

# THE LIST

Compiled by Craig Douglas and Sean McFadden

## LARGEST BUSINESS-ADVOCACY AND LOBBYING GROUPS IN MASS.

RANKED BY TOTAL REVENUE AS REPORTED FOR EACH ORGANIZATION'S MOST-RECENTLY REPORTED TAX FILING YEAR

Organization/ Prior Rank (*unranked in 2013) / URL	Address/Phone number	Filing year	Revenue	Operating expenses	Chief executive's compensation	Chief executive	Organization's mission
<b>1</b> <b>Union of Concerned Scientists</b> <sup>①</sup> www.ucsusa.org	2 Brattle Square, Cambridge, MA 02138 (617) 547-5552	2012	\$26,806,462	\$23,761,080	\$301,358	Kevin Knobloch, President <sup>1</sup>	Utilizes rigorous, independent science in an effort to solve our planet's most pressing problems.
<b>2</b> <b>Massachusetts Hospital Association</b> <sup>②</sup> www.mhalink.org	5 New England Executive Park, Burlington, MA 01803 (413) 262-6000	2011	\$13,161,664	\$9,827,528	\$814,173	Lynn Nicholas, President	To serve as the leading voice for all Massachusetts hospitals and health care systems.
<b>3</b> <b>Chartered Alternative Investment Analyst Association</b> <sup>④</sup> www.caia.org	100 University Drive, Amherst, MA 01002 (413) 253-7373	2012	\$8,864,348	\$9,294,822	\$368,455	Florence Lombard, CEO <sup>2</sup>	To establish the CAIA designation as the benchmark for alternative investment education worldwide.
<b>4</b> <b>Associated Industries of Massachusetts</b> <sup>③</sup> www.aimet.org	1 Beacon St., Boston, MA 02108 (617) 262-1180	2013	\$8,174,000	\$7,800,240	\$440,596	Richard Lord, President, CEO	To improve the financial performance of member companies through lobbying, management and HR services.
<b>5</b> <b>Massachusetts Biotechnology Council</b> <sup>⑨</sup> www.massbio.org	300 Technology Square, Cambridge, MA 02139 (617) 674-5100	2012	\$6,527,377	\$5,692,061	\$677,457	Robert Coughlin, President, CEO	To foster a positive environment that enables each biotechnology company to achieve its full potential.
<b>6</b> <b>Massachusetts Bankers Association</b> <sup>⑤</sup> www.massbankers.org	1 Washington Mall, Boston, MA 02108 (617) 523-7595	2012	\$6,334,451	\$6,444,978	\$758,714	Daniel Forte, President, CEO	To represent the interests of its member institutions and those of the Massachusetts and N.E. banking industry overall.
<b>7</b> <b>Greater Boston Chamber of Commerce</b> <sup>⑥</sup> www.bostonchamber.com	265 Franklin St., Boston, MA 02110 (617) 227-4500	2013	\$6,125,000	\$5,900,000	\$508,730	Paul Guzzi, President, CEO	Helps Greater Boston-area businesses grow through networking events, business advocacy and leadership development.
<b>8</b> <b>Boston Society of Architects/AIA</b> <sup>⑫</sup> www.architects.org	290 Congress St., Boston, MA 02210 (617) 391-4010	2013	\$5,643,941	\$5,703,100	\$155,071	Eric White, Executive director	Committed to professional development for its members, and advocacy on behalf of great design.
<b>9</b> <b>Massachusetts Association of Insurance Agents</b> <sup>⑦</sup> www.massagent.com	91 Cedar St., Milford, MA 01757 (508) 634-2900	2012	\$5,297,413	\$5,247,920	\$490,360	Frank Mancini, President, CEO	Dedicated to preserving, strengthening and promoting members and the American insurance agency system.
<b>10</b> <b>Massachusetts Bar Association</b> <sup>⑧</sup> www.massbar.org	20 West St., Boston, MA 02111 (617) 338-0500	2012	\$5,286,537	\$4,295,728	\$406,057	Martin Healy, Chief operating officer	Serves the legal profession and the public by promoting the administration of justice, legal education and professional excellence.
<b>11</b> <b>Better Business Bureau</b> <sup>⑪</sup> www.boston.bbb.org	290 Donald Lynch Blvd., Marlborough, MA 01752 (508) 652-4800	2012	\$4,801,403	\$4,404,064	\$349,226	Kevin Sanders, President, CEO	To be the leader in advancing marketplace trust.
<b>12</b> <b>Boston Bar Association</b> <sup>⑬</sup> www.bostonbar.org	16 Beacon St., Boston, MA 02108 (617) 742-0615	2012	\$3,820,519	\$3,688,842	\$256,235	Richard Page, Executive director	To advance the highest standards of excellence for the legal profession, and facilitate access to justice.
<b>13</b> <b>Massachusetts Association of REALTORS</b> <sup>⑩</sup> www.marealtor.com	1400 Main St., Waltham, MA 02451 (781) 890-3700	2013	\$3,709,000	\$3,400,000	\$337,006	Robert Authier, CEO/EVP	To serve as the leading statewide advocate for the real estate industry and private property rights.
<b>14</b> <b>Massachusetts Society of CPAs</b> <sup>⑮</sup> www.mscaonline.org	105 Chauncy St., Boston, MA 02111 (617) 556-4000	2013	\$3,000,000	\$2,900,000	\$235,000	Eileen McAnney, President, CEO	To protect, enhance, and promote the value of being a CPA in Massachusetts.
<b>15</b> <b>The New England Council</b> <sup>⑭</sup> www.newenglandcouncil.com	98 N. Washington St., Boston, MA 02114 (617) 723-4009	2012	\$3,000,000	\$2,800,000	\$536,000	James Brett, President, CEO	To identify and support federal public policies and articulate the voice of its membership regionally and nationally.
<b>16</b> <b>Cape Cod Chamber of Commerce</b> <sup>⑯</sup> www.capecodchamber.org	5 Patti Page Way, Centerville, MA 02632 (508) 362-2225	2012	\$2,571,138	\$2,341,034	\$146,210	Wendy Northcross, CEO	To strengthen and promote the economic viability, environmental sensitivity, cultural richness and social needs of Cape Cod.
<b>17</b> <b>Massachusetts Association of Health Plans</b> <sup>⑰</sup> www.mahp.com	40 Court St., Boston, MA 02108 (617) 338-2244	2012	\$2,242,237	\$2,272,619	\$335,531	Lora Pellegrini, President, CEO	To promote high-quality, affordable and coordinated health care in Mass. through advocacy, education and health policy research.
<b>18</b> <b>NAIOP Massachusetts</b> <sup>⊕</sup> www.naiopma.org	144 Gould St., Needham, MA 02494 781-453-6900	2012	\$2,166,679	\$2,043,736	\$517,161	David Begelfer, CEO	Represents the interests of the real estate industry, including developers, owners and other professionals.
<b>19</b> <b>Massachusetts Restaurant Association</b> <sup>⑱</sup> www.massrestaurantassoc.org	333 Turnpike Road, Southborough, MA 01722 (508) 303-9905	2011	\$1,724,201	\$1,663,001	\$261,164	Peter Christie, President <sup>3</sup>	Committed to the advancement of the food and beverage industry in the state of Massachusetts.
<b>20</b> <b>Retailers Association of Massachusetts</b> <sup>⑲</sup> www.retailersma.org	18 Tremont St., Boston, MA 02108 (617) 523-1900	2013	\$1,700,000	\$1,315,000	\$335,000	Jon Hurst, President	To promote, protect and preserve the retail and restaurant sector in the commonwealth through public affairs advocacy and education.
<b>21</b> <b>Massachusetts Technology Leadership Council</b> <sup>⑳</sup> www.massctlc.org	20 Mall Road, Burlington, MA 01803 (781) 993-9000	2012	\$1,508,545	\$1,553,814	\$173,500	Thomas Hopcroft, President, CEO	To accelerate innovation by connecting people from across the technology landscape.
<b>22</b> <b>A Better City</b> <sup>㉑</sup> www.abettercity.org	33 Broad St., Boston, MA 02109 (617) 502-6240	2012	\$1,452,456	\$1,303,427	\$396,514	Richard Dimino, President	To improve the economic competitiveness and quality of life of the Boston region.
<b>23</b> <b>Worcester Regional Chamber of Commerce</b> <sup>⊕</sup> www.worcesterchamber.org	446 Main St., Worcester, MA 01608 (508) 753-2924	2012	\$1,437,510	\$1,396,985	\$156,822	Richard Kennedy, President, CEO <sup>4</sup>	To support existing businesses and promote economic development in the Worcester region.
<b>24</b> <b>Massachusetts Competitive Partnership</b> <sup>㉒</sup> www.masscompetes.org	535 Boylston St., Boston, MA 02116 (617) 236-4099	2012	\$1,402,056	\$1,294,110	\$430,287	Daniel O'Connell, CEO	To promote job stabilization and growth across the full spectrum of business.
<b>25</b> <b>Merrimack Valley Chamber of Commerce</b> <sup>⊕</sup> www.merrimackvalleychamber.com	264 Essex St., Lawrence, MA 01840 (978) 686-0900	2012	\$1,160,862	\$1,160,170	\$214,887	Joseph Bevilacqua, President, CEO	Serves as the voice for business and industry in the Merrimack Valley community.

NOTES: NA - not available.

### ► CLOSER LOOK



Richard Lord is president and CEO of Associated Industries of Massachusetts, a state-wide employer advocacy and service organization of more than 5,000-member companies. Lord joined AIM in 1991 and served as executive vice president for legislative policy. In that capacity, he was responsible for AIM's public policy advocacy on health care, economic development, taxation, worker's compensation and other issues of interest to employers in the commonwealth. Lord has served as president and CEO of AIM since 1999. Prior to joining AIM, Lord served as chief of staff for the Committee on Ways and Means of the Massachusetts House of Representatives.

#### ABOUT THE LIST

Information was obtained through surveys as well as organizations' most recently published tax filings.

Ties are broken by operating expenses.

1. Kenneth Kimmell is currently president of Union of Concerned Scientists.
2. William Kelly is currently CEO of Chartered Investment Analyst Assoc.
3. Bob Luz is currently president and CEO of Mass. Restaurant Association.
4. Timothy Murray is currently president and CEO of Worcester Regional Chamber of Commerce.

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