

<u>CATEGORY/NAME</u>	<u>PARTY</u>	<u>POSITION/COMMITTEE</u>	<u>REALTIONSHIP</u>
<u>Most Powerful Legislators</u>			
<u>Senate</u>			
Chet Brooks	D	Chairman, Health	1
Kent Caperton	D	Chairman, Jurisprudence	1-2
Ike Harris	R	Chairman, Economic Development	2
Bill Hobby	D	Lieutenant Governor	1
Bob McFarland	R	Chairman, Criminal Justice	1
John Montford	D	Chairman, State Affairs	1
Hugh Parmer	D	Chairman, Intergovernmental Relations	2-3
<u>House</u>			
David Cain	D	Chairman, Transportation	2
Bruce Gibson	D	Chairman, Finance	1
Lena Guerrero	D	Vice Chairman, State Affairs	2-3
Pete Laney	D	Chairman, State Affairs	2 -
Gib Lewis	D	Speaker	2
Dan Morales	D	Ways & Means	1
Rick Perry	D	Judicial Affairs	2-3
Jim Rudd	D	Chairman, Appropriations	1
Stan Schlueter	D	Chairman, Ways & Means	2
Terral Smith	R	Chairman, Natural Resources	1-2
Jack Vowell	D	Appropriations	0
Ric Williamson	D	Transportation	2
<u>Least Friendly Legislators</u>			
<u>Senate</u>			
Chet Brooks	D	Health	1
Buster Brown	D	Jurisprudence	2-3
Eddie Bernice Johnson	D	Education & Health	1-2
<u>House</u>			
Erwin Barton	D	Chairman, Human Services	0
Senfronia Thompson	D	Chairman, Rules & Resolutions	1
<u>Friendliest Legislators</u>			
<u>Senate</u>			
Richard Anderson	D	Economic Development	3
Ken Armbrister	D	Economic Development	3
Gonzalo Barrientos	D	Education	2
Temple Dickson	D	Replacing Sen. Grant Jones	0
Bob Glaskow	D	Chairman, Rules	1
Bob McFarland	R	Chairman, Criminal Justice	1
Hugh Parmer	D	Chairman, Intergovern Rel.	2-3

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Most Powerful Interest Groups

TX Bankers Assn 203 W. 10th Austin, TX 78701	Bob Harris, Exec. Vice President Jim Lederer/Lobbyist	4 or 5 lobbyists	2
TX Black Caucus 2323 Caroline Houston, TX 77004	Rep. Larry Evans	Votes in block	1
TX Medical Assn 1801 N. Lamar Austin, TX 78701	Robert Mickey Director Angelo Zotterelli/Lobbyist	Bucks	1
TX Mex-Amer Caucus 2829 Iris McAllen, TX 78501	Rep. Juan Hinojosa	Votes in block	1
TX Realtors Assn 1946 S. IH 35 Austin, TX 78704	Phillip Elam, Director Curtis Fuelberg/Lobbyist	Strong lobby	3
TX Trial Lawyers Assn 1220 Colorado Austin, TX 78701	Joe Woods, Director Jim Galiss/Lobbyist	Several in-house lobbyists	0

Movers & Shakers (not listed above) including top lobbyists

<u>Jack Gullahorn</u> P. O. Box 571 Austin, TX 78767	N/A	Is team leader for most big-time lobbying efforts. (Texaco & Pennzoil, e.g.)	3
Jess Hay Lomas & Nettleton 2001 Bryan Tower Dallas, TX 75201	Uses contract lobbyist, Jack Wheeler	Dallas mortgage banker; many legislators listen to Hay	0/Hay 2/Wheeler
Houston City Council P. O. Box 1562 Houston, TX 77251	Collette Grimstead Lobbyist	Always active and aggressive on state level; largest city delegation; full-time lobbyist	1
Bobby Inman Austin, TX 78701	N/A	Heads micro-computer chip consortium; politically active-high-tech mover	0
<u>Rusty Kelley</u> 203 San Jacinto Bldg Austin, TX 78701	N/A	Contract lobbyist/24 clients; 10 big-time clients <i>See Regional Constituency Development Bd</i>	3
Ross Perot 777 Main Street Dallas, Tx 75201	N/A	Businessman-very politically active; instigated TX school reform	1

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Friendliest Legislators cont'd

Senate

Craig Washington	D	Criminal Justice	1
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House

Fred Agnich	R	Environmental Affairs & Energy	1-2
Weldon Betts	D	Labor & Employment Relations	3
John Gavin	D	Chairman, Insurance	0
Dudley Harrison	D	Chairman, Agriculture & Livestock	1
George Pierce	R	Chairman, Urban Affairs	1
Barry Telford	D	Corrections & Public Safety	1

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TEXAS BUSINESS NETWORK

To achieve the goal and objectives outlined for the Texas Business Network, a two-phase effort of contact mobilization and coalition education/development are needed:

A. PHASE I: Contact Mobilization

1. Structure: Unlike traditional mobilization campaigns which involve the generation of mass mailings and telephone calls to legislators, a more targeted and direct approach will be employed. A list of political contributors and prominent individuals in agriculture, business and labor will be developed by each manager. This "opinion leader list" should contain the names of those key individuals in a district who are influential with the targeted legislator and who support product liability reform.
2. Process: The manager will identify this group who are personally close to the targeted legislator (i.e., campaign contributors, leading business people, city, county or state legislators, political party leaders and labor leaders.) The manager will provide each "opinion leader" with informational and educational materials on the issue. The manager will then contact each individual on the "opinion leader list" and solicit commitments to participate in the effort.
3. Results: At the appropriate time, the manager will instruct the "opinion leaders" to contact their targeted legislator concerning specific reform issues. The contacts may be in the form of a personal phone call, meetings in the state capitol or district, or personal letters.

B. PHASE II: Coalition Education/Development

1. Process: The manager will organize meetings in which members develop a long-range plan which can be activated at the appropriate time. The plan will include activities which will:
 - o Educate the public and business communities of the impact of reform legislation.
 - o Generate public interest in and support to such legislation.
 - o Influence local elected officials to support it.
 - o Generate communication to influence targeted legislators.

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2. Specific Activities: Using "opinion leaders," and other similar contacts, the manager will direct the following specific activities designed to build a comprehensive district campaign to affect the positions of targeted legislators.
 - o Sponsoring educational forums within the agricultural, business, civic and political communities.
 - o Developing a comprehensive profile of the targeted legislators (e.g., favorite causes, hobbies, interests, etc.).
 - ✓ o Sponsoring fundraising events on behalf of the targeted legislators to be appropriately timed with the legislators' election cycle.
 - ✓ o Sponsoring charitable, cultural and/or other events which benefit the favorite causes of the targeted legislators.
 - ✓ o Developing an honorarium program in which the targeted legislator is invited to speak before the key members of the "opinion leader list."

Addendum

MANAGER'S RESPONSIBILITIES:

1. Strategy Development: The state manger will attend briefings in Austin and be available for other meetings, when requested, for the purpose of assisting in the development of program strategy.
- ✓ 2. Contact Identification: The manager will identify at key contacts in the district's agricultural and business communities who are close to the targeted legislator.
- ✓ 3. Contact Interest: The manager will determine the interest of each "opinion leader" to participate in the effort to influence the legislator.
- ✓ 4. Contact Mobilization: The manager will organize and facilitate the communication of the "opinion leader list" with the targeted legislator.
5. Education/Development: The manager will facilitate, organize and manger the coalition and its specific activities.
6. Progress Reports: The manager will provide regular progress reports to the state lobbyists.

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TEXAS

1989 LEGISLATIVE REVIEW

- * Defeated Consumer Excise Tax on Cigarettes
- * Defeated Smoking Restriction, Clean Indoor Air, Trial Lawyer Bills
- * Amended Vending Machine Bill

1990 DEFENSIVE PLANS

- * No Regular Session In 1990
- * Implement Outreach Program to Defeat Consumer Excise Tax in 1991
- ✓ * Outreach Plan Includes Securing Influence with Governor, Comptroller, Key Senators, House Leadership
- * Leadership Changes: Governor, Lt. Governor, Attorney General, Comptroller

1990 PROACTIVE PLANS

- * No State Level Plan for 1990
- ✓ * TI Lobbyist Working to Modify Current Ordinances in Several Cities

✓✓ LOBBYISTS

- * Assessments
 - PMUSA - Dick Brown
 - TI - Gaylord Armstrong
 - RJR - Miller - Robert Johnson
 - B & W - Cal Varner
 - Product Liability Team, Headed by Jack Gullahorn
- * Dealing with Weaknesses
- * Meeting with Grasstops

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