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## **Privatizing Participation: Civic Change and the Organizational Dynamics of Grassroots Lobbying Firms**

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**Table S1.** Firms Included in Analyses

	Included	Not Included <sup>a</sup>	Difference
<b>Firm Clients<sup>b</sup></b>			
Average % corporations	29.6%	34.1%	−4.5%
Average % interest groups	19.0%	19.0%	.0%
Average % trade associations	18.4%	16.3%	2.1%
Average % political parties	17.3%	15.8%	1.5%
Average % government agencies	8.6%	7.8%	.8%
Average % other clients	7.2%	7.0%	.2%
<b>Party Affiliation of Firm<sup>b</sup></b>			
Democrat	36.2%	39.1%	−2.9%
Republican	38.2%	34.4%	3.8%
Non- or bi-partisan	25.7%	26.6%	−.9%
<b>Focus of Firm<sup>b</sup></b>			
Public affairs / public relations	25.5%	16.7%	8.8%
Government affairs	2.7%	2.8%	−.1%
Mix PR / government affairs	36.1%	33.3%	2.8%
Specialized service provider (e.g., direct mail)	28.9%	27.8%	1.1%
Other, NEC	6.8%	19.4%	−12.6%
Median Employee Size	10.0	23.5	−13.5
Median Annual Revenue (millions)	3.0	4.6	−1.6
N	390	322	

<sup>a</sup> I excluded from analyses firms that met any of the following conditions: (1) founded before 1972 or after 2002, (2) missing location information, or (3) having headquarters outside the United States.

<sup>b</sup> Columns may not total to 100 percent due to rounding error.

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