

# Maximizing Impacts



From Advocacy to Lobbying

# Agenda

- Advocacy
  - Tips, tricks, and pointers, OH MY!
- Using The Legis System
  - It's for more than just finding your legislator!
- Lobbying
  - Is it really a dirty word?

# Behold! The Power of Numbers!

Coalitions have been at the center of nearly all successful social movements!

## Number One Tip: Don't Go It Alone!

Research advocacy groups

Nationally

Chapters/state level branches

Locally

Ask multi issue groups

Network Delaware

ACLU

Search recent media

Social media

Statewide and local

Connect with organizers in other social justice organizations

Connect with close friends

# Using Tools To Maximize Impact

Signing / Sending letters is just one  
step!

When using the tools online:

- Change the subject line (if you can)
- Personalize the message/reframe message (if you can)

After using the tool:

- Spread the good word (aka the tool)
- When sharing tools online tag others to get them to use the tool

When talking about an issue/sharing articles:

- Tag decision makers
  - Share tools in the comments of the post
-

# What can you do offline?

Advocacy can start online, but we must move beyond the virtual!

- Attend constituent service events (e.g. coffees)
  - Write LTE's / Opinion Editorials / Blogs
  - Testify in Committee
    - [How To Draft Effective Testimony Presentation](#)
  - Plug into organizations/Sign up for newsletters
  - Utilize resources that are available
    - [LWV Government Tab](#)
    - Fact sheets that are available from orgs
    - [Lobby Day Guide \(ACLU\)](#)
    - [Letter to the Editor Training](#)
-

# Using The Legis System

It's for more than just finding out who your legislators are in Delaware!

The screenshot displays the Delaware General Assembly website. At the top, there is a search bar with the text "Enter Bill Number, Legislator, or Keyword" and a magnifying glass icon. Below the search bar is a navigation menu with the following items: BILLS & RESOLUTIONS, DELAWARE LAWS, COMMITTEES, SENATE, HOUSE, OFFICES & SERVICES, EVENTS & FACILITIES, and MEETINGS & ARCHIVES.

The main content area is divided into several sections:

- Session Info:** This section provides information about the current session. It states: "The Senate Session, House Session, and Joint Finance and Bond Hearing recordings are viewable from the [Live Stream Page](#)." It also includes two bullet points: "The **House** has convened the 152<sup>nd</sup> General Assembly and will meet on Tuesday, Wednesday & Thursday from January 10, 2023 - Thursday, January 26, 2023." and "The **Senate** has convened the 152<sup>nd</sup> General Assembly and will meet on Tuesday, Wednesday & Thursday from January 10, 2023 - Thursday, January 26, 2023." Below this, it notes: "Legislative Hall remains open, and all entrances remain accessible, during the roof replacement and cupola rehabilitation project. More information on the project and its impacts is available [here](#)." At the bottom of this section are two links: "Delaware State Redistricting Information" and "Legislative Hall Building Committee Information".
- What's Happening:** This section is titled "What's Happening" and has a dropdown menu for "ALL EVENTS". It lists events for January 24 and 25. For January 24, there are two events under "LEGISLATIVE DAY": "2:00 PM House Agenda - 7th Legislative Day" and "2:00 PM Senate Agenda - 7th Legislative Day". Under "COMMITTEE & TASK FORCE MEETINGS", there are three events: "12:00 PM House Revenue & Finance Committee Meeting", "1:00 PM House Public Safety & Homeland Security Committee Meeting", and "5:30 PM Senate Health & Social Services Committee Meeting". For January 25, there are three events under "COMMITTEE & TASK FORCE MEETINGS": "11:00 AM House Health & Human Development Committee Meeting", "12:00 PM Senate Labor Committee Meeting", and "12:00 PM Joint Legislative Council Committee Meeting".
- Find a Bill:** This section has a title "Find a Bill" and a link "How to Find a Bill?". It contains a search form with a "Bill No. or Keyword" field (with an example: "Ex: 'HB 12', 'SB 120', 'education'"), a "Search Year" dropdown menu (set to "2022 - 2024 (GA 152)"), and a "Find Bill" button. Below the form, it says: "If you would like to view all bills from the current Legislative Session, you may [view a full list here](#)."
- Live Proceedings:** This section has a title "Live Proceedings" and two buttons: "House - Legislative Session" and "Senate - Legislative Session".
- Who is My Legislator?:** This section has a title "Who is My Legislator?" and an "Address" input field.

At the bottom left of the screenshot, there is a decorative graphic with the text "the First State" and an illustration of two soldiers from the American Revolutionary War.

# Using The Legis System

**Delaware General Assembly**

Enter Bill Number, Legislator, or Keyword

BILLS & RESOLUTIONS DELAWARE LAWS COMMITTEES SENATE HOUSE OFFICES & SERVICES EVENTS & FACILITIES MEETINGS & ARCHIVES

**Session Info**

The Senate Session, House Session, and Joint Finance and Bond Hearing recordings are viewable from the [Live Stream Page](#).

- The **House** has convened the 152<sup>nd</sup> General Assembly and will meet on Tuesday, Wednesday & Thursday from January 10, 2023 - Thursday, January 26, 2023.
- The **Senate** has convened the 152<sup>nd</sup> General Assembly and will meet on Tuesday, Wednesday & Thursday from January 10, 2023 - Thursday, January 26, 2023.

Legislative Hall remains open, and all entrances remain accessible, during the roof replacement and cupola rehabilitation project. More information on the project and its impacts is available [here](#).

[Delaware State Redistricting Information](#)  
[Legislative Hall Building Committee Information](#)

**Watch Live**

**What's Happening** ALL EVENTS

**24 JAN** LEGISLATIVE DAY

- 2:00 PM [House Agenda - 7th Legislative Day](#)
- 2:00 PM [Senate Agenda - 7th Legislative Day](#)

COMMITTEE & TASK FORCE MEETINGS

- 12:00 PM [House Revenue & Finance Committee Meeting](#)
- 1:00 PM [House Public Safety & Homeland Security Committee Meeting](#)
- 5:30 PM [Senate Health & Social Services Committee Meeting](#)

**25 JAN** COMMITTEE & TASK FORCE MEETINGS

- 11:00 AM [House Health & Human Development Committee Meeting](#)
- 12:00 PM [Senate Labor Committee Meeting](#)
- 12:00 PM [Joint Legislative Council Committee Meeting](#)

**Find a Bill** How to Find a Bill?

Bill No. or Keyword   
Ex: "HB 12", "SB 120", "education"

Search Year 2022 - 2024 (GA 152)

**Find Bill**

If you would like to view all bills from the current Legislative Session, you may [view a full list here](#).

**Live Proceedings**

House - Legislative Session **House**

Senate - Legislative Session **Senate**

**Who is My Legislator?**

Address

**Review Floor Agendas**

**Review Committee Agendas**

**Find A Bill**

**Find Your Legislator**

# Using The Legis System

## Visiting Legislative Hall

Legislative Hall is located at:  
411 Legislative Avenue  
Dover, DE 19901

For questions or assistance please call 302-744-4114 or email [LC\\_Reception@delaware.gov](mailto:LC_Reception@delaware.gov).

Want to know more about Legislative Hall? [Learn about the rich history of the Delaware State House.](#)

## Looking for Help?

Every day, your legislative staff helps constituents solve issues they encounter ranging from potholes in their streets to animal-related concerns.

We're happy to help direct constituents to proper forms, facilitate communications with other state and city departments, and advocate on behalf of our constituents.

[View Common Constituent Issues](#)

[Joint Memo Announcing the Plans to Return to In-Person Session - Released March 4, 2022](#)

\* \* \* \* \*


[Governor Carney's Public Health State of Emergency Declarations](#)


[Governor Carney's Proclamation Authorizing Public Bodies to Meet Electronically](#)

[State COVID-19 Response Website](#)

[Additional Information](#)

## Contact Legislative Hall

 411 Legislative Avenue  
Dover, DE 19901

 302-744-4114

 [Legislative Hall](#)

To ensure quick and accurate assistance, please include your full name and address in your correspondence.

## Useful links

[FOIA Requests](#)

[Legislative Hall Media Credential Policy](#)

[CSG](#)

[ULC](#)

[NCSL](#)

[RSS Feeds](#)

[Legislative Notifications](#)

## Other Resources

[Accessibility](#)

[Delaware.gov](#)

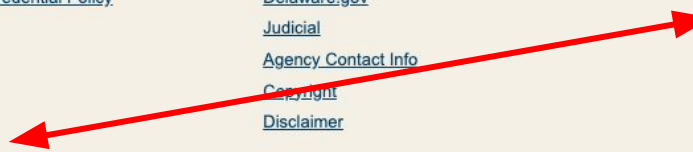
[Judicial](#)

[Agency Contact Info](#)

[Copyright](#)

[Disclaimer](#)

Sign Up For  
Notifications





# Using The Legis System

## Delaware General Assembly

Enter Bill Number, Legislator, or Keyword



BILLS & RESOLUTIONS

DELAWARE LAWS

COMMITTEES

SENATE

HOUSE

OFFICES & SERVICES

EVENTS & FACILITIES

MEETINGS & ARCHIVES

### Legislative Notifications

The State of Delaware provides the [Delaware Notification Service](#), which allows the public to subscribe to information updates provided by State agencies through e-mail. The General Assembly participates in this service, providing the following notifications:

- Notification of legislation impacting the Delaware Constitution, the Laws of Delaware, the Delaware Code (by individual title of the Code), and municipal charters.
- Notification of legislation that has been introduced or has passed the House or Senate.
- Notification when the Governor signs legislation.
- Notification when the Delaware Code Online is updated with the latest laws.
- Notification of special legislation, which includes the Budget Bill, Bond Bill, and Grants-in-Aid Bill.
- Notification of the daily agenda and daily legislative action sheet.
- Notification of the publishing of regulations, by department and broken down by each division in the department.

The public can receive access to this information by signing up for an account with the [Delaware Notification Service](#). Instructions for signing up for the [Delaware Notification Service](#) are available [here](#).

Sign Up For  
Notifications

# Using The Legis System

19 PM

Delaware Notification Services

## Delaware Notification Services

Welcome to the Delaware Notification Service website. This service will allow you to subscribe to information updates provided by Delaware agencies and government entities via email address.

In order to receive information updates, simply create a notification profile that includes your selection of the type of information you wish to receive.

Information submitted by all subscribers is protected under Delaware Statute. Click here to read a copy of the State's privacy policy.

Passwords must be at least 10 characters in length and must contain 3 of the following 4 character types:

Lower-case letters: a-z  
Upper-case letters: A-Z  
Numbers: 0-9  
Symbols: !@#\$%^&\*~

Spaces are not permitted, and you may not use any of your last 8 passwords. Avoid using a common word, your name, username, and repeating sequences.

You can access your portal account from your Smartphone. Download the app at iOS:

Disclaimer

Delaware's State Privacy Policy

Delaware Notifications Subscriber Guide

Email:

Password:

[Forgot your password?](#)

Remember me


**Login and Password do not match. Please re-try (Make sure the CAP key is off).**

[Login](#) or [Sign Me Up!](#)

My Subscriptions


Manage Subscriptions

Search 

Check the box next to each notification you would like to receive. Click on icon  to expand/collapse lower sites and portal groups.

[Expand All](#) | [Collapse All](#)

### STATE OF DELAWARE

Please tell us about yourself. 

I am a  Resident (I live here)  Business (I work here)  Other

Emergency

AUDITOR OF ACCOUNTS

CLOSINGS AND DELAYS - SWCE - STATE OF DELAWARE

CRIMINAL JUSTICE COUNCIL

CYBER SECURITY NEWS, ALERTS, AND ADVISORIES

DELAWARE CODE

DELAWARE OFFICE OF HIGHWAY SAFETY

DELDOT

DNREC


EDUCATION - NEWS AND ANNOUNCEMENTS

EDUCATION - SPECIFIC SCHOOL ANNOUNCEMENTS

FIRSTMAP

GOVERNMENT SUPPORT SERVICES

### LEGISLATIVE INFORMATION

Please tell us about yourself. 

I am a  Resident (I live here)  Business (I work here)  Other

LH\_City/Town Charters

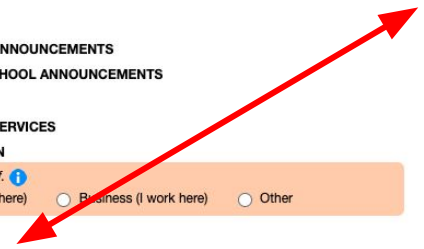
LH\_Daily Agendas

LH\_Daily Legislative Action Sheet

LH\_Governor Signed

LH\_House Passed

Two Most Important



# Reading A Bill

## House Bill 36 152nd General Assembly (Present)

### Bill Progress

**Current Status:** House Revenue & Finance 12/15/22

**What happens next?** Committee Hearing takes place within twelve legislative days.

Where The Bill Is Currently

### Bill Details

**Introduced on:** 12/15/22

**Primary Sponsor:** [Bush](#)

**Additional Sponsor(s):** Sen. [Walsh](#), [Brown](#)  
Reps. [Dorsey Walker](#), [Ramone](#)

**Co-Sponsor(s):** Sen. [Hansen](#), [Hocker](#), [Hoffner](#), [Mantzavinos](#), [Pettyjohn](#), [Pinkney](#), [Poore](#), [Wilson](#)  
Reps. [Bolden](#), [Chukwuocha](#), [Collins](#), [Cooke](#), [Dukes](#), [Gray](#), [Griffith](#), [Longhurst](#), [S. Moore](#), [Osienski](#), [D. Short](#),  
[Michael Smith](#), [Yearick](#)

**Long Title:** AN ACT TO AMEND TITLE 30 OF THE DELAWARE CODE RELATING TO THE REALTY TRANSFER TAX.

**Original Synopsis:** This Act decreases by 1% the rate of the realty transfer tax to be received by the State, thereby returning it to the rate that was applicable prior to August 1, 2017. The Act also makes technical corrections to conform existing law to the standards of the Delaware Legislative Drafting Manual. This Act will apply to documents recorded and permits applied for after the effective date of the Act.

**Volume:Chapter:** N/A

**Advisory Number:** N/A

**Fiscal Note/Fee Impact:** F/N (Complete) [View PDF](#)  
*You may need to disable your browser's pop-up blocker to view linked documents.*

**Effective Date:** Takes effect upon being signed into law

**Sunset Date:** N/A

Prime Mover in First Chamber

Prime Mover in Second Chamber

Legislators  
Showing  
Support

Fiscal Impacts  
Report

Bill Text

### Bill Text

**Original Text:** [View HTML](#) [View PDF](#)  
*You may need to disable your browser's pop-up blocker to view linked documents.*

# Reading A Bill

## Bill Text

Original Text:

 [View HTML](#)

 [View PDF](#)

*You may need to disable your browser's pop-up blocker to view linked documents.*

## Amendments

Amendment	Status	Introduction Date	Primary Sponsor	View Details
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*No Records Available*

## Committee Reports

Date	Committee	# Members	Favorable	On Its Merits	Unfavorable
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*No Records Available*

## Roll Calls

Chamber	Result	Date	Vote Type	Yes	No	Not Voting	Absent	PDF
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*No Records Available*

## Actions History

Date	Action
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12/15/22 Introduced and Assigned to Revenue & Finance Committee in House

## Legislation Detail Feeds

 [Roll Calls](#)

# Reading A Bill

## 152nd GENERAL ASSEMBLY FISCAL NOTE

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<b>BILL:</b>	<b>HOUSE BILL NO. 36</b>
<b>SPONSOR:</b>	<b>Representative Bush</b>
<b>DESCRIPTION:</b>	<b>AN ACT TO AMEND TITLE 30 OF THE DELAWARE CODE RELATING TO THE REALTY TRANSFER TAX.</b>

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### Assumptions:

1. This Act becomes effective upon signature by the Governor.
2. Currently, the state imposes a tax at the rate of 3.0% of the fair market value of the property divided equally between the grantor and grantee. Local governments are permitted to levy a tax of up to 1.5%. In cases in which the local levy exceeds 1.0%, the state rate decreases to 2.5%. With few exceptions, in practice, the state tax is levied at a rate of 2.5%, and the local taxes are levied at a rate of 1.5%, for a combined rate of 4.0%. First-time homebuyers are eligible for a reduction of 0.5%.
3. This Act provides for a 1.0% decrease in the rate of realty transfer tax to be received by the State.
4. Fiscal Year 2024 and 2025 revenue loss estimates are based on forecasts of realty transfer tax revenues as adopted by the Delaware Economic and Financial Advisory Council (DEFAC) at their December 2022 meeting. The Fiscal Year 2026 estimated revenue loss assumes four percent growth.

### General Fund Revenue Loss:

<b>Fiscal Year 2024:</b>	\$104.0 million
<b>Fiscal Year 2025:</b>	\$130.2 million
<b>Fiscal Year 2026:</b>	\$135.4 million

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# Reading A Bill



SPONSOR: Rep. Bush & Rep. Dorsey Walker & Rep. Ramone & Sen. Walsh & Sen. Brown  
Reps. Bolden, Chukwuocha, Collins, Cooke, Dukes, Gray, Griffith, Longhurst, S. Moore, Osienski, D. Short, Michael Smith, Yearick; Sens. Hansen, Hocker, Hoffner, Mantzavinos, Pettyjohn, Pinkney, Poore, Wilson

HOUSE OF REPRESENTATIVES  
152nd GENERAL ASSEMBLY

HOUSE BILL NO. 36

AN ACT TO AMEND TITLE 30 OF THE DELAWARE CODE RELATING TO THE REALTY TRANSFER TAX.

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF DELAWARE:

1 Section 1. Amend § 5402, Title 30 of the Delaware Code by making deletions as shown by strike through and  
2 insertions as shown by underline and redesignate accordingly as follows:

3 § 5402. Rate of tax; when payable; exception [For application of this section, see 81 Del. Laws, c. 56, § 2 and 81  
4 Del. C. 384, § 3].

5 (a) Every person who makes, executes, delivers, accepts or presents for recording any document, except as defined  
6 or described in § 5401(5) of this title, or in whose behalf any document is made, executed, delivered, accepted or presented  
7 for recording shall be subject to pay for and in respect to the transaction, or any part thereof, a realty transfer tax at the rate  
8 of ~~2 percent~~ 2% of the value of the property represented by such document, unless the municipality or county where the  
9 property is located has enacted the full 1½ percent realty transfer tax authorized by § 1601 of Title 22 or § 8102 of Title 9,  
10 in which case ~~2½ percent~~ 1½%, which tax shall be payable at the time of making, execution, delivery, acceptance or  
11 presenting of such document for recording. Said tax is to be apportioned equally between grantor and grantee.

12 (b) No tax shall be imposed on conveyances when the actual value of the property being transferred is less than \$  
13 100,000.



SPONSOR: Sen. Hansen & Rep. Heffernan & Rep. Dorsey Walker & Rep. S. Moore  
Sens. Gay, S. McBride, Sokola, Sturgeon, Townsend;  
Reps. Baumbach, Bentz, Chukwuocha, Cooke, Freel, Griffith, Kowalko, Lambert, Longhurst, Lynn, Matthews, Minor-Brown, Mitchell, Morrison, Osienski, K. Williams, Wilson-Anton

DELAWARE STATE SENATE  
151st GENERAL ASSEMBLY

SENATE BILL NO. 305

AN ACT TO AMEND TITLES 7 AND 29 OF THE DELAWARE CODE RELATING TO CLIMATE CHANGE.

1 WHEREAS, anthropogenic emissions of greenhouse gases are contributing to climate change, threatening the  
2 health and well-being of the people of Delaware, and requiring us to act with urgency; and

3 WHEREAS, the threat that climate change poses is multi-faceted, resulting in severe impacts such as sea level  
4 rise, disruption to the hydrologic cycle, more frequent and intense heatwaves, droughts, and storms; and

5 WHEREAS, Delaware has the lowest mean elevation of any state in the nation and the State is particularly  
6 vulnerable to related climate change impacts like sea level rise, flooding, saltwater intrusion into drinking water, erosion,  
7 wetland loss, beach loss, and extreme storm events; and

8 WHEREAS, the Intergovernmental Panel on Climate Change has found that human activities have caused  
9 approximately 1.0 degree Celsius of warming globally above pre-industrial levels and that, in order to limit global warming  
10 to 1.5 degrees Celsius, global greenhouse gas emissions must decline by at least 45% by 2030 and reach net zero by 2050;  
11 and

12 WHEREAS, in 2021, as part of the global effort to limit global warming to 1.5 degrees Celsius, the United States  
13 made a pledge to reduce its greenhouse gas emissions by at least 50% by 2030 and to reach net zero by 2050; and

14 WHEREAS, the General Assembly has previously recognized that the threat posed by climate change from

# Lobbying: Is It A Bad Word?

- What is Lobbying?
  - Seeking to influence (a politician or public official) on an issue.
  - “Lobbyist” means any individual who acts to promote, advocate, influence or oppose any matter pending before the General Assembly by direct communication with the General Assembly or any matter pending before a state agency by direct communication with that state agency, **and** who in connection therewith either:
    - a. **Has received or is to receive compensation** in whole or in part from any person; or
    - b. **Is authorized to act as a representative** of any person who has as a substantial purpose the influencing of legislative or administrative action; or
    - c. **Expends any funds** during the calendar year for the type of expenditures listed in § 5835(b) of this title.
- Who Lobbies?
  - Citizens
  - Hired Lobbyists from Organizations
    - Non-Profits
    - Industry
    - Political Organizations
  - Special Interest Groups (good and bad)
- What Is Required To Lobby?
  - It’s Complicated.... Go Back to the Big Three!
    - [To Register Or Not To Register? That is the question!](#)
  - **If you register DO NOT FORGET TO FILL OUT EXPENSE REPORTS**

# Lobbying: Is It A Bad Word?

## Public Integrity Reporting System

[Home](#) [Employers](#) [Lobbyists](#) [Lobbying Activity](#)

## Welcome

### For The Public

The Public Integrity Reporting System (PIRS) is a database through which lobbyists, and the organizations they represent, report expenses, gifts and legislative activity. Their reports are publicly available for you to view, download and print.



**ETHICS**  
TRANSPARENCY IN GOVERNMENT

### For Our Users

Lobbyists and Public Officers may log-in by clicking on the buttons below.

[Lobbyist Log In](#)

[Public Officer Log In](#)

### Employers



[Explore Employers](#)  
[Download Employer Data](#)

### Lobbyists



[Explore Lobbyists](#)  
[Download Lobbyist Data](#)

### Lobbying Activity



[Explore Lobbying Activity](#)  
[Download Lobbying Activity GA 152 \(PDF\)](#)  
[Download Lobbying Activity GA 152 \(CSV\)](#)  
[Download Lobbying Activity GA 151 \(PDF\)](#)

### More Resources



[FOIA Requests](#)  
[Public Integrity Commission](#)  
[Search Bills at Legislative Hall](#)  
[Public Officers Financial Disclosures FAQ](#)



# Setting Up Appointments With Legislators

Don't just wing it, or "drop in."  
Be patient, persistent, and creative!

What to do when you get an appointment?

- Prepare
  - Dress appropriately
  - Go in with a specific ask/purpose
  - Prepare any leave behinds
  - Assign a note taker
  - Follow up after with legislator/scheduler
-

**Thank You!**