



National Flea Market Association

Legislative Handbook

As a member of the National Flea Market Association you are easily identified as a business owner interested in improving and protecting your business and your industry. As a business owner you also need to participate personally in the political process of your community, your state and our federal government. Each of these governmental bodies can and does act in ways that impact your ability to conduct business and the ability of your vendors to succeed.

As a business owner you put yourself at risk if you are not involved in the political process. Who knows more about your business and your industry than you do? Who knows more about your vendors? You can assess the potential impact of a government regulation on your flea market better than anyone.

You cannot afford to have uninformed government make decisions impacting your business interests. You need to establish relationships with public officials - elected and appointed - who might have something to do with regulating your business. You need to know them and you need to educate them about your business.

The best relationships are ones you develop yourself. These relationships provide you an opportunity to teach and to establish credibility for those occasions when issues arise upon which you need to express yourself.

Getting to know your elected officials and other government officials is smart business and good citizenship. The key to such relationships is your personal initiative. NFMA provides you with tools and resources to use in these efforts but everything starts with you.

Use the association for ideas, backup support and industry data. Don't wait until there is a problem. And, when there is a problem let the association know immediately. It may be something others have faced elsewhere. There may a need to involve association officials or one of the association lobbyists.

In government relations your association is as strong as its members and together you can be a formidable force for you collective good.

*Robert McConnell, NFMA Lobbyist
Hawthorne & York International, Ltd*

Table of Contents

Who Makes the Laws Affecting Your Flea Market?	4
Federal Government.....	4
State Government	5
Local Laws & Ordinances.....	5
How Legislators Make Decisions	6
Why Do Legislators Pass Bills That Harm our Industry?	6
How a Bill is Created.....	8
How a Bill Becomes a Law	8
Image: Your Friend or Foe?.....	10
NFMA Code of Ethics.....	12
Lobbyists/Legislature	13
The Internet and the Legislature.....	16
Legislative Rolodex.....	17
State Government	22
Other Helpful Resources	24

WHO MAKES THE LAWS AFFECTING YOUR FLEA MARKET?

This section of the Legislative Handbook covers: (1) a short civics lesson describing the Federal and State legislative process; (2) how legislators make decisions and how ideas are turned into laws; and finally, (3) how can good legislators pass bills which harm our business? To begin, **who makes laws, and how** those laws are made? We will begin with a short civics lesson from the American history classes which many of us have forgotten.

Our government is made up of both *state* and *federal* governments. Both the state and federal governments can pass laws and make rules and regulations which can affect our businesses. In addition, many local jurisdictions have the ability to make local laws and ordinances which also affect your business. This section of the legislative handbook describes not only who makes those laws, rules and regulations, and ordinances, but also how they make them.

FEDERAL GOVERNMENT

The federal government in Washington D.C. makes laws through the *legislative process*. In the legislative process, individual *bills* are introduced in either the House or the Senate. In the House or the Senate, there are committees which hold hearings on each individual bill which has been introduced. After the committee(s) or hearing(s), the bill will be voted upon by the members of the committee. If the bill passes through the committee, it can go to the floor of the House or the Senate for a vote by the entire body. If the bill is voted upon and passed out of one chamber of Congress (the House or the Senate) the bill is then introduced in the other Chamber of Congress. It is possible that a bill can be introduced in both houses at the same time. The hearing and approval process is repeated in the second chamber.

If the same bill passes through both houses of Congress, it will then be presented to the *president* for his signature. If the president signs the bill, it becomes a *law*. Once a federal law is passed, it governs actions in each of the 50 states.

In addition to federal laws, federal agencies also make rules and regulations. Generally speaking, a federal agency will be first empowered by a federal law. Once it is empowered, a federal agency has the authority to make certain rules and regulations. One example of an agency we are all familiar with is the Internal Revenue Service. The IRS has the authority to make regulations which affect taxpayers. In a similar way, other federal agencies have the ability to make rules and regulations which can affect your business.



State, Federal & Local governments can all pass laws & make rules & regulations that affect your business.

STATE GOVERNMENT

Each state government is unique, and the way that each state makes its own laws is also unique. However, generally speaking, each state has bills which go through a legislative process (much like the federal process of passing a bill through the federal Congress). That bill, once passed from the legislative body, goes to the state *governor* for his or her signature. Once the bill is signed, it becomes a state law. The laws of an individual state govern the people of that state and, in some instances, goods and services traveling through that state.

Much like the federal government, a state's legislative process generally includes hearings. Before a bill is passed through the state legislative process, it is generally subject to a hearing where individuals who are interested in the bill can testify as to why the bill is good or bad.

State Agencies. Like the federal system, each state has agencies which can create rules and regulations. These individual rules and regulations can have the force or effect of law. As a result, it is important that we not only be concerned with state laws, but also with state agencies and their ability to make rules and regulations. For example, it may be possible for a State agency which regulates prescription drugs to also prohibit the sale of non prescription drugs at a flea market. Again, it is important to note that each state is unique and each state agency will have unique powers.

LOCAL LAWS & ORDINANCES

Local governments also are empowered, in certain states, to make local laws and/or ordinances. Although we often don't think of these as being important, they can be critically important to our business. One of the most important local laws is *zoning*. Zoning is often controlled by a local zoning board. The local zoning board is created the state government. Once created, it will have its own set of rules and regulations. A zoning board can be very powerful. For example, the local zoning board can determine whether it is legal for a flea market to be operated on a particular parcel of property. The zoning board can zone a piece of property for use as a housing development. It would then not be legal to use that same parcel of property for a flea market. Another example of a local ordinance is a police ordinance. In certain cities, police departments are authorized to make ordinances governing certain issues. Often those ordinances are subject to review by a legislative body (like the city council). For example, in Phoenix, Arizona, there is a police ordinance governing pawnshops which has also been applied to flea markets.

SUMMARY

In summary, there are three levels of government which can pass rules and regulations affecting our business. These are the *federal government*, the *state government*, and the *local government*. In addition, all three levels of government can have agencies which may be able to create rules and regulations which can also affect our business. In order to be effective, it is important that you understand each layer of government, be it federal, state or local and the way in which it can affect your business. Each state and each local government is unique. It will take work on your part and on the part of your attorneys or lobbyists, to effectively understand how you can be affected by your local state and government laws.

HOW LEGISLATORS MAKE DECISIONS

As we said above, state and federal laws go through a legislative process before they are presented to the executive (the state executive is the *governor*, and the Federal Executive is the *president*) for signature. We are often surprised by the decisions our local legislators make.

Although some people don't believe it, legislators are good people who care and believe they are working for the people. They make decisions based on what they believe is right or in the best interest of the people or our way of life. As such, *legislators* make decisions after listening to the people.

As you will see below, it is critical that you become involved in the law and rule making process. Your government officials will listen to you and your lobbyist or attorney.

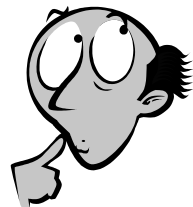
You need to make sure that your government officials understand your business and your issues and concerns. You need to know your local government officials, understand the process and be involved so that you can prevent harmful ideas from becoming laws which will damage your business.

HOW IS A BILL, WHICH BECOMES A LAW, FIRST CREATED?

A bill is very often created or written by a legislator based on a concern of a constituent. For example if a citizen is upset about an issue, he or she can ask or pressure a legislator to craft a bill to address the issue. Essentially, this is the prime example of the "squeaky wheel" getting oil. Legislators respond to their constituents, and those constituents who are the most powerful or who complains the most loudly or who has the most pressing issues can often find a legislator to write a bill to address their issue.

WHY DO LEGISLATORS PASS BILLS THAT HARM OUR BUSINESSES?

Here is one example of how a harmful bill can be passed. As said above, legislators listen to their constituents. First, the legislator listened to the constituents when he or she drafted the bill. Next, they will listen to the constituents when they pass a bill through a committee or in the legislative body as a whole. The supporters of a bill told the legislator why their bill is so good.



Another constituent or lobbyist did not tell that legislator why that bill could be very harmful or bad -- essentially the legislator only knew one side of the story. He or she will then vote as he or she believes is in the best interest of the people.

As a real life example we have often found that the local retailers associations have sponsored legislation. They are an important constituent group and legislators listen to them. As a result, they have gotten legislation written, have been the only people to testify at hearings, and have had that legislation passed into law because no one explained to the legislators why the bill was bad for certain constituents.

GET INVOLVED!

It is critical that each flea market owner and operator get involved in the legislative process. If you do not get involved, there is a very real probability that other people will get involved. In many states, we have seen evidence of other groups who have gotten involved in the legislative process and have gotten bills passed which were very detrimental to the flea market and swap meet industry. The problem was that no one from our industry got involved early on in the process.

It is critical that you get involved in the legislative process so you can speak out against legislation which will harm our industry or speak in favor of beneficial legislation. You must get involved before the legislative process begins. Once the bill is proposed, it is often very late in the legislative game. Sometimes there is not a sufficient time to react.

In many states, legislatures can act very quickly to pass laws which can affect our businesses. In some states, although there is generally a provision for a *hearing*, it is possible that a bill could be amended or passed and there would then be no hearing at which you could testify against the bill. In order to protect your business from damaging legislation, you must be known to legislators and the legislative process now. Establish a contact at the legislature. Get to know your representative.

HOW A BILL BECOMES LAW

Introduction: Anyone may draft a bill; however, only members of Congress can introduce legislation, and by doing so become the sponsor(s). There are four basic types of legislation: *bills*, *joint resolutions*, *concurrent resolutions*, and *simple resolutions*. The official legislative process begins when a bill or resolution is numbered (“H.R.” signifies a house bill and “S.” signifies a Senate bill), referred to a committee, and printed by the Government Printing Office.

Step 1. Referral to a Committee: Bills are usually referred to standing committees in the House or Senate according to carefully delineated rules of procedure.

Step 2. Committee Action: When a bill reaches a committee it is placed on the committee’s calendar. A bill can be referred to a subcommittee or considered by the committee as a whole. It is at this point that a bill is examined carefully and its chances for passage are determined. If the committee does not act on a bill, it is the equivalent of “killing” it.

Step 3. Subcommittee Review: Often, bills are referred to a subcommittee for study and hearings. Hearings provide the opportunity to put on the record the views of the executive branch, experts, other public officials, supporters and opponents. Testimony can be in person or submitted in writing.

Step 4. Mark Up: When the hearings are completed, the subcommittee may meet to “mark up” the bill, that is, to make changes and amendments prior to recommending the bill to the full committee. If a subcommittee votes not to report legislation to the full committee, the bill dies.

Step 5. Committee Action to Report a Bill: After receiving a subcommittee’s report on a bill, the full committee can conduct further study and hearings, or it can vote on the subcommittee’s recommendations and any proposed amendments. The full committee then votes on its recommendation to the House or Senate. This procedure is called “ordering a bill reported.”

Step 6. Publication of a Written Report: After a committee votes to have a bill reported, the chairman instructs staff to prepare a report on the bill. This report describes the intent and scope of the legislation, impact on existing laws and programs, position of the executive branch, and views of dissenting members.

Step 7. Scheduling Floor Action: After a bill is reported back to the chamber where it originated, it is placed in chronological order on the calendar. In the House there are several different legislative calendars, and the *Speaker* and *Majority Leader* largely determine if, when, and in what order bills come up. In the Senate there is only one legislative calendar.

Step 8. Debate: When a bill reaches the floor of the House or Senate, there are rules or procedures governing the debate. These rules determine the conditions and amount of time allocated for debate.

Step 9. Voting: After the debate and the approval of any amendments, the bill is passed or defeated by the members voting.

Step 10. Referral to Other Chamber: When a bill is passed by the House or the Senate it is referred to the other chamber where it usually follows the same route through committee and floor action. This chamber may approve the bill as received, reject it, ignore it, or change it.

Step 11. Conference Committee Action: If only minor changes are made to a bill by the other chamber, it is common for the legislation to go back to the first chamber for concurrence. However, when the actions of the other chamber significantly alter the bill, a conference committee is formed to reconcile the differences. If the conferees are unable to reach agreement, the legislation dies. If agreement is reached, a conference report is prepared describing the committee members' recommendations for changes. Both the House and the Senate must approve of the conference report.

Step 12. Final Action: After a bill has been approved by the House and Senate in identical form, it is sent to the President. If the President approves of the legislation he signs it and it becomes law. Or, the President can take no action for ten days, while Congress is in session, and it automatically becomes law. If the President opposes the bill he can veto it; or, if he takes no action after the Congress has adjourned its second session, it is a "pocket veto" and the legislation dies.

Step 13. Overriding a Veto: If the President vetoes a bill, Congress may attempt to "override the veto." This requires a two-thirds roll call vote of the members who are present in sufficient numbers for a quorum.

IMAGE: YOUR FRIEND or FOE?

Inviting Politicians and Other Visitors to Your Site.

Our swap meets and flea markets present a golden opportunity to connect not only with current and potential customers alike, but to present a positive image to politicians we invite to visit our sites. Don't let this opportunity slip through your fingers!

1

BE CONCERNED WITH YOUR PROFESSIONAL APPEARANCE (THE FIRST INSIGHT YOU OFFER TO OTHERS ABOUT YOUR IMAGE!)

Psychologists say it takes less than 15 seconds for others to form an impression of us! Visitors to our site are doing just that, scrutinizing not only our merchandise, but our attire, our mannerisms, and our body language. What kind of impression will you and your site make? Make sure you and your site reflect the professional code of ethics of NFMA.

2

BE APPROACHABLE.

Do you project a sense of approachability? Or does your body language say, "I'm bored" or "I don't believe in this work?" Such body language speaks louder than words. Mirror the pride that will garner respect for our industry.

3

BE AWARE OF NONVERBAL COMMUNICATION.

As you talk with your guest, be aware of your mannerisms. Huge faux pas include eating, talking on a cell phone, slouching, having your hands in your pockets...these behaviors all convey a message of boredom and disinterest in your guest. Smile!

4

BE A HOST.

Consider your swap meet or flea market site your office away from home. Treat visitors as if they have come to your office. Acknowledge and welcome them. Wear a nametag if you have one. If your visitor is a politician, briefly share your thoughts on current issues and events affecting our industry. Close the meeting by inviting him or her to a pre-planned breakfast or luncheon meeting following the site visit where he or she can meet other NFMA board or chapter members.

FLEA MARKETS HAVE AN IMAGE PROBLEM!

For those shoppers and sellers familiar with our industry, we are a better overall experience than the mall will ever be—a bargain hunter’s paradise, the place to discover hidden treasures, an opportunity to fulfill the dream of owning a business. But, for those uninformed folks who are not equipped with the facts, a flea market is no better than a back-alley outlet store dealing in cheaply “acquired” merchandise from the trunk of a ‘69 Impala! It is understandable why some elected officials might believe all the negative hype that our industry regularly receives. The media is *full* of it...quite literally! In an article coming out of San José, California, a local police department spokesperson said that counterfeiting is a common crime at flea markets everywhere and that probably one out of ten pieces of “name” merchandise at the market is a knock-off! Something has to be done...

FEED THEM WITH THE FACTS

No elected official can make an intelligent decision about anything without the FACTS.

- Collect facts and create opportunities for positive press.
- Call your local law enforcement authorities and ask for the hard facts regarding the recovery of stolen or counterfeit goods at your site. With these numbers in hand, you are in a much stronger position to debate a city councilman who is acting on false information.
- Never say that it doesn’t happen in your market unless you can substantiate it with authority. Just as you can find the facts, so can others. While you are attempting to create a positive image for your market and industry, it is always important to guard your reputation with the truth.

INVITE THEM OVER

- Become familiar with your local politicians and invite them to your market to witness grassroots commerce action at its finest!
- Share positive feedback with your visitors—flea markets are positive places because they promote small business and free enterprise...not to mention they generate over \$1.5 billion in payroll in the U.S. each year!

LIKE A GOOD NEIGHBOR

Flea markets generate a lot of income for their communities. Tell people about it. Besides the payroll tidbit we mentioned above, don’t forget tax dollars generated, merchandise purchased for resale, advertising expenditures, and all the other income boosting benefits of markets.

THE LAST DROP IN THE BUCKET

An individual flea market may seem insignificant in the grand scheme of things on the local level, but our industry as a whole is formidable in size and scope nationally. We are creating commerce, generating honest revenue for dealers, suppliers, the community and local government, as well as for ourselves. Be an educated informant...teach others to speak for the industry, not against it.

NFMA CODE OF ETHICS

- (1) To serve the public interest and to benefit the flea market industry by fostering high standards of business conduct which merits public trust;
- (2) To disseminate information helpful to the flea market industry and to facilitate the exchange of ideas among members;
- (3) To sustain a friendly and cooperative relationship among the flea market industry and the agencies with whom they do business;
- (4) To investigate, endorse, and inform the membership of specific services, programs, and products related to the industry;
- (5) To present information to the public and to governmental agencies that will help them to understand the role of the flea market in the economy;
- (6) To encourage legislation and regulations constructive to the industry and to discourage legislation and regulations destructive to both consumers and small businessmen engaged in the flea market industry; and
- (7) To support the association's Code of Professional Ethics.

The Flea Market and Swap Meet Industry in a Nutshell

- The current number of swap meet and flea market properties across the continental U.S., Canada and Hawaii = 2,000
- How are our industry standards measured?
 1. Number of vendor selling spaces—900 spaces average per flea market, 2,250,000 vendors selling each day across the U.S.
 2. 1.5 billion shoppers annually
- \$5 billion in annual sales
- \$1.5 billion in payroll
- \$400 million in taxes paid annually
- 80,000 jobs

Of course, the size of our industry is not all that matters. There are other unique qualities that add value to our business and that of NFMA. Some of those are:

Cultural Diversity

The last study that was done in California showed that flea markets are comprised of family owners that come from 36 different countries and speak 19 different languages!

Captive Market

Sounds kind of like customers in a cage at the zoo! But more seriously, customers who come to flea markets and swap meets come often and usually stay for about 2-4 hours each trip. During that time, they are “captive” to what your market serves!

Product Introduction...or the Art of Mass Sampling

When it comes to the tremendous costs associated with test marketing and the introduction of new product lines, it is a win-win situation for marketers when they utilize the benefits of introducing their products either regionally or nationally through the culturally diverse flea market and swap meet industry.


LOBBYISTS

"Experience is the worst teacher...it gives the test before teaching the lesson!" ~ Vernon Law

What is a Lobbyist?

A lobbyist is a representative of an interest group who meets with government officials and tries to influence decisions by providing information and arguments that tend to support the goals of the group. Before hiring a lobbyist to represent your interests, always obtain a referral from your state representative!

What to Expect from Your Lobbyist

- **Understand that they are not miracle workers.** The best lobbyist in the world cannot get all the swap meet and flea market bills we care about passed right now. While lobbyists can help make the process smooth, they can't walk on water.
- **Be reasonable.** Understand that they have other clients and that they have lives. Try to be low-maintenance. This is especially true if you are "borrowing" their services from another group.
- **Listen.** They were hired for their expertise, so take their advice seriously. They want you to succeed. You are paying for good advice, take it. 
- **Be open.** Let them know that you want (and can handle) honesty. Too many advocates do not want to hear the truth and are puzzled by surprises when their lobbyist tried to warn them.
- **Communicate.** Let them know what you know. Fully explain the issue so they can answer questions. If you get a call from a policymaker, a notice about your issue, a new study is published, something important happens in DC, or anything that seems relevant, make sure that your lobbyist knows about it. They can't represent you well if they don't have all the pieces.
- **Do not ask for personal favors** outside the scope of your work.
- **Be available.** If your lobbyist calls and says it is a critical stage and you need to come to Hartford to meet with a legislator who is wavering - Go. If they need a quick fact sheet to address a misconception about your issue - Write it.

WHAT CAN A LOBBYIST DO FOR YOU?

Political Strategy & Planning - planning legislative strategy and helping you to evaluate your lobbying needs and to develop and enhance your own political / governmental relations programs;

Direct Lobbying & Advocacy - active direct lobbying advocacy, including presenting written and oral testimony to Congress and to appropriate personnel in federal agencies and the Administration;

Monitoring & Reporting - monitoring and timely reporting of federal legislative and administrative activities including bills, committee hearings, Congressional floor debate, proposed agency policies and rule-makings, etc.;

Legal Analysis - furnishing legal analysis and comments in connection with bills, amendments, proposed regulations and other legislative and regulatory documents and proposals;

Drafting - drafting of bills, amendments, testimony, lobbying materials, rulemaking comments and other materials;

Coalitions - directing or participating in lobbying coalitions on issues involving a number of interested parties;

Meetings - scheduling meetings with, providing introductions to, and facilitating access to federal officials;

Contacts - establishing and maintaining contacts with key Congressional members and staff, and federal agency personnel; and

Presence - providing a client with an ongoing respected presence in Washington (e.g., appearances at Congressional hearings, agency meetings, etc.).

LEGISLATURE

Know Your Legislators' Staff

Call their office and ask who the legislative director is and who would be the best person to speak to regarding swap meets and flea markets. Develop a rapport with these staff members—they are the eyes and ears of the legislator.

Don't Assume the Legislator or Staff Member is Familiar with Your Business

Talk to them in lay terms, not industry jargon. Also, many staff people are fresh out of college or graduate school and may not have broad familiarity with swap meets or flea markets and how they work. Pay attention to how they respond to your information and make sure they understand. You are relying on that legislator or staff member to explain your information to another legislator, so make sure they understand the issues and perhaps follow up with a written explanation to clarify and solidify things.

Set Up a Meeting

Set up a meeting in your legislator's district office to meet with them and discuss your issues and other issues important to them. Develop a relationship and a partnership with them so that they will feel comfortable calling you or taking your calls when issues arise that affect the swap meet and flea market industry. Set up a breakfast or lunch meeting with NFMA board members or other chapter representatives and invite the legislator to attend and talk about what is happening at the Capitol. This gives the legislator the opportunity to get to know his or her constituents and an opportunity to do some campaigning.

Find Out When Your Legislator Will be Speaking

Find out your legislator's speaking schedule. Knowing when he or she will be speaking at local Chambers of Commerce or holding town hall meetings will give you the opportunity to attend and cement your relationship. Make sure to shake hands, remind them who you are, who or what issues and concerns you represent, and befriend the legislator and his or her staff.

Find Out When Your Legislator's Next Campaign is and Offer Your Assistance

Whether you allow volunteers to make phone calls from your office, walk precincts, mail brochures, or host fundraisers, this is one of the best ways to solidify your relationship and build a lasting partnership.

Find Out When the Legislative Campaign is Hosting a Fundraiser and Attend

Bring your friends with their checkbooks! Some words of warning: despite the negative reports of special interest money "purchasing" legislators, the political system is not all that corrupt. Campaigns cost ridiculous amounts of money, and individuals who want to get elected must spend part of their time fundraising. However, legislation and fundraising are two completely different subjects and should never be spoken about in the same conversation! ** DO NOT TALK ABOUT FUNDRAISING IN ANY GOVERNMENT-OWNED BUILDING OR AT ANY GOVERNMENT-SPONSORED EVENT! **

Encourage Others to Vote for Your Legislator

Become his or her campaign person and tell your friends, colleagues, and acquaintances who you are voting for and ask them to vote for that person as well.

Vote Yourself!

Roughly 30% of registered U.S. voters vote in any single election. All elections are important and all votes are important! If the other 70% of registered voters ever showed up to the polls and voted for a third-party candidate, history would be forever changed! Your vote is important!

Visit the NFMA Website

Watch the National Flea Market Association website at www.fleamarkets.org for continuously updated legislative information!

The Internet is Your Legislation Friend!

The most effective way to be informed of present or pending legislation that may affect your flea market is to hire a state lobbyist. Many individual flea markets or state associations do not have the resources to accomplish this task. Some markets may be in the process of hiring a lobbyist or rallying support from other markets to assist them with the cost. If your market does not have a lobbyist, it is imperative that you are at least aware of legislation that affects your business. The best, **free resource** in accomplishing this goal is the INTERNET! Every state has a legislative website that can be searched for helpful information. Following are the steps to find legislation that affects flea markets and swap meets.

1. Find your state's website. The following site has a link to every other state legislative website: www.prairienet.org/~scruff/f.htm
2. Once you have found your state's legislative site, the next goal is to find the link for both pending and present legislation. Keep in mind that state legislative sites are not uniform in their appearance or function. You may have to look around for the information you need, but it is there. Many sites have a search option to help you locate what you're looking for...use it!
3. Once you have located the appropriate link, a search needs to be performed using key words that are pertinent to what you are looking for. The key to doing an effective search is using appropriate "key" words. The following words are useful in a search for flea market legislation: *flea markets, swap meets, unused property, transient merchant, itinerant vendor*. If you are doing a search on anything over one word, you need to put your phrase in quotes. Most sites have help links for doing searches. It is usually worthwhile to read these help links.
4. Read the document. Some of the resulting information from your search may be benign, while some may have the potential to put you out of business! It may also be possible to catch pending legislation before it has been passed into law. It is much easier to fight legislation at this stage than to repeal or amend it after it has become a law!
5. The internet is your friend! It can become a powerful tool in researching legislation for those markets that do not have a lobbyist.

LEGISLATIVE ROLODEX

Executive

The White House www.whitehouse.gov

Judiciary

Supreme Court of the United States www.supremecourtus.gov

Legislative

US House of Representatives www.house.gov

Clerk of the House clerkweb.house.gov

Currently on the House Floor www.clerkweb.house.gov/congress

US Senate www.senate.gov

US Senate Calendar of Business www.access.gpo.gov/congress.cong004.html

THOMAS (track legislation) thomas.loc.gov

Congressional Information congress.org

Congressional Record www.access.gpo.gov/su_docs/aces150.html

(And don't forget our own legislative page on the National Flea Market Association website at www.fleamarkets.net!)

Other Government Resources

Federal Election Commission www.fec.gov

Federal Register www.nara.gov/fedreg

Government Printing Office www.access.gpo.gov

The Library of Congress lcweb.loc.gov

FirstGov www.firstgov.com

US Census Bureau www.census.gov

Political Parties

Democratic Congressional Campaign Committee	www.dccc.org
Democratic National Committee	www.democrats.org
Democratic Senatorial Campaign Committee	www.dssc.org
House Democratic Caucus.....	dcaucusweb.house.gov
House Republican Conference	www.gop.gov
National Republican Congressional Committee.....	www.nrcc.org
National Republican Senatorial Committee.....	www.nrse.org
Republican National Committee	www.rnc.org

Media

ABC News.....	abcnews.go.com
CBS News.....	www.cbsnews.com
CNN	www.cnn.com
C-SPAN.....	www.c-span.org
Fox News Channel	www.foxnews.com
Los Angeles Times.....	www.latimes.com
NBC News	www.msnbc.com
The New York Times	www.nytimes.com
Roll Call.....	www.rollcall.com
USA TODAY	www.usatoday.com
The Wall Street Journal.....	www.wsj.com
The Washington Post	www.washingtonpost.com
The WashingtonTimes.....	www.washtimes.com

Key Telephone Numbers And Addresses

US Capitol Switchboard	202-224-3121
Architect of the Capitol	202-228-1793
Congressional Budget Office.....	202-226-2600
Congressional Record (GPO).....	202-512-1032
Congressional Research Service.....	202-707-5700
Federal Register.....	202-523-4534

Library Of Congress.....	202-707-5000
Office of Special Services	202-224-4048
Postal Operations, House.....	202-225-3856
Postal Operations, Senate.....	202-224-5353
Senate and House Bill Status	202-225-1772

Senate Offices: Room/Phone Numbers:

Document Room	SH-B04, 202-224-7860
Cloak Room.....	(R) 202-224-6391, (D) 202-224-8541
Floor Information.....	(R) 202-224-8601, (D) 202-224-8541
Press Room	S-316, 202-224-0241

Addresses: Street addresses are Washington, DC 20510

SD.....	Dirksen Building—1st & C Sts., NE
SH.....	Hart Building—2nd & C Sts., NE
SR.....	Russell Building—1st & C Sts., NE
S	US Capitol

Key Telephone Numbers and Addresses

House Offices: Room/Phone Numbers:

Document Room	B106 CHOB, 202-226-5200
Cloak Room.....	(R) 202-225-7350, (D) 202-225-7330
Floor Information.....	(R) 202-225-7430, (D) 202-225-7400
Press Room	H-315, 202-225-3945

Addresses: Street addresses are Washington, DC 20515**Three digit room numbers are located in:**

CHOB.....Cannon House Office Bldg.
1st St. & Independence Ave., SE

Four digit room numbers beginning with 1 are located in:

LHOB.....Longworth House Office Bldg.
Independence & New Jersey Aves., SE

Four digit room numbers beginning with 2 are located in:

RHOB.....Rayburn House Office Bldg.
Independence Ave. & S. Capitol St., SW

Other Buildings

OHOB.....O'Neill House Office Bldg.
New Jersey Ave. & C St., SE

FHOB.....Ford House Office Bldg.
300 D St., SW

H.....US Capitol

Party Information

Democratic National Committee 202-863-8000
430 S. Capitol St., SE
Washington, DC 20003

Democratic Congressional Campaign Committee..... 202-863-1500
430 S. Capitol St., SE
Washington, DC 20003

Democratic Senatorial Campaign Committee..... 202-224-2447
430 S. Capitol St., SE
Washington, DC 20003

Democratic Governors Association..... 202-479-5153
499 S. Capitol St., NW, Ste. 422
Washington, DC 20003

Key Telephone Numbers and Addresses

Republican National Committee 202-863-8500

310 1st St., SE

Washington, DC 20003

National Republican Congressional Committee 202-479-7000

320 1st St., SE

Washington, DC 20003

National Republican Senatorial Committee 202-675-6000

425 2nd St., NE

Washington, DC 20002

Republican Governors Association..... 202-863-8587

310 1st St., SE

Washington, DC 20003

Need a quick way to identify your members of Congress (Senators and House Representatives)? Enter your zip code at..... www.congress.org/search.html

Additionally, two private sites have interesting factual and anecdotal information about Capitol Hill www.yourcongress.com

..... www.congresslink.org

For those needing assistance with legal information and issues, Cornell University's law institute site is excellent.....www.law.cornell.edu

The Cabinet

Department of Commerce.....202-482-2112

www.doc.gov

1401 Constitution Ave., NW

Washington, DC 20230

Secretary: Donald L. Evans

Director of Public Affairs: Mary Crawford 202-482-4883

Department of Housing and Urban Development.....202-708-0417

www.hud.gov

451 7th St., SW

Washington, DC 204010

Secretary: Mel Martinez

Press Secretary: Nancy Segerdahl..... 202-708-0980

Department of Labor202-693-6000

www.dol.gov

200 Constitution Ave., NW

Washington, DC 20210

Secretary: Elaine L. Chao

Assistant Secretary for Public Affairs: Sue Hensley (acting) 202-693-4676

STATE GOVERNMENT

Governors, Congress, State Laws & Other Legislative Information

Alabama..... www.alabama.gov/

Alaska..... www.state.ak.us/

Arizona..... www.az.gov/

Arkansas..... www.state.ar.us/

California..... www.ca.gov/

Colorado..... www.colorado.gov/

Connecticut.....	www.ct.gov/
D.C.....	www.dc.gov/
Delaware.....	www.delaware.gov/
Florida.....	www.myflorida.com/
Georgia.....	www.georgia.gov/
Hawaii.....	www.ehawaii.gov.org/
Idaho.....	www.accessidaho.org/
Illinois.....	www.illinois.gov/
Indiana.....	www.state.in.us/
Iowa.....	www.iowaccess.org/
Kansas.....	www.accesskansas.org/
Kentucky.....	www.kentucky.gov/
Louisiana.....	www.state.la.us/
Maine.....	www.state.me.us/
Maryland.....	www.maryland.gov/
Massachusetts.....	www.mass.gov/
Michigan.....	www.michigan.gov/
Minnesota.....	www.state.mn.us/
Mississippi.....	www.mississippi.gov/
Missouri.....	www.state.mo.us/
Montana.....	www.discoveringmontana.com/
Nebraska.....	www.state.ne.us/
Nevada.....	www.silver.state.nv.us/
New Hampshire.....	www.state.nh.us/
New Jersey.....	www.state.nj.us/
New Mexico.....	www.state.nm.us/
New York.....	www.state.ny.us/
North Carolina.....	www.ncgov.com/
North Dakota.....	www.discovernd.com/
Ohio.....	www.state.oh.us/
Oregon.....	www.oregon.gov/

- Pennsylvania.....www.state.pa.us/
- Rhode Island.....www.ri.gov/
- South Carolina..... www.myscgov.com/
- South Dakota www.state.sd.us/
- Tennessee www.tennesseeanytime.org/
- Texas..... www.state.tx.us/
- Utah..... www.utah.gov/
- Vermont.....www.vermont.gov/
- Virginia..... www.vipnet.org/
- Washington access.wa.gov/
- West Virginia www.state.wv.us/
- Wisconsin www.wisconsin.gov/
- Wyoming.....www.state.wy.us/



OTHER HELPFUL RESOURCES

Chambers of Commerce.

Your local Chamber of Commerce can help your business by:

- Serving as a clearinghouse for valuable local information.
- Helping you to manage your business: building, managing, expanding
- Introducing you to your local and national officials. Find out what's happening in politics and how it affects your business.
- Networking opportunities at chamber sponsored events.

To locate the Chamber of Commerce nearest you www.uschamber.com
or worldwide atwww.worldchambers.com

Retail Associations

The mission of retail associations are primarily to promote and enhance retail business, improve the business climate in your state, provide training and education to members, and monitor legislative and regulatory activity on the state and national level.

Services vary, but can often include:

- Workers Compensation discounts
- Credit Card Processing
- Telephone Services
- Health Insurance
- Association quarterly newsletters
- Legislative updates
- Legislative and Regulatory Representation
- A one stop information source

To look for a retail association that fits your needs:
www.business.com/directory/retail_and_consumer_services/associations/

NETWORKING WITH OTHER MEMBERS

Networking is far more than shaking hands, introducing yourself and being seen. It's about presence, integrity and having a vision that transcends individuals goals. It's bringing people and ideas together that never would have otherwise crossed paths. Following is a roster of your fellow NFMA members. Connect with each other, learn from each other, support each other!



HOW TO FIGHT LEGISLATION AND COME OUT WINNING

Contact NFMA immediately
Send a copy of proposed bill to NFMA
Tell us what you've done to date
Consult a lobbyist

Mailing Address:
10675 East N.W. Highway
Suite 1655-903
Dallas, TX 75238
Phone: 1.866.433.3532
Fax: 214.553.5981
Website: www.fleamarkets.org
email: nfma@fleamarkets.org

This publication brought to you by the
National Flea Market Association

Rev. 9/06