

TABLE 13.1

TEN OF THE MOST INFLUENTIAL LOBBIES IN WASHINGTON

Industry or Group	Major Players	Key Policy Areas	Lobbying Expenditures for 2012
Finance	Insurance, securities and investing, real estate, banks, finance/credit companies	Financial regulation and reforms	\$487.5 million
Oil	Exxon Mobile, Koch Industries, Chevron Corporation; Royal Dutch Shell	Environmental regulation	\$140.7 million
Agribusiness	Food industry (Kraft, Unilever, Monsanto); tobacco companies (Phillip Morris); biofuel producers and logging companies	Food labeling, environmental regulation, biofuel production	\$139.7 million
Defense	Lockheed Martin, Boeing, General Dynamics	Defense, military	\$136 million
Technology	Apple, Microsoft, Google, Amazon, Facebook	Corporate tax rates, cybersecurity, Net neutrality	\$133.2 million
Pharmaceuticals	Pfizer, Eli Lilly & Co., Merck	Health care regulation	\$119.5 million
Mining	The coal industry	Environmental regulation	\$32.6 million
Retirees	AARP	Health care, Medicare, Social Security, retirement and age discrimination	\$9.9 million
Gun rights	National Rifle Association (NRA)	Second Amendment rights, gun control and regulation	\$6.1 million
Pro-Israel	American Israel Public Affairs Committee	Foreign policy	\$3.6 million

**Sources:** Compiled by the authors using rankings by BusinessPundit.com, [www.businesspundit.com/10-of-the-biggest-lobbies-in-washington/](http://www.businesspundit.com/10-of-the-biggest-lobbies-in-washington/), April 26, 2011, and figures from the Center for Responsive Politics, [www.opensecrets.org/lobby/top.php?indexType=c&showYear=2012](http://www.opensecrets.org/lobby/top.php?indexType=c&showYear=2012).