TEXAS' TOP LOBBYISTS

Special Interests Paid Lobbyists Up to $328 Million in 2013 Session

By late May 2013, 1,663 Texas lobbyists reported that 2,820 clients took out 8,172 *paid* lobby contracts worth a grand total of from $155 million to $328 million.[i] The precise value of these contracts is unknown because Texas lobbyists report values in ranges (e.g. $100,000 to $149,999). 2013 lobby spending fell short of the $359 million maximum spent at the same point in the 2011 session.[ii]

The three tables below analyze lobbying during the 2013 regular legislative session. The first table analyzes lobby contracts by client **Interest Group**. The powerful Energy & Natural Resources industry dominated, spending 19 cents of every lobby dollar this session.

Lobby Contracts by Interest Group in the 2013 Session

Interest Group	Min. Value of Contracts	Max. Value of Contracts	Share of Money	No. of Contracts
Energy/Nat'l Resources/Waste	$31,407,000	$62,516,987	19%	1,311
Ideological/Single Issue	$19,235,000	$47,049,984	14%	1,583
Health	$21,725,000	$46,474,988	14%	1,156
Miscellaneous Business	$19,440,000	$40,759,990	12%	998
Communications	$10,430,000	$21,014,996	6%	393
Finance	$8,360,000	$17,999,996	5%	448
Lawyers & Lobbyists	$9,275,000	$16,284,997	5%	328
Construction	$5,617,000	$12,166,997	4%	324
Transportation	$5,370,000	$12,134,997	4%	331
Insurance	$6,055,000	$11,964,998	4%	246
Computers & Electronics	$5,070,000	$10,999,997	3%	269
Real Estate	$4,380,000	$9,869,997	3%	310
Agriculture	$3,340,000	$7,204,998	2%	181
Other	$2,730,000	$5,859,998	2%	160
Labor	$2,690,000	$5,574,999	2%	121
Unknown	$160,000	$400,000	<1%	13
TOTALS	**$155,284,000**	**$328,278,919**	**100%**	**8,172**

The second table identifies the session's **Top Lobby Clients**. AT&T Corp. topped that list, spending up to $8 million on 108 lobby contracts. Four units of No. 2-ranked Energy Future Holdings Corp. (marked by asterisks in the Clients table) spent a total of up to $6.2 million on 158 lobby contracts.

The last table reveals the **Top Lobbyists** in the 2013 session. Heading the list is ex-legislative aide Andrea McWilliams. She reported 46 contracts worth up to $3.8 million. Spouse Dean McWilliams reported a lobby income of almost $3 million, ranking No. 3 behind revolving-door lawmaker Stan

Schlueter. In August 2012 Andrea McWilliams threw a lavish 40th birthday party for herself, her clients and at least six lawmakers at her family's California winery. When KVUE News investigated the $195 that the married lobbyists reported spending on public officials that month, the couple quickly amended their low-balled disclosures. In corrected reports the dynamic duo reported spending more than 10 times as much on state officials, for a total of $2,092.[iii]

Top Lobby Clients in the 2013 Legislative Session

	Client	Min. Value of Contracts	Max. Value of Contracts	No. of Contracts	City	Interest Group
1	AT&T Corp.	$3,975,000	$7,939,999	108	Dallas	Communications
2	*Energy Future Holdings Corp.	$1,555,000	$2,994,999	51	Dallas	Energy/Nat'l Resources
3	American Electric Power	$1,300,000	$1,950,000	13	Austin	Energy/Nat'l Resources
4	*Oncor Electric Delivery Co., LLC	$935,000	$1,865,000	27	Dallas	Energy/Nat'l Resources
5	CenterPoint Energy	$885,000	$1,835,000	25	Houston	Energy/Nat'l Resources
6	TX Medical Assn.	$710,000	$1,470,000	25	Austin	Health
7	Linebarger Heard Goggan Blair...	$750,000	$1,355,000	19	Austin	Lawyers & Lobbyists
8	TX Trial Lawyers Assn.	$805,000	$1,300,000	16	Austin	Lawyers & Lobbyists
9	PM TX/Let Texans Decide	$820,000	$1,290,000	15	Houston	Miscellaneous Business
10	Baker Botts, LLP	$1,025,000	$1,250,000	5	Austin	Lawyers & Lobbyists
11	Waste Control Specialists, LLC	$675,000	$1,205,000	19	Dallas	Energy/Nat'l Resources
12	Ryan & Co.	$585,000	$1,200,000	22	Dallas	Finance
13	TX Oil & Gas Assn.	$630,000	$1,195,000	17	Austin	Energy/Nat'l Resources
14	TX Assn. of Realtors	$845,000	$1,190,000	13	Austin	Real Estate
15	Texans for Education Reform	$635,000	$1,185,000	17	Austin	Ideological/Single Issue
16	City of Austin	$550,000	$1,160,000	22	Austin	Ideological/Single Issue
17	TimeWarner	$635,000	$1,145,000	15	Washington DC	Communications
18	Blue Cross & Blue Shield	$645,000	$1,125,000	20	Richardson	Health
19	TX Cable Assn.	$610,000	$1,105,000	20	Austin	Communications
20	Theatrical Exhibitors Coal. of TX	$800,000	$1,000,000	4	KS City MO	Miscellaneous Business
21	Altria-Philip Morris & UST	$480,000	$985,000	18	Austin	Agriculture
21	Centene Corp. (Superior Health)	$660,000	$985,000	8	St. Louis MO	Health
23	City of Houston	$485,000	$975,000	18	Houston	Ideological/Single Issue
24	Assn. of Electic Co's of TX, Inc.	$500,000	$970,000	20	Austin	Energy/Nat'l Resources
25	Reliant Energy, Inc.	$535,000	$905,000	12	Houston	Energy/Nat'l Resources
26	Southwestern Electric Power Co.	$600,000	$900,000	6	Austin	Energy/Nat'l Resources
27	Verizon	$375,000	$850,000	26	Irving	Communications
28	Texans for Lawsuit Reform	$355,000	$780,000	17	Austin	Ideological/Single Issue
29	Environmental Defense Fund	$410,000	$775,000	8	Austin	Ideological/Single Issue
30	Atmos Energy Corp.	$415,000	$760,000	13	Dallas	Energy/Nat'l Resources
30	McGuireWooods Consulting, LLC	$525,000	$760,000	6	Austin	Lawyers & Lobbyists
32	Entergy Corp.	$330,000	$715,000	19	Beaumont	Energy/Nat'l Resources
33	Exelon Generation Co., LLC	$345,000	$700,000	10	Kennett Sq. PA	Energy/Nat'l Resources
33	HRWK, Inc.	$550,000	$700,000	3	Austin	Lawyers & Lobbyists
35	Associated General Contractors	$420,000	$695,000	14	Austin	Construction
35	Raise Your Hand for Public Schools	$350,000	$695,000	20	Houston	Ideological/Single Issue
37	*Luminant Holding Co., LLC	$170,000	$690,000	41	Dallas	Energy/Nat'l Resources
37	*TXU Energy Retail Co., LLC	$170,000	$690,000	39	Irving	Energy/Nat'l Resources
39	UnitedHealth Group	$360,000	$685,000	14	Minnetonka MN	Health
40	TX Electric Cooperatives	$360,000	$675,000	9	Austin	Energy/Nat'l Resources
40	TX Municipal League	$390,000	$675,000	13	Austin	Ideological/Single Issue
42	CenturyLink	$305,000	$665,000	13	Monroe LA	Communications
43	DISH Network	$285,000	$655,000	16	Washington DC	Communications
44	Green Group Holdings, LLC	$325,000	$650,000	7	Canton GA	Energy/Nat'l Resources
45	Burlington Northern & Santa Fe	$310,000	$625,000	13	Fort Worth	Transportation
46	Baylor College of Medicine	$475,000	$620,000	5	Houston	Health
47	TX Rural Water Assn.	$400,000	$610,000	5	Austin	Energy/Nat'l Resources
48	Wholesale Beer Distributors of TX	$285,000	$605,000	14	Austin	Miscellaneous Business
49	Boeing Co.	$400,000	$600,000	4	Houston	Transportation
49	GTECH Corp.	$400,000	$600,000	4	Greenwich RI	Miscellaneous Business

49	Ind't Colleges & Universities of TX	$450,000	$600,000	3	Austin	Other
52	NRG Energy, Inc.	$325,000	$590,000	10	Princeton NJ	Energy/Nat'l Resources
53	ExxonMobil Corp.	$360,000	$585,000	6	San Rafael CA	Energy/Nat'l Resources
54	Pfizer, Inc.	$345,000	$580,000	9	San Rafael CA	Health
54	TX Mutual Insurance Co.	$275,000	$580,000	9	Austin	Insurance
56	Independent Bankers Assn. of TX	$330,000	$575,000	8	Austin	Finance
57	Landry's Restaurants, Inc.	$295,000	$560,000	9	Houston	Miscellaneous Business
58	Children's Medical Center of Dallas	$275,000	$555,000	12	Dallas	Health
59	Comcast	$350,000	$550,000	4	Houston	Communications
59	Port of Houston Authority	$250,000	$550,000	11	Houston	Ideological/Single Issue
59	Waste Management of TX, Inc.	$325,000	$550,000	5	Houston	Energy/Nat'l Resources
62	Dow Chemical Co.	$330,000	$545,000	8	Austin	Energy/Nat'l Resources
62	HCA-Hospital Corp. of America	$360,000	$545,000	7	Nashville TN	Health
62	TX Chemical Council, Inc.	$285,000	$545,000	8	Austin	Energy/Nat'l Resources
62	TX Society of CPAs	$330,000	$545,000	12	Dallas	Finance
66	Shell Oil Co.	$350,000	$540,000	7	Houston	Energy/Nat'l Resources
67	CHRISTUS Health	$235,000	$535,000	12	Austin	Health
67	Harris County	$335,000	$535,000	6	Houston	Ideological/Single Issue
69	Tarrant Regional Water District	$235,000	$530,000	13	Fort Worth	Ideological/Single Issue
70	Anheuser-Busch InBev Worldwide	$225,000	$510,000	11	St. Louis MO	Miscellaneous Business
70	Managed Care of North America	$325,000	$510,000	5	Lauderdale FL	Health
70	TX Hospital Assn.	$250,000	$510,000	10	Austin	Health
70	Windstream Communications	$320,000	$510,000	6	Austin	Communications
74	Scott & White	$310,000	$505,000	7	Temple	Health
75	Calpine Corp.	$220,000	$500,000	13	Houston	Energy/Nat'l Resources
75	City Public Service of San Antonio	$240,000	$500,000	9	San Antonio	Energy/Nat'l Resources
75	Fidelity Investments	$400,000	$500,000	2	Smithfield RI	Finance
75	Ind't Insurance Agents of TX	$300,000	$500,000	4	Austin	Insurance
75	Lower Colorado River Authority	$215,000	$500,000	14	Austin	Ideological/Single Issue
75	Occidental Petroleum Corp.	$400,000	$500,000	2	Austin	Energy/Nat'l Resources

Note: The above clients accounted for 22 percent of all lobby spending in the 2013 legislative session.
*Unit of Energy Future Holdings Corp.

Top Lobbyists in the 2013 Legislative Session

Rank	Lobbyist	Min. Value of Contracts	Max. Value of Contracts	No. of Contracts	Reported Lobby Firm
1	McWilliams, Andrea	$1,960,000	$3,845,000	46	McWilliams Governmental Affairs
2	Schlueter, Stan	$2,035,000	$3,075,000	23	
3	McWilliams, Dean R.	$1,410,000	$2,745,000	31	McWilliams Governmental Affairs
4	Erben, Randall H.	$1,335,000	$2,475,000	25	Erben & Yarbrough
5	Toomey, Michael	$1,325,000	$2,400,000	26	
6	McGarry, Mignon	$1,325,000	$2,320,000	24	
7	Lewis, Ron E.	$1,175,000	$2,250,000	27	Ron Lewis & Associates
8	Miller, Robert D.	$1,115,000	$2,125,000	31	Locke Lord, LLP
9	Johnson Jr., Robert E.	$1,300,000	$1,970,000	15	Johnson & Johnson Attorneys at Law
10	Shields, Christopher S.	$965,000	$1,950,000	29	Christopher S. Shields, PC
11	Fisher, Walter	$1,025,000	$1,900,000	21	
12	Santos, Frank R.	$975,000	$1,850,000	21	Santos Alliances
13	Pitts, John R.	$870,000	$1,830,000	41	
14	Gilmore, Scott E.	$1,000,000	$1,820,000	19	GovBiz Partners, LLC
15	Heckler, Jeffrey E.	$1,025,000	$1,800,000	19	
16	Messer, Bill	$835,000	$1,700,000	26	
17	Grace Jr., Jim M.	$1,085,000	$1,685,000	14	Baker Botts, LLP
18	McDaniel, Demetrius	$835,000	$1,635,000	19	Greenberg Traurig, LLP
19	Jones Jr., Neal T.	$450,000	$1,614,999	86	HillCo Partners
20	Saenz, Luis J.	$730,000	$1,605,000	34	McGuireWoods Consulting, LLC
21	Johnson Jr., John C.	$825,000	$1,595,000	22	
22	Lary III, Camm C. 'Trey'	$675,000	$1,570,000	47	Allen Boone Humphries Robinson, LLP
22	Poinsett, Royce Pabst	$900,000	$1,570,000	17	Baker Botts, LLP

24	Brown, Sabrina Thomas	$840,000	$1,550,000	19	
25	Vane, Mark	$730,000	$1,545,000	33	Gardere Wynne Sewell, LLP
26	Castaneda Jr., Tristan	$680,000	$1,495,000	43	Longbow Partners, LLP
27	Cammack, Kerry N.	$860,000	$1,475,000	13	Cammack & Strong, PC
27	Leal, Roland	$735,000	$1,475,000	16	
29	Midence Steen, Yuniedth	$705,000	$1,450,000	31	Locke Lord, LLP
30	Erskine Jr., John 'Jack'	$685,000	$1,430,000	28	K&L Gates, LLP
31	Koebele, Stephen P.	$700,000	$1,375,000	24	
32	Pate, Gardner	$655,000	$1,350,000	30	Locke Lord, LLP
33	Richardson, Jody	$530,000	$1,335,000	49	Allen Boone Humphries Robinson, LLP
34	Evans, Richard W.	$670,000	$1,320,000	19	Texas Lobby Solutions, Inc.
35	Saitas, Jeffrey Anthony	$635,000	$1,300,000	24	Saitas & Seales
36	Sullivan, Raymond C.	$705,000	$1,285,000	15	Sullivan Public Affairs
37	Garcia, Joe A.	$660,000	$1,275,000	14	
38	Yelkin, Kimberly A.	$555,000	$1,255,000	31	Gardere Wynne Sewell, LLP
39	Hutto, Kathy N.	$570,000	$1,250,000	25	Jackson Walker, LLP
40	Keel, Lara Laneri	$660,000	$1,235,000	16	
40	Ramirez, Rene A.	$575,000	$1,235,000	27	
40	Wright, Charles 'Eric'	$600,000	$1,235,000	20	
43	McGarah, Carol	$445,000	$1,219,999	53	Blackridge
44	Posey, C. Jake	$565,000	$1,215,000	25	Posey Law Firm, PC
45	Kelley, Russell T.	$430,000	$1,199,999	52	Blackridge
46	Brown, J. E. Buster	$565,000	$1,150,000	17	The Browns Consulting
47	Hackney, Clint	$600,000	$1,120,000	15	
48	Nasi, Michael J.	$645,000	$1,110,000	13	Jackson Walker, LLP
49	Howard, Jay	$380,000	$1,095,000	46	HillCo Partners
50	Delisi, Thomas	$455,000	$1,070,000	33	Delisi Communications, Inc.
51	Perkins, Arthur V.	$425,000	$1,060,000	36	Gardere Wynne Sewell, LLP
51	Shearer, James F.	$735,000	$1,060,000	12	Capital Consultants
53	Pearson, Dan	$350,000	$1,055,000	48	HillCo Partners
54	Phenix, William G. "Billy"	$480,000	$1,045,000	23	
55	Peeler Jr., William Robert	$365,000	$1,040,000	40	Longbow Partners, LLP
56	Jones, Marsha Malish	$475,000	$1,030,000	26	HillCo Partners
57	Ellmer, Mindy R.	$495,000	$1,010,000	14	
58	Nabers, Mary Scott	$480,000	$1,000,000	25	
58	Scott, Natalie B.	$525,000	$1,000,000	14	
60	Findley, Brett	$485,000	$995,000	25	Longbow Partners, LLP
61	Shields, Bradford T.	$470,000	$990,000	18	
62	Bresnen, Steve	$510,000	$945,000	12	
63	Valdez, Gerald A. 'Jerry'	$485,000	$935,000	12	Jerry Valdez Governmental Affairs, LLC
64	Carter, Nancy	$310,000	$925,000	46	Allen Boone Humphries Robinson, LLP
64	Yarnell, William H.	$460,000	$925,000	13	
66	Averitt, Kip	$510,000	$915,000	14	Averitt & Associates
66	McCartt, J.	$405,000	$915,000	23	HillCo Partners
68	Hinkle, K. Daniel	$475,000	$900,000	10	
68	Smith, Todd M.	$600,000	$900,000	6	Impact Texas Communications, LLP
70	Allen, Robert 'Ray'	$450,000	$895,000	14	Service House, Inc.
70	Grimes, John Michael	$435,000	$895,000	26	Imperium Public Affairs
70	Seales, Terri	$425,000	$895,000	19	Saitas & Seales
73	Sledge, Brian L.	$410,000	$890,000	23	Lloyd Gosselink Rochelle & Townsend
74	Massingill, Gavin L.	$420,000	$880,000	16	
75	Rodriguez, Marc A.	$430,000	$875,000	13	
76	Stewart, Michael K.	$325,000	$860,000	28	Longbow Partners, LLP
77	Carr, Snapper L.	$350,000	$855,000	32	Focused Advocacy, LLC
78	Mitzner, Carsi	$385,000	$805,000	13	Adams & Zottarelli, LLC
78	Zottarelli, Angelo P.	$385,000	$805,000	13	Adams & Zottarelli, LLC
80	Cain, Randy C.	$395,000	$800,000	11	
80	McBeth, Kelly	$485,000	$800,000	11	
82	Aghamalian, Brandon T.	$315,000	$790,000	31	Focused Advocacy, LLC
83	Martinez, Mario A.	$385,000	$785,000	13	
84	Mathis, James W.	$435,000	$775,000	8	
84	Short, Jim	$435,000	$775,000	8	Jim Short, Inc.

86	Smith, R. Clint	$345,000	$770,000	19	HillCo Partners
86	Strama, Keith	$355,000	$770,000	21	
86	Townsend, Thomas 'Trent'	$315,000	$770,000	28	Imperium Public Affairs
89	Roberts, Jack	$345,000	$765,000	21	
90	Bennett, Joey	$365,000	$760,000	14	
91	Delisi, Deirdre	$360,000	$755,000	15	Delisi Communications, Inc.
92	Knaupe, Gregg W.	$355,000	$750,000	14	
92	Pope, Clayton	$375,000	$750,000	9	
94	Britton, Chris	$335,000	$725,000	13	Caddo Associates
94	Hill, Fred	$360,000	$725,000	13	Solutions for Local Control, LLC
94	Kaufman, Lisa O.	$385,000	$725,000	9	
97	McFarlin, Don	$350,000	$720,000	10	
98	Johnson, Michael J.	$125,000	$714,999	52	Blackridge
99	Chick, Craig Preston	$340,000	$700,000	13	Capitol Partners Consulting
99	Christian, Adina Harrell	$425,000	$700,000	7	
99	Evans, Gwendolyn S.	$425,000	$700,000	7	Ryan, LLC
99	Grabner, Matthew	$425,000	$700,000	7	
99	Kamm, Robert R.	$345,000	$700,000	11	
99	Woods, Lee A.	$375,000	$700,000	8	

Note: The above lobbyists accounted for 39 percent of all lobby income in the 2013 legislative session.

NOTES

[i] Data reported by late May cover lobby contracting through the end of April.
[ii] By late May 2011, 1,679 lobbyists reported 8,225 contracts worth up to $359 million with 2,810 clients.
[iii] "Lobbyist's Lavish Party," *KVUE News*, February 21, 2013.