

Lobbyists – Cost, Contracts and Job Description - May 2014

QUESTION

CSAPer,

Please share the following regarding your state lobbyists:

- 1) How much do you pay lobbyists for your state?
- 2) Contract sample or job description

Texas is in the process of reviewing contracts and any information received would be helpful.

Melanie McDonald
Texas Speech/Language/Hearing Association

Responses

New Mexico:

We use two lobbyists that provide lobbying services to several other entities besides NMSHA. As a result of that, they have been very helpful to NMSHA and have only charged us \$10,000 total per year.

I am attaching a copy (See next page) of the contract that we have with our lobbyists. Let me know if you have any other questions.

Good luck,
Michael Kaplan
President, NMSHA

NMSHA LOBBYING CONTRACT

Sept 21, 2013-----Sept 20, 2015

NM Speech-Language and Hearing Association (NMSHA) enters this agreement with the team of **Romero**

Consulting, LLC and SG Consulting Services, LLC (separate legal entities). Richard Romero will be lead for the team of Romero and Griffith during implementation of this contract to assure consistent communications.

This agreement is for legislative consulting services as outlined below:

1. Monitor legislation. Monitor is defined as:
 - Review legislation and alert designated NMSHA representative(s) to those pieces of legislation that may have an impact directly or indirectly upon issues of concern to NMSHA;
 - Track legislation selected by designated NMSHA representative(s);
 - Report the status of priority bills and provide a written legislative kick-off and final report;
 - Advise designated NMSHA representative(s) of the need for direct involvement at the legislature and the need for testimony;
 - Testify on behalf of NMSHA at the request of designated NMSHA representative(s).

2. Consult with designated NMSHA representative(s) in membership legislative activities, i.e. telephone tree activation and visiting with elected officials, and printed materials. This is only advisory in nature. The development, implementation, or production of materials and activities is the responsibility of NMSHA.

3. Attend NMSHA meetings as requested, as schedule permits.

4. Maintain a sufficient level of awareness and knowledge of issues relating to the operation and activities of NMSHA. NMSHA will supply information relating to the issues of concern to the association.

5. Monitor and report pertinent interim committee activities.

6. Report to and work with designated NMSHA representative(s).

In the event a conflict of interest between NMSHA's goals and those of another client of Romero Consulting, LLC and SG Consulting Services, LLC arises, that conflict will be immediately declared to NMSHA's designated Representative(s).

The fee of eighteen thousand dollars (\$18,000) for two (2) years plus gross receipts tax (GRT) is due for legislative consulting services. The fee shall be paid as follows:

\$4,500 + GRT due December 1, 2011	\$4,500 + GRT due December 1, 2012
\$4,500 + GRT due March 15, 2012	\$4,500 + GRT due March 15, 2013

Romero Consulting, LLC and SG Consulting Services, LLC will split fee and bill NMSHA individually.

Massachusetts

Hello all,

We don't use a lobbyist here in Massachusetts. Instead we use an internet program that our VP of government affairs logs on and uses. It sifts through all of the bills and sends alerts of those that have any of our key words in it. We have been using this program since I've been involved with MSHA (11 years).

Meredith Finnie.
Massachusetts Speech Language Hearing Association

Florida

Hi Melanie

Presently we don't have a lobbyist. But when we did, we paid upwards of \$30,000.

Valerie Herskowitz
FLASHA

New Jersey

Melanie,

In New Jersey we pay our legislative agent 30,000/year for 12 months of work. See the (next page) list of activities that she performs. I don't have a pdf of her contract or I would send it to you but it contains the items listed as well as her fees and dates of the agreement. I hope this helps.

Linda Tucker-Simpson, President
New Jersey Speech and Hearing Association

(NJ) Lobbyist Services

ACTIVITIES

- Helps write legislation.
- Brokers meetings with key legislators.
- Caucuses for NJSHA on key issues.
- Keeps NJSHA informed about what is going on politically
- Acts as watch dog for proposed legislation, especially that are relative to our field.
- Helps facilitate appointments to state boards and committees.
- Provides the executive board with a report and attends board meetings and the annual convention at which an update on legislative events that impact schools, health care and audiology is provided.
- Writes a column for 4 issues of VOICES. (New Jersey Speech and Hearing Association Newsletter)
- Provides general advice and guidance and acts as a consultant on matters of interest to the profession.
- Speaks regularly with and updates the Legislative Committee chairperson.
- Monitors upcoming sunsets of regulations for certification and licensing to allow adequate time for necessary action.

COMMUNICATION

Possesses exceptional interpersonal skills

Reports periodically to NJSHA Board and committee members

Meets regularly with and updates the Legislative Committee Chairperson

Serves as an effective, visible spokesperson for the organization to other organizations, associations, legislative and regulatory bodies

Responds to questions and requests in a timely manner

PLANNING

Attends periodic meetings with each branch of the Legislative Committee

Arranges and facilitates meetings with appropriate individuals on a regular basis

Anticipates potential issues and plan strategies to assure proactive functioning

Monitors deadlines and timelines

Understands and conveys repercussions of proposed changes in bills and to regulations in a timely manner

Suggests action to take when proposed changes could have a detrimental impact

Reviews, revisits, and monitors progress toward goals/outcomes and revises where necessary

Guides PAC activity and contributions

GENERAL

Understands the scope of fields for Speech-Language Pathology and Audiology and the mission of NJSHA, as it relates to the professions and as it relates to our clients

Possesses a thorough knowledge of trends and practices

Organizes tasks and effectively handles details

Sets and follows realistic organizational goals and timelines

Completes all tasks/projects on time and correctly

MONITORING

Monitors all upcoming and introduced relevant legislation

Monitors external committees and boards for composition, term status and board activity/minutes (Licensing Board, State BOE, Advisory Committees)

Monitors upcoming sunsets of regulations for certification and licensing to allow adequate time for necessary action

Michigan

Hello Fellow CSAPers,

Our association in MI, the Michigan Speech Language Hearing Association, uses a professional lobbyist to assist with following relevant legislation, meeting with legislators on our behalf, providing us with regular updates on legislation, and general advocacy. Our EB recently voted to increase her contract pay to \$12,000, which we pay in \$1,000/month installments.

Thank you,
Kathy Rigley-Rowell