

CAP CON 2026



Lobbying 2.0

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What is lobbying?

Definition: communicating directly with an official in the executive branch of state government or an official in the legislative branch of state government for the purpose of influencing legislative or administrative action. Mich. Comp. Laws Ann. § 4.415.



What does a lobbyist do?

We Advocate. Lobbying is a type of advocacy.

- **Direct Lobbying:** Meeting with policymakers, providing information, and explaining your position.
- **Grassroots Lobbying:** Mobilizing public support and encouraging citizens to contact their lawmakers.
- **Coalition Building:** Working with other organizations and individuals who share similar goals.
- **Providing Information:** Conducting research, preparing reports, and sharing data with policymakers.

What does a lobbyist do (continued)?

Identify Goals: *What is the issue?* Clearly define the specific policy outcomes you aim to achieve.

Build Relationships: Establish and cultivate relationships with policymakers, their staff, and other interested parties.

Craft Strategy: Determine which elected officials or government agencies are most relevant to your issue and should be the focus of your lobbying efforts.



What type of organizations use lobbyists?

All of them... We can make the case for anything. Try us.

- *Corporations*
- *Nonprofits*
- *Federal, State, and Local Governments*
 - *Government Agencies*

Multi-client vs. Association/In-house

What does your SFAD lobbyist also do?

- Follow member-developed Core Principles and Legislative Agenda.
- Testify before legislative committees.
- Prep you to testify before committees.
- Provide information for you to talk with legislators.
- Staff five internal issue committees.



The League's internal policy committees

Led by members.

The committees review legislation and recommend policy positions to be approved by the League's Board of Trustees.

Internal Policy Committees:

- **Municipal Finance**
- **Municipal Services**
- **Economic Development & Land Use**
- **Energy & Environment**
- **Transportation, Infrastructure, and Technology**

What issues do we review?

A few examples...

- Municipal Finance: Revenue sharing, personal property tax, pension and OPEB.
- Municipal Services: FOIA, OMA, local permitting, law enforcement, emergency response, labor, elections.
- Economic Development & Land Use: Housing, zoning, and economic incentives.
- Energy & Environment: Municipal electric utilities, renewable energy, emerging contaminants, recycling, materials management.
- Transportation, Infrastructure, & Technology: Roads, bridges, multimodal transportation, water, sewer, stormwater, telecommunications, and broadband.

What should a lobbyist know?

How a bill becomes a law.

Beginning In the House

Step 1: Bill Introduction

Step 2: Referral to Committee

Step 3: Committee Hearings

Step 4: Committee Sends to House Floor

Step 5: Second Reading

Step 6: Third Reading

Step 7: Transmit Bill to the Senate

Transmitted to the Senate

Step 1: Senate Receives, Refers to Committee

Step 2: Committee Hearings

Step 3: Committee Sends Bill to Senate Floor

Step 4: General Orders

Step 5: Third Reading

Step 6: Bill Returned to House

Step 7: House Enrolls and sends to the Governor

What SFAD wants you to know

The Michigan Legislature

It makes decisions daily that impact communities.

- 4,000 bills introduced each session (on average).
 - 2/3 will affect your municipality.
- Michigan is one of only a handful of states with a true full-time legislature.
- You have year-round access to your state legislators.

What SFAD wants you to know (continued)

How to track legislation.

MI Legislature's Tracking Website: www.legislature.mi.gov.

You can:

- Search bills by number or content.
- Track bill progress.
- Find committee meetings.
- Find legislators.

Quick Search

2025-2026 Bills [Ⓢ]



Michigan Compiled Laws [Ⓢ]



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Quick Links

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Senate

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House

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Recent Activity

Bill	Date	Action
HB 4032	Mar. 12	PASSED BY HOUSE WITH IMMEDIATE EFFECT
HB 4032	Mar. 12	REFERRED TO COMMITTEE ON HEALTH POLICY
HB 4161	Mar. 12	PASSED BY HOUSE WITH IMMEDIATE EFFECT
HB 4161	Mar. 12	REFERRED TO COMMITTEE ON APPROPRIATIONS
HB 4162	Mar. 12	PASSED BY HOUSE WITH IMMEDIATE EFFECT
HB 4162	Mar. 12	REFERRED TO COMMITTEE ON APPROPRIATIONS
SB 23	Mar. 12	AMENDMENT(S) ADOPTED
SB 23	Mar. 12	PASSED ROLL CALL # 17 YEAS 30 NAYS 6 EXCUSED 1 NOT VOTING 0

House Bill 4002 of 2025 ([Public Act 2 of 2025](#))

 [rss](#) | [Printer Friendly](#)

[◀ Previous Bill](#) [Next Bill ▶](#)

Sponsors

[Jay DeBoyer \(District 63\)](#)

[John Roth \(District 104\)](#)

[Joseph Aragona \(District 60\)](#)

[Gregory Markkanen \(District 110\)](#)

[Brian BeGole \(District 71\)](#)

[David Prestin \(District 108\)](#)

[Douglas Wozniak \(District 50\)](#)



Categories



[Labor: benefits](#)



Labor: benefits; requirements for an employer to provide earned sick time, modify. Amends title and secs. 2, 3, 4, 5, 6, 7, 8 & 12 of [2018 PA 338 \(MCL 408.962 et seq.\)](#) & adds sec. 3a.



Documents



Bill Document Formatting Information

  **House Introduced Bill**
Introduced bills appear as they were introduced and reflect no subsequent amendments or changes

  **As Passed by the House**
The As Passed by the House version is the bill, as introduced, that includes any adopted House amendments

  **As Passed by the Senate**
The As Passed by the Senate version is the bill, as introduced, that includes any adopted Senate amendments

  **House Concurred Bill**
The Concurred Bill is the version passed in identical form by both houses of the Legislature, issues prior to availability of the Enrolled Bill

  **Public Act**
A Public Act is a bill that has become law

History

(House actions in lowercase, Senate actions in UPPERCASE)

Note: A page number of 0 indicates that the page number is coming soon

Date	Journal	Action
1/09/2025	HJ 2 Pg. 31	introduced by Representative Rep. Jay DeBoyer
1/09/2025	HJ 2 Pg. 31	read a first time
1/09/2025	HJ 2 Pg. 31	referred to Committee on Select Committee on Protecting Michigan Employees and Small Businesses
1/14/2025	HJ 3 Pg. 34	bill electronically reproduced 01/09/2025
1/16/2025	HJ 5 Pg. 43	reported with recommendation with substitute (H-1)
1/16/2025	HJ 5 Pg. 43	referred to second reading
1/23/2025	HJ 7 Pg. 54	read a second time
1/23/2025	HJ 7 Pg. 54	substitute (H-1) adopted
1/23/2025	HJ 7 Pg. 54	placed on third reading
1/23/2025	HJ 7 Pg. 60	placed on immediate passage
1/23/2025	HJ 7 Pg. 60	read a third time
1/23/2025	HJ 7 Pg. 60	passed; given immediate effect Roll Call #5 Yeas 67 Nays 38 Excused 0 Not Voting 5
1/23/2025	HJ 7 Pg. 60	transmitted
2/04/2025	SJ 10 Pg. 85	PASSED BY HOUSE WITH IMMEDIATE EFFECT
2/04/2025	SJ 10 Pg. 85	REFERRED TO COMMITTEE ON REGULATORY AFFAIRS
2/20/2025	SJ 16 Pg. 134	DISCHARGE COMMITTEE APPROVED
2/20/2025	SJ 16 Pg. 134	PLACED ON ORDER OF GENERAL ORDERS
2/20/2025	SJ 16 Pg. 134	RULES SUSPENDED FOR IMMEDIATE CONSIDERATION
2/20/2025	SJ 16 Pg. 135	REPORTED BY COMMITTEE OF THE WHOLE FAVORABLY WITH SUBSTITUTE (S-3) AND AMENDM
2/20/2025	SJ 16 Pg. 135	SUBSTITUTE (S-3) AS AMENDED CONCURRED IN
2/20/2025	SJ 16 Pg. 135	PLACED ON ORDER OF THIRD READING WITH SUBSTITUTE (S-3) AS AMENDED
2/20/2025	SJ 16 Pg. 135	PLACED ON IMMEDIATE PASSAGE
2/20/2025	SJ 16 Pg. 136	AMENDMENT(S) DEFEATED
2/20/2025	SJ 16 Pg. 136	PASSED; GIVEN IMMEDIATE EFFECT ROLL CALL # 10 YEAS 26 NAYS 10 E
2/20/2025	SJ 16 Pg. 137	TITLE AMENDED
2/20/2025	SJ 16 Pg. 137	RETURNED TO HOUSE
2/20/2025	HJ 19 Pg. 141	returned from Senate with substitute (S-3) with immediate effect and title amend
2/20/2025	HJ 19 Pg. 141	laid over one day under the rules
2/20/2025	HJ 19 Pg. 141	rule suspended
2/20/2025	HJ 19 Pg. 141	Senate substitute (S-3) concurred in
2/20/2025	HJ 19 Pg. 141	roll call Roll Call #12 Yeas 81 Nays 29 Excused 0 Not Voting 0
2/20/2025	HJ 19 Pg. 141	title amendment agreed to
2/20/2025	HJ 19 Pg. 141	bill ordered enrolled
2/25/2025	HJ 20 Pg. 146	presented to the Governor 02/21/2025 01:30 AM
2/25/2025	HJ 20 Pg. 149	approved by the Governor 02/21/2025 11:40 AM
2/25/2025	HJ 20 Pg. 149	assigned PA 2'25 with immediate effect
2/25/2025	HJ 20 Pg. 149	filed with Secretary of State 02/21/2025 01:10 PM

What SFAD wants you to know (continued...again)

A day in the life of a legislator.

- They face hundreds of issues daily, a majority of which are complex, and they may have little background in.
- They rely heavily on their own staff and caucus staff.
- They are always at work, whether in district or Lansing.
- In the age of term limits, lobbyists are also educators.

What SFAD wants you to know (one more time...)

Building relationships is critical.

- Make it a priority to develop relationships and talk with your legislators.
- Meet with them in district.
 - Invite them to events.
 - Let them know your priorities.
- Build relationships with their staff.
- Get connected with them on social media.
- ***Say thank you.***



Questions?

Contact Us

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