



The Commonwealth of Massachusetts
William Francis Galvin, Secretary of the Commonwealth
Public Records Division - Lobbyist Section

Alan N. Cote
Director

Marie D. Marra
Supervisor, Lobbyist Section

June 9, 2010
LAO/10-21

[REDACTED]

Dear [REDACTED]

I have received your April 12, 2010 email correspondence requesting an advisory opinion. See G.L. c. 3, § 41 (2008 ed.). Specifically, you inquired whether members of your organization who must regularly communicate with employees of state agencies,

[REDACTED] regarding contract issues must register as lobbyists.

The definition of executive lobbying is:

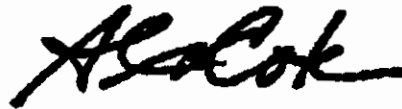
any act to promote, oppose, influence, or attempt to influence the decision of any officer or employee of the executive branch or an authority, including but not limited to, statewide constitutional officers and employees thereof, where such decision concerns legislation or the adoption, defeat or postponement of a standard, rate, rule or regulation promulgated pursuant to any general or special law, *or any act to communicate directly with a covered executive official to influence a decision concerning policy or procurement*; provided further, that executive lobbying shall include acts to influence or attempt to influence the decision of any officer or employee of a city or town when those acts are intended to carry out a common purpose with executive lobbying at the state level; and provided further, that executive lobbying shall include strategizing, planning, and research if performed in connection with, or for use in, an actual communication with a government employee; and provided, further, that "executive lobbying" shall not include providing

information in writing in response to a written request from an officer or employee of the executive branch or an authority for technical advice or factual information regarding a standard, rate, rule or regulation, policy or procurement for the purposes of this chapter.

G.L. c. 3, § 39 (2008 ed.).

To the extent that an individual is simply responding to a request for proposal by a government entity or engaging in normal business communication, such communication is not within the purview of lobbying. However, where there is contact with an official to influence or attempt to influence a decision regarding policy or procurement, such action falls within the definition of lobbying. In such circumstances, if the individual who engages in lobbying also meets the criteria of being an executive agent, a legislative agent, or both, registration with the Lobbyist Section is proper. G.L. c. 3, §§ 39, 41 (2008 ed.).

Very truly yours,

A handwritten signature in black ink, appearing to read "Alan N. Cote", written in a cursive style.

Alan N. Cote
Director