players devoting more than 200 hours were:

|   |           |
|---|-----------|
| • Wisconsin Hospital Association                              | 1,639 hrs |
| • Pharmacy Society of Wisconsin                               | 1,197 hrs |
| • Wisconsin Association of Homes & Services for the Aging Inc | 625 hrs   |
| • Wisconsin Association of Health Plans                       | 500 hrs   |
| • Aurora Health Care Inc                                      | 495 hrs   |
| • Wisconsin Health Care Association Inc                       | 482 hrs   |
| • Wisconsin Primary Health Care Association                   | 442 hrs   |
| • Marshfield Clinic   | 357 hrs   |
| • AARP  | 264 hrs   |
| • Planned Parenthood Advocates of Wisconsin                   | 241 hrs   |
| • Affinity Health System                                      | 217 hrs   |
| • Wheaton Franciscan Healthcare                               | 217 hrs   |
| • Beverly Healthcare  | 203 hrs   |
| • Extencicare Health Services Inc                             | 203 hrs   |
| • FiveStar Quality Care Inc                                   | 203 hrs   |
| • Kindred Healthcare  | 203 hrs   |

Organizations spent considerable lobbying effort on the budget's treatment of Categorical Aids, General Fund Taxes, Shared Revenue and Property Tax Relief (specifically Property Taxation), and Revenue Limits. That portion of the budget dealing with Categorical Aids was the second most lobbied portion of the budget (1,800 hours).

Public Instruction: Categorical Aids

The biggest players devoting more than 200 hours were:

|   |         |
|---|---------|
| • NoVo Foundation                         | 468 hrs |
| • Wisconsin Education Association Council | 253 hrs |
| • Wisconsin Council of Churches           | 213 hrs |

General Fund Taxes was the third most lobbied portion of the biennial budget with more than 1,700 hours being devoted to lobbying.

General Fund Taxes

The biggest player devoting more than 200 hours was:

|  |           |
|--|-----------|
| • Wisconsin Independent Businesses Inc | 1,130 hrs |
|--|-----------|



The portion of the budget bill dealing with property taxation was the subject of more than 1,700 hours of lobbying, the fourth most lobbied portion of the budget.

**Shared Revenue: Property Taxation**

The biggest players devoting more than 200 hours were:

- Wisconsin Counties Association 527 hrs
- Wisconsin Property Taxpayers Inc 516 hrs

The portion of the budget bill dealing with revenue limits was the subject of more than 1,600 hours of lobbying, the fifth most lobbied portion of the budget.

**Public Instruction: Revenue Limits**

The biggest players devoting more than 200 hours were:

- Wisconsin Association of School Boards Inc 437 hrs
- Wisconsin Education Association Council 253 hrs
- Wisconsin Property Taxpayers Inc 516 hrs

**THE SECTORS LOBBYING**

(visually displayed on CHARTS E and F)

The Ethics Board requires each organization that registers with the Board to designate a specific sector that best represents the organization. Lobbying organizations are divided into the following categories and the respective number of lobbying organizations along with the sector's total time and expenditures is listed for each:

| Sector  | # of orgs |                |                |
|---|-----------|----------------|----------------|
| Industry, Trade, or Professional Association    | 268       | \$23.5 million | 195,000 hrs    |
|   |           | AVG: \$87,000  | AVG: 729 hrs   |
| Business Entities                               | 263       | \$18.4 million | 104,000 hrs    |
|   |           | AVG: \$69,900  | AVG: 395 hrs   |
| Charitable/Religious/Civic/Other Not For Profit | 154       | \$7.4 million  | 87,000 hrs     |
|   |           | AVG: \$48,000  | AVG: 567 hrs   |
| Governmental                                    | 40        | \$5.3 million  | 57,800 hrs     |
|   |           | AVG: \$133,000 | AVG: 1,400 hrs |
| Labor Union                                     | 29        | \$3.4 million  | 27,000 hrs     |
|   |           | AVG: \$119,700 | AVG: 939 hrs   |
| Individual                                      | 2         | \$151,500      | 315 hrs        |



## THE BIG LOBBYING FIRMS

Lobbying organizations may choose to authorize an employee to lobby on the organization's behalf or the organization may enter into a contractual relationship with a private lobbying firm that specializes in lobbying. Lobbying organizations paid more than \$26.8 million to lobbying firms to represent them before the legislature and state agencies.

Lobbying organizations paid the following lobbying firms the most to lobby on their behalf during the 2005-2006 legislative session.

| Lobbying firm                     | # of clients | # of lobbyists | Hours reported by lobbyists | Dollars paid to the firm |
|-----------------------------------|--------------|----------------|-----------------------------|--------------------------|
| Broydrick & Associates            | 62           | 13             | 14,600 hrs                  | \$2.7 million            |
| The Hamilton Consulting Group     | 33           | 5              | 22,200 hrs                  | \$2.0 million            |
| Capitol Consultants Inc           | 29           | 5              | 4,500 hrs                   | \$1.6 million            |
| Quarles & Brady                   | 47           | 6              | 6,200 hrs                   | \$1.5 million            |
| Martin Schreiber & Associates Inc | 20           | 8              | 4,600 hrs                   | \$1.5 million            |
| Foley & Lardner                   | 22           | 7              | 2,900 hrs                   | \$1.4 million            |
| Essie & Kammer Group              | 30           | 6              | 5,000 hrs                   | \$1.2 million            |
| DeWitt Ross & Stevens SC          | 47           | 9              | 5,000 hrs                   | \$1.0 million            |
| Whyte Hirschboeck Dudek LLC       | 27           | 6              | 4,500 hrs                   | \$1.0 million            |

## A HISTORICAL LOOK

How does the \$58.1 million that businesses and organizations spent in the 2005-2006 legislative session to influence legislation compare with lobbying expenditures during past legislative sessions?

|           |                |
|-----------|----------------|
| 2005-2006 | \$58.1 million |
| 2003-2004 | \$48.8 million |
| 2001-2002 | \$46.7 million |
| 1999-2000 | \$44.4 million |
| 1997-1998 | \$41.8 million |
| 1995-1996 | \$37.8 million |
| 1993-1994 | \$35.4 million |
| 1991-1992 | \$32.5 million |

How does the amount of time devoted to lobbying in 2005-2006 legislative session compare with time spent lobbying during past legislative sessions?

|                        |               |
|------------------------|---------------|
| 2005-2006              | 472,000 hours |
| 2003-2004              | 442,000 hours |
| 2001-2002              | 445,000 hours |
| 1999-2000 <sup>1</sup> | 426,000 hours |
| 1997-1998              | 529,000 hours |
| 1995-1996              | 524,000 hours |

<sup>1</sup> Beginning January 1, 1999, a lobbying organization no longer reported the time its clerical employees and unpaid volunteers devoted to lobbying.





Unless the content indicates otherwise, these numbers are derived from lobbying activities and expenditures reported to the Ethics Board by organizations employing lobbyists during the 2005-2006 and 2003-2004 legislative sessions:

| <u>2005-2006</u> | <u>2003-2004</u> |  |
|------------------|------------------|--|
| 58.1 million     | 48.8 million     | Total lobbying-related expenditures  |
| 1.6 million      | 1.4 million      | Largest lobbying expenditure by one organization (WMC)   |
| 9                | 8                | Number of organizations that reported spending more than \$750,000 dollars   |
| 77,000           | 74,000           | Average lobbying expenditure reported  |
| 32,000           | 34,800           | Median lobbying expenditure reported   |
| 50               | 40               | Multiple by which the organization with the largest lobbying expenditures exceeded the median lobbying expenditure   |
| 755              | 707              | Number of organizations registered to lobby  |
| 13               | 11               | Number of organizations that spent more than half a million dollars lobbying   |
| 322              | 333              | Number of organizations that spent less than \$25,000 lobbying   |
| 19               | 19               | Percentage of total lobbying expenditures for which the top 10 organizations accounted   |
| 440,000          | 370,000          | Average lobbying expenditures per legislator, if evenly distributed between the 132 legislators (Assembly 99; Senate 33)   |
| 11               | 9                | Average lobbying expenditures per Wisconsin resident, if evenly distributed <sup>i</sup>   |
| 472,000          | 442,000          | Total hours devoted to lobbying-related matters  |
| 217              | 244              | Median number of hours organizations devoted to lobbying-related matters during the legislative session  |
| 625              | 673              | Average number of hours devoted to lobbying each business day <sup>ii</sup>  |
| 226              | 213              | Number of years a person would need to work a full-time job (without vacation) to equal the number of hours spent lobbying in Wisconsin in the 2005-2006 session |
| 100%             | 100%             | Portion of organizations opting to file semi-annual lobbying reports online  |
| zero             | zero             | Number of lobbying organization failing to submit reports of lobbying activities or expenditures   |
| 667              | 677              | Number of lobbyists who were licensed to lobby for only one organization   |
| 148              | 140              | Number of lobbyists who were licensed to lobby for more than one organization  |
| 2,243            | 1,816            | Number of bills and resolutions introduced   |
| 18               | 22               | Percentage of lobbying time for which the state budget accounted   |
| 10               | 12               | Percentage of total time for which the 20 most lobbied bills, other than the budget, accounted   |

Source for all information is the Wisconsin Ethics Board, unless otherwise noted below. Some numbers are rounded.

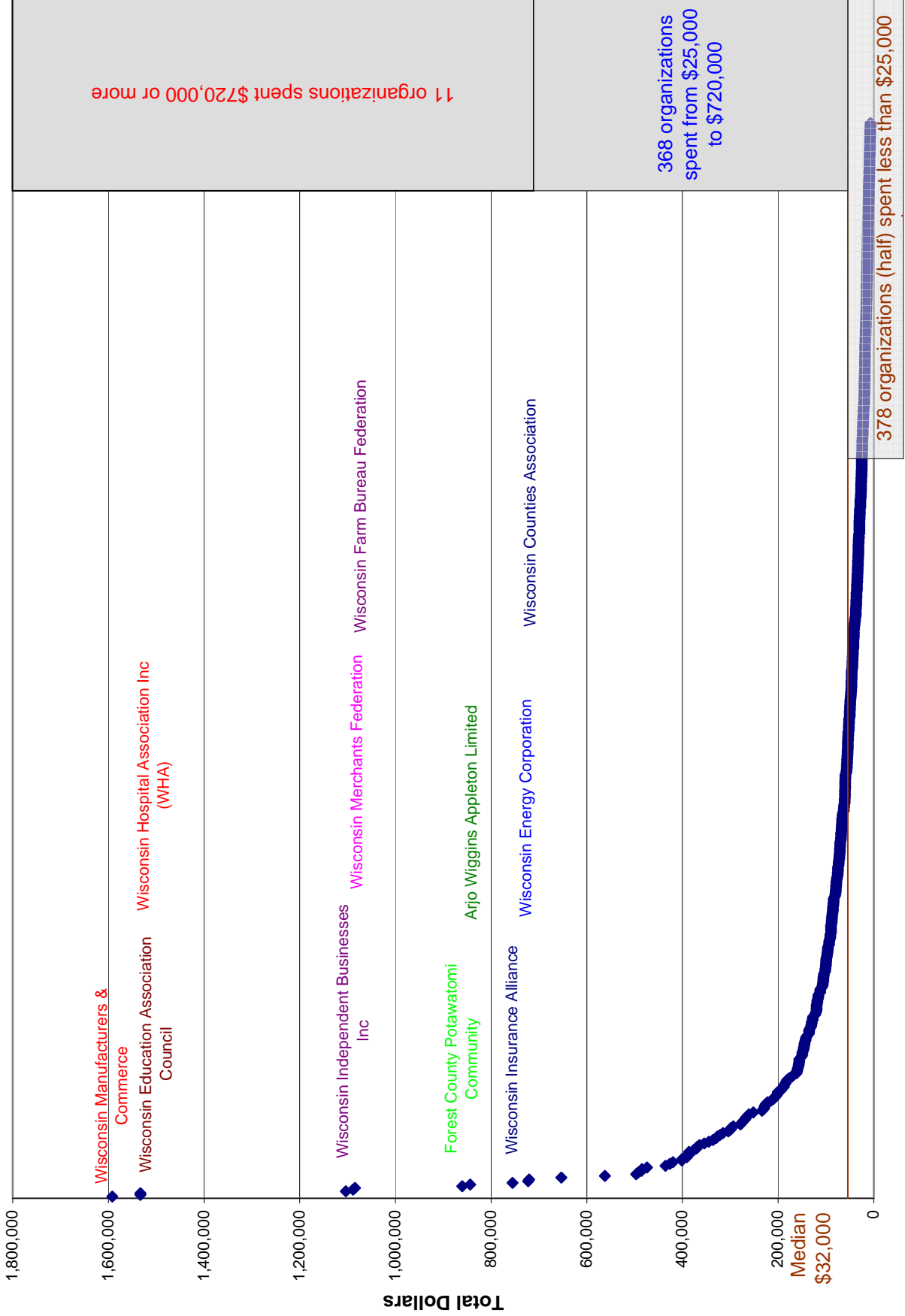
<sup>i</sup> Based on 5,401,906 residents. 2000 US Census Report (<http://www.census.gov>)

<sup>ii</sup> Based on 260 work days per year



# Lobbying in Wisconsin 2005-2006

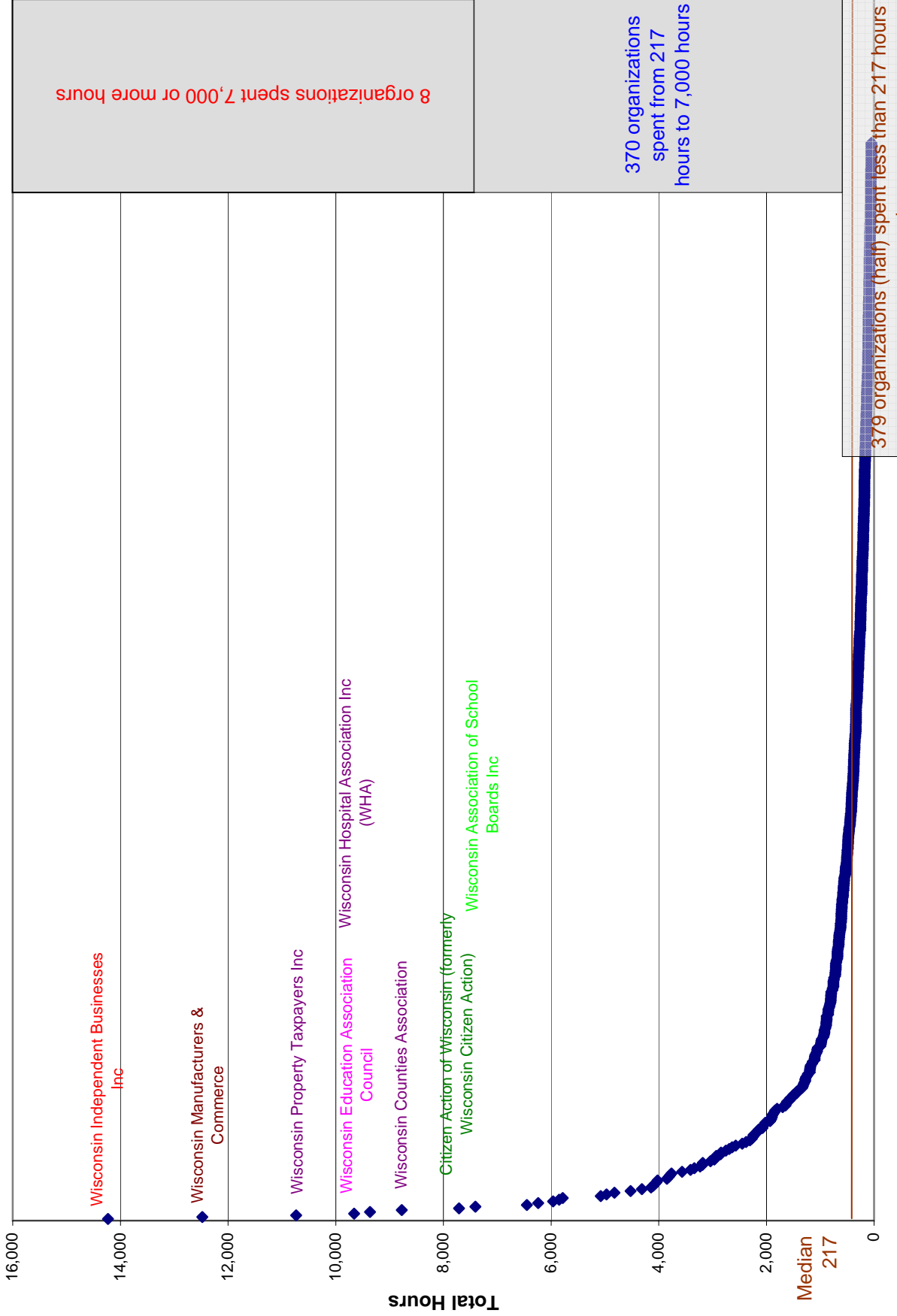
Organizations (total dollars)



Source: State of Wisconsin Ethics Board  
2/21/2007



# Lobbying in Wisconsin 2005-2006 Organizations (total hours)



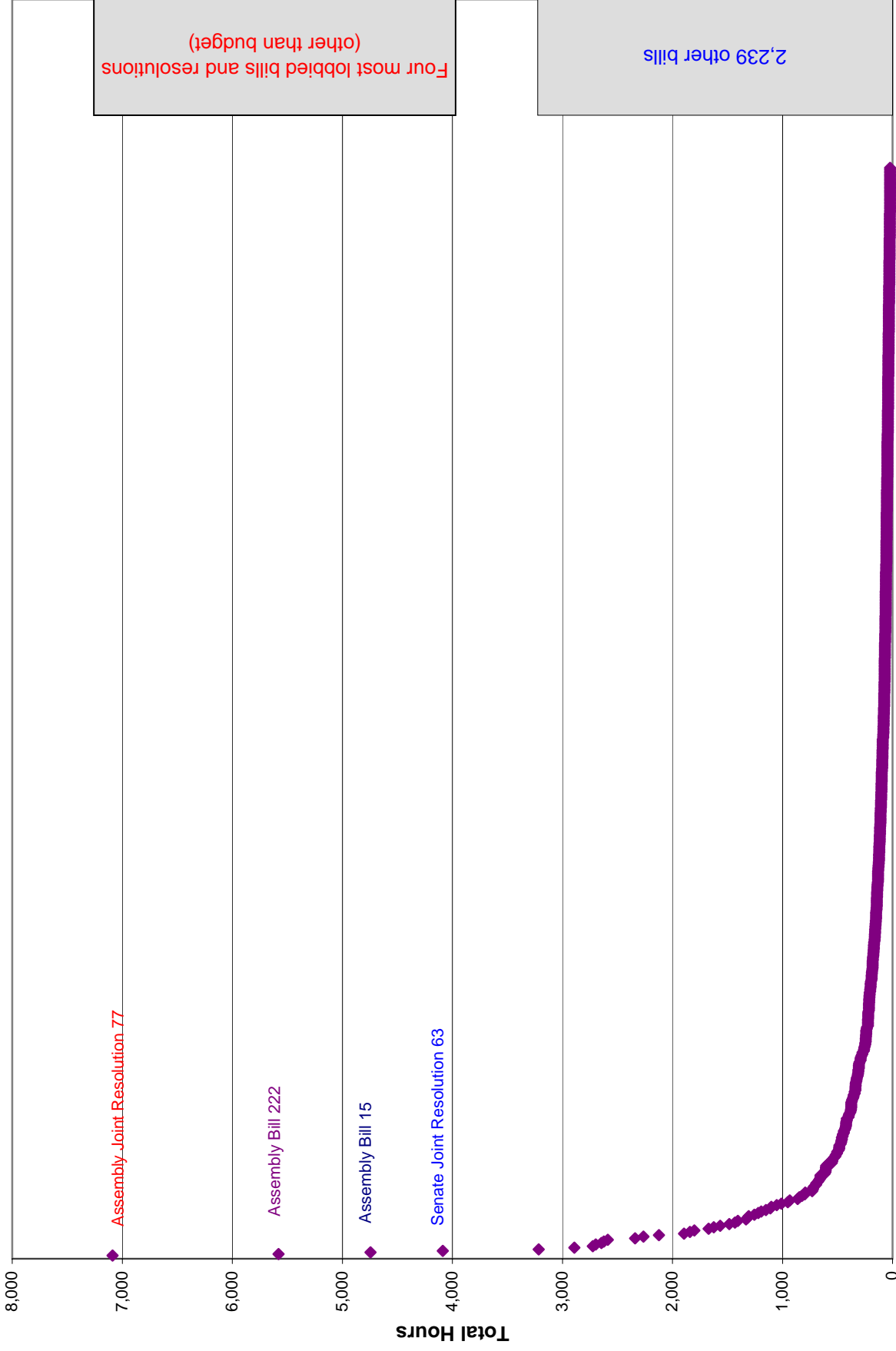
Source: State of Wisconsin Ethics Board  
2/21/2007

**CHART B**



# Lobbying in Wisconsin 2005-2006

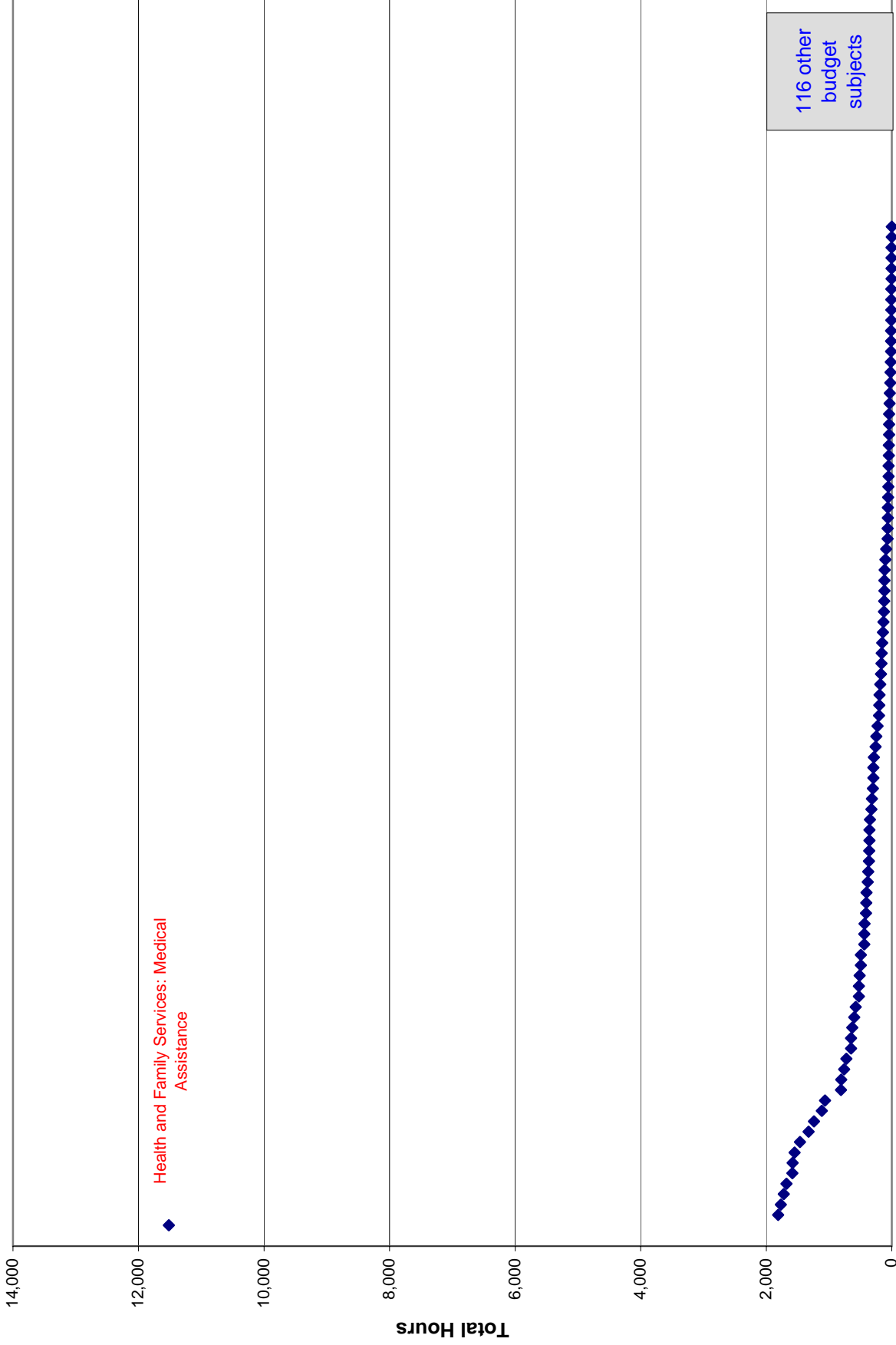
Bills (other than budget)







Lobbying in Wisconsin 2005-2006  
2005-07 biennial budget



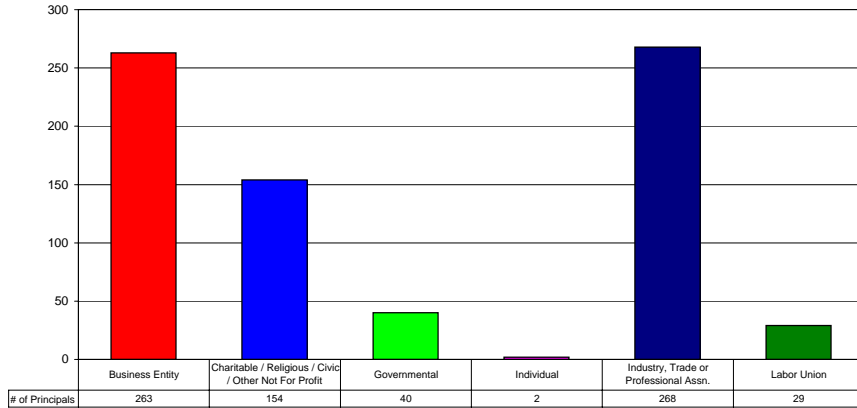
Source: State of Wisconsin Ethics Board  
2/21/2007

CHART D

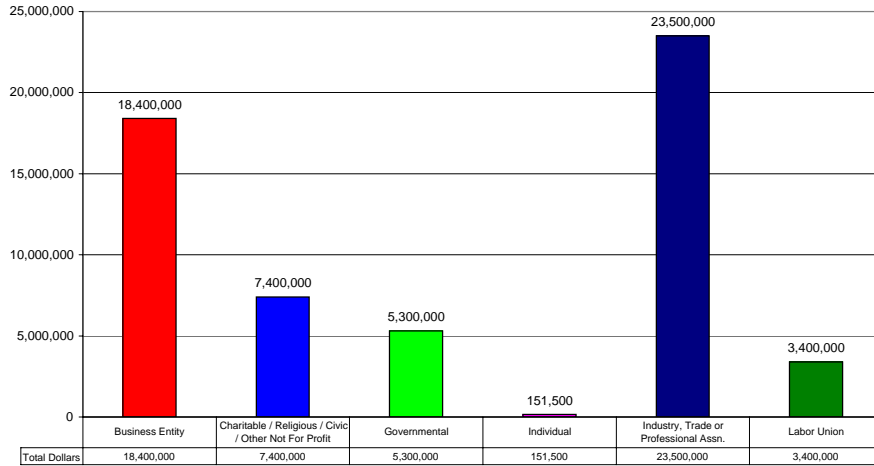


DOLLARS

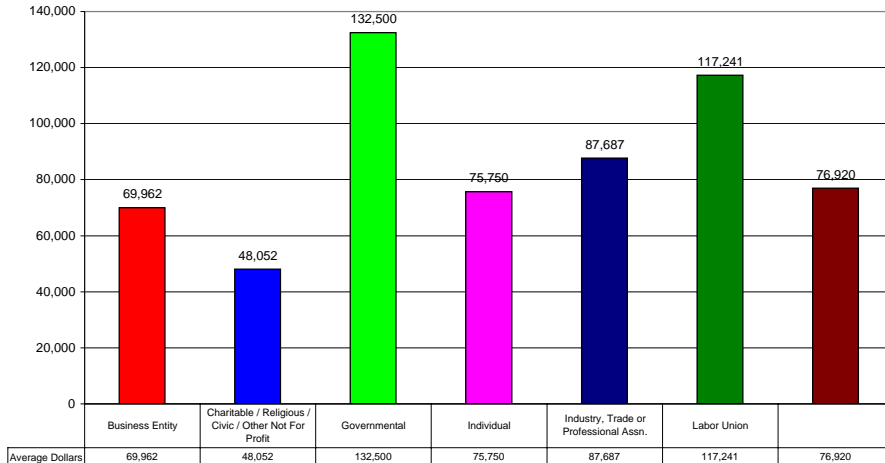
**Lobbying in Wisconsin 2005-2006**  
**The 755 organizations lobbying Wisconsin's legislature and the sectors that they represent**



**Lobbying in Wisconsin 2005-2006**  
**How the \$58.1 million spent lobbying in 2005-2006 was distributed among the sectors trying to influence government policy.**



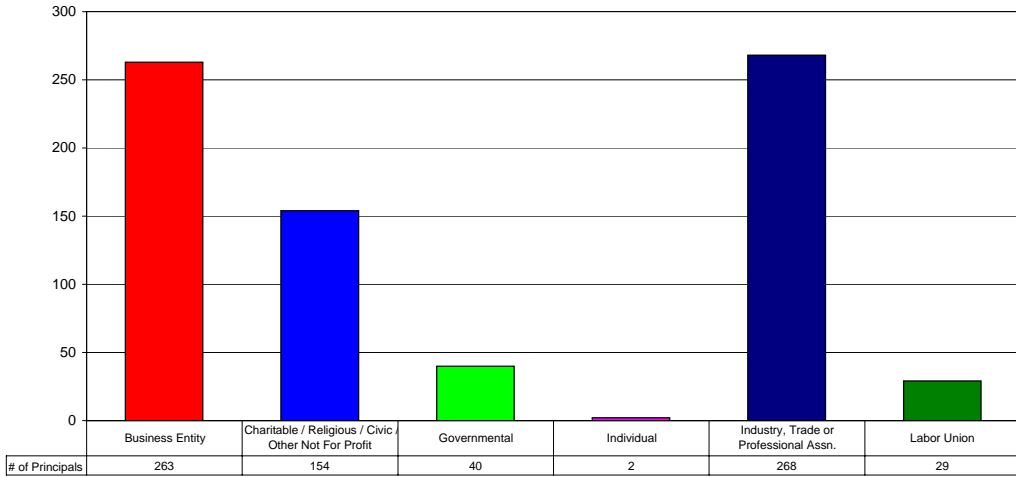
**Lobbying in Wisconsin 2005-2006**  
**The average lobbying expenditure per organization was \$77,000 (total expenditures divided by 755 organizations). This chart shows, by sector, organizations' average expenditures.**



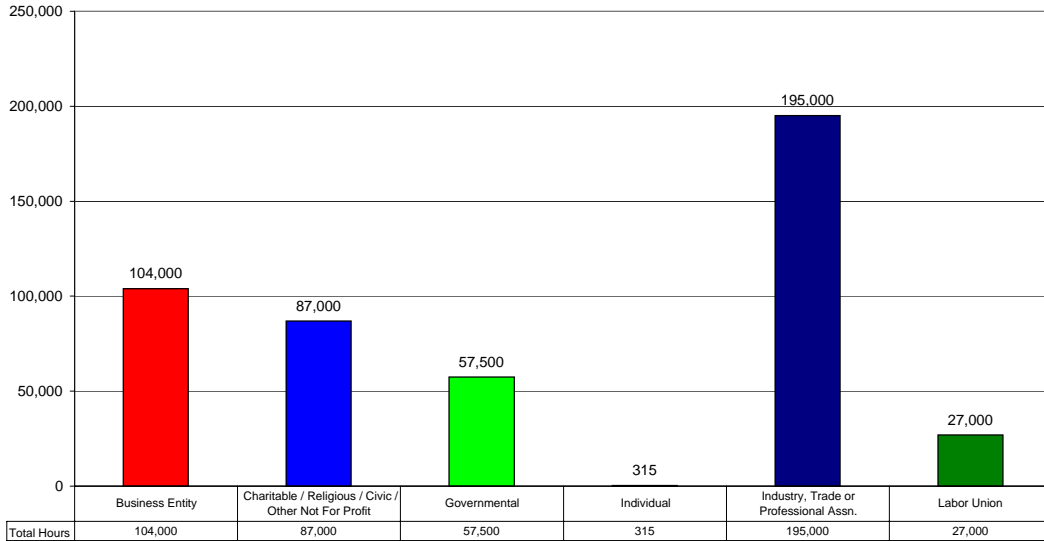


# HOURS

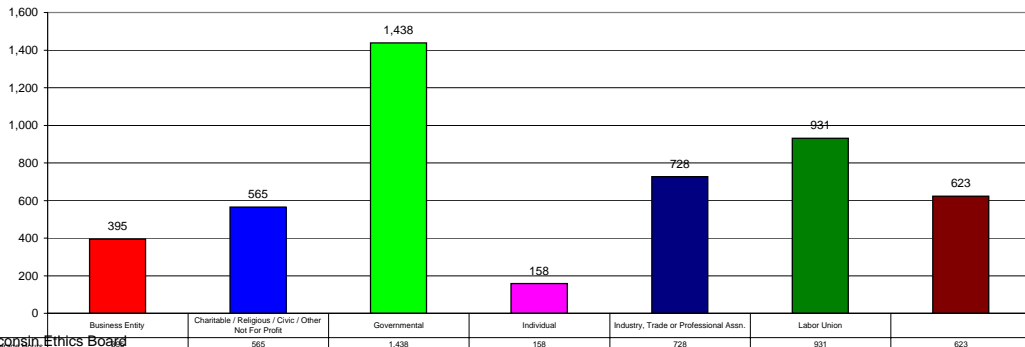
**Lobbying in Wisconsin 2005-2006**  
**The 755 organizations lobbying Wisconsin's legislature and the sectors that they represent**



**Lobbying in Wisconsin 2005-2006**  
**How the 472,000 hours devoted to lobbying in 2005-2006 was distributed among the sectors trying to influence government policy.**



**Lobbying in Wisconsin 2005-2006**  
**The average number of hours devoted to lobbying per organization was 623 hours (total hours divided by 755 organizations). This chart shows, by sector, organizations' average expenditures.**





**Lobbying in Wisconsin 2005-2006**  
 Where lobbying interests were focused  
 (by hours)

