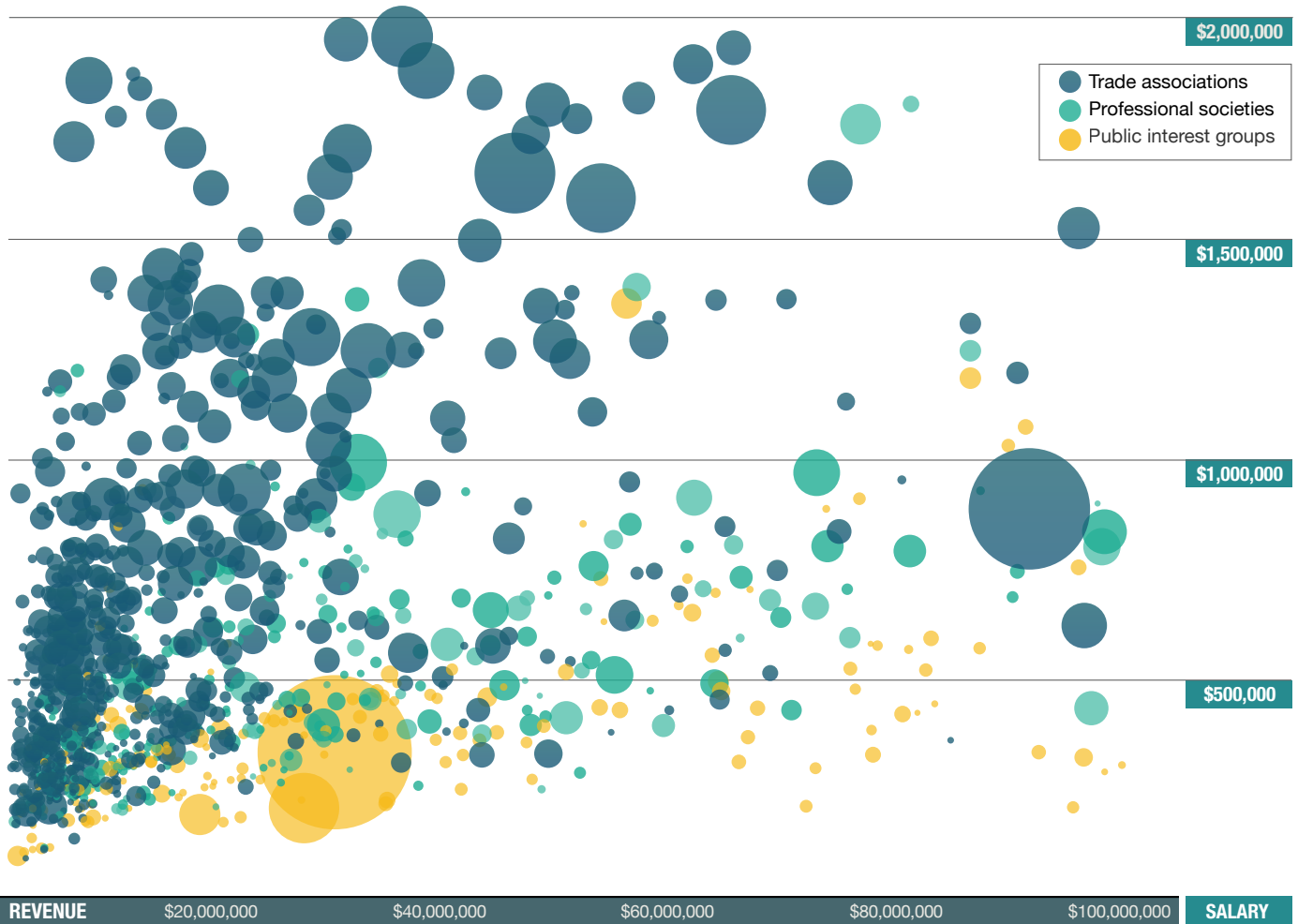
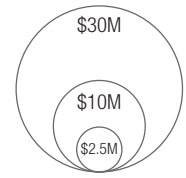


EXECUTIVE SUMMARY

LOBBYING INFLUENCE ON CEO SALARIES

CEOs who lead associations involved in advocacy are more likely to be paid more than their counterparts who lead similar-size organizations that do little or no lobbying. That correlation, however, is not as strong in public interest groups (orange). This chart depicts the relationship between organization size (revenue) and lobbying expenses to CEO compensation at 632 associations and nonprofits. (To limit chart size, some larger groups with big lobbying budgets, including U.S. Chamber of Commerce and American Petroleum Institute, are omitted.)

LOBBYING EXPENSES



CEO COMPENSATION — TRADE ASSOCIATION (ADVOCACY)

Revenue	#	Median Revenue	Base	Base/Bonus	Annual Comp	25th to 75th Percentile (Annual Comp)	Base	Base/Bonus	Annual Comp
More than \$1 million	135	\$22,438,787	\$759,154	\$1,031,300	\$1,118,521	\$710,207 — \$1,867,866	3.9%	6.0%	5.7%
More than \$500,000	199	\$17,806,553	\$607,793	\$777,294	\$866,393	\$575,513 — \$1,433,870	3.8%	5.6%	5.5%
More than \$100,000	338	\$10,807,358	\$484,310	\$566,361	\$609,522	\$397,095 — \$1,047,958	3.7%	5.1%	4.8%
\$100,000 and \$500,000	139	\$6,186,399	\$336,436	\$390,000	\$418,879	\$308,698 — \$566,423	3.6%	4.4%	4.1%
\$500,000 and \$1 million	64	\$9,288,711	\$490,386	\$557,100	\$597,813	\$437,594 — \$792,466	3.6%	4.3%	4.6%