



Should My Chapter Consider Hiring a Contract Lobbyist?

Almost every GCSAA Chapter provides advocacy and compliance assistance in some capacity to its members. However, only a handful of GCSAA Chapters have hired a contract lobbyist to assist with their local and regional advocacy work. Based on their feedback, we created this guide to inform the decisions of Chapters without a lobbyist that are considering hiring one.

How many GCSAA Chapters have a contract lobbyist?

Currently, 56 of the 101 GCSAA Chapters are represented by a state contract lobbyist in some form. You can find a complete list of state chapters with a contract lobbyist [here](#), as well as a [portal](#) to reach out to a chapter with a lobbyist.

Is it true that only large chapters benefit from contract lobby work?

Not always! Of our state chapters with contract lobbyists, 16 of them serve 150 members or fewer. 18 of the 52 state chapters with contract lobbyists serve fewer than 500 members.

Do contract lobbyists help with state and local advocacy work?

Contract lobbyists are experienced professionals that can help you build important relationships in your home state. Of the 56 state chapters with contract lobbyists, 37 of them have established relationships with local and state law makers, and 39 of them have nominated a GCSAA member to the [Grassroots Ambassador program](#), where they act as a liaison between the chapter and local legislators. A contract lobbyist can be a crucial step in forming these relationships.

Do contract lobbyists only work on big-ticket legislation?

The services of contract lobbyists can be utilized whenever you need them, regardless of the size or scope of the policy issue you are tackling. Many of our chapters utilize their hired lobbyists daily or monthly depending on their legislative needs.

Will hiring a contract lobbyist make a difference for my chapter?

GCSAA recommends support from contract lobbyists for chapters in states or regions vulnerable to harmful policies that target one or more of our 5 key issues: water, fertilizer, pesticides, immigration, and the value of golf. 20 of the 24 state chapters who responded to a survey about the effectiveness of contract lobby work found their lobbyist "extremely" or "very effective".

Here are some thoughts directly from state chapter leaders who work with contract lobbyists:

"Our exposure is our biggest advocate. We have catapulted to the front line over the past decade and have become the go to on many issues within the state in regards to regulation." - Connecticut Association of GCS

"OPARR (lobby group Ohio Professional Applicators for Responsible Regulation) has been extremely effective for our industry in the state." - Miami Valley GCSA

Are you considering hiring a contract lobbyist? Please feel free to reach out to GCSAA's Government Affairs team with any questions you have about the process. Please also network with chapter executive directors that currently have a relationship with a contract lobbyist.

