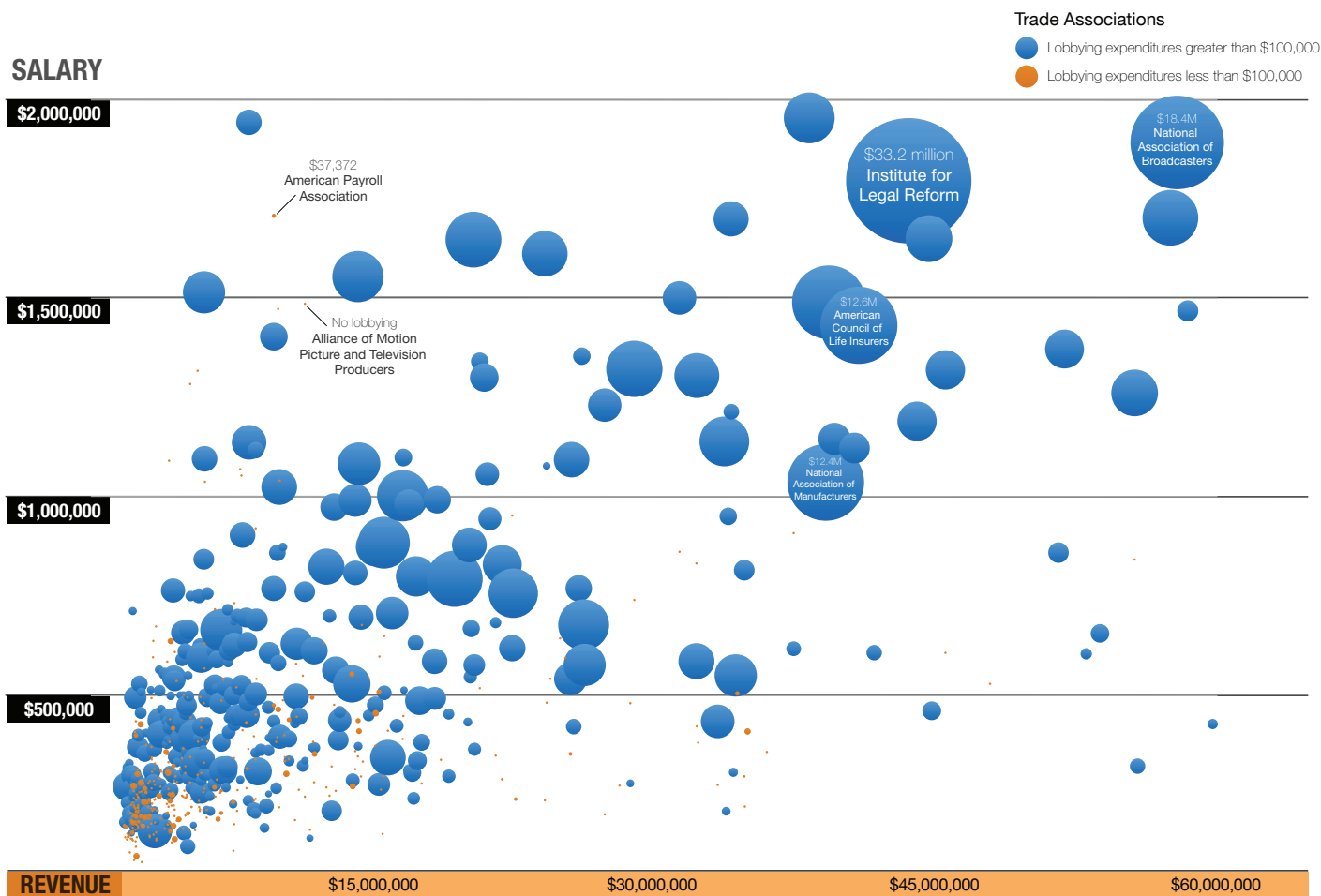


LOBBYING EXPENDITURES' INFLUENCE ON CEO SALARIES

CEOs who lead trade groups involved in advocacy are more likely to be paid more than their counterparts who lead similar-size organizations that do little or no lobbying. The chart below shows the relationship between organization size (revenue) and lobbying expenses to CEO compensation at more than 700 trade associations. (To limit the size of the chart, some larger groups with big lobbying budgets, including U.S. Chamber of Commerce and American Petroleum Institute, are omitted.)



MEDIAN CEO COMPENSATION — TRADE GROUP (ADVOCACY)

Amount spent	#	Median revenue*	Base	Base/ bonus	Take-home	25th to 75th percentile (take-home pay)	Base	Base/ bonus	Take-home
More than \$1 million	129	\$19,360,236	\$683,246	\$936,698	\$974,404	\$550,652 — \$1,517,601	3.1%	6.4%	6.9%
More than \$500,000	204	\$14,319,535	\$514,242	\$643,371	\$667,294	\$441,287 — \$1,238,770	3.4%	5.2%	5.5%
More than \$100,000	373	\$8,407,025	\$397,100	\$451,452	\$470,369	\$300,230 — \$800,000	3.5%	4.4%	4.4%
Between \$100,000 and \$500,000	169	\$5,532,316	\$296,057	\$310,917	\$323,157	\$251,699 — \$456,325	3.6%	3.4%	3.4%
Between \$500,000 and \$1 million	75	\$7,765,376	\$404,205	\$469,990	\$483,897	\$325,431 — \$661,173	3.6%	4.4%	4.6%

*Median revenue of organizations reporting full-year compensation for the chief executive