The 1996 presidential campaigns has revived interest in the role of money in politics, and three new books help put the current situation in perspective.

The first of these is part of a long running tradition, *Financing the 1992 Election* by Herbert E. Alexander and Anthony Corrado (Armonk, NY: M.E. Sharpe, 1995). This volume is the ninth quadrennial book documenting the receipts and expenditures in American presidential election years produced by Alexander under the aegis of the Citizens’ Research Foundation at the University of Southern California. It is safe to say that Alexander is the “scholar of record” on American campaign finance. His co-author, Anthony Corrado, is a well-known student of campaign finance and a professor at Colby College. This book is a worthy addition to the series.

As with previous of Alexander’s books, this one is rich in data and covers a number of standard topics: the total amounts of money raised and spent; financing the presidential nomination contest, including detailed information on each of the major candidates among Democrats and Republicans; financing the national party conventions; the general election campaign; soft money; financing congressional campaigns; and campaign finance reform. Most of the data in the book come from the Federal Elections Commission, but as with past Alexander books, there is a wealth of additional information, often from the campaigns themselves, which adds to the depth and richness of the text. One bonus in this volume is a separate chapter on communicating with voters, the ostensible purpose for which campaign funds are raised and expended.

This book is chocked full of fascinating information. Consider for instance, the sheer magnitude of campaign financing. According to Alexander and Corrado, total campaign spending in the 1991-92 election cycle, including all manner of campaigns at the federal, state, and local levels, was $3.2 billion. The authors note that the total sum represents a 19 percent increase over the 1987-1988 elections cycle, only a fraction higher than the rise in the consumer price index.

The breakdown of this huge sum is instructive: 17 percent went for the presidential campaign, 21 percent for congressional races, some 16 percent for state campaigns and slightly more on local and ballot efforts. Another 17 percent were spent by the major parties and 12 percent by non-party committees, in addition to the money given to or spent on behalf of candidates.

And a breakdown of the presidential spending is equally interesting. Some 21 percent of the presidential total was spent by the major party nominees, which when combines with other expenditures, leaves the prenomination campaign at 28 percent of the total. The national party conventions cost another 11 percent, and the general election some 61 percent of the total. Looked at another way, the 1992 presidential campaign cost roughly one dollar per vote cast, and by the same logic, the total cost of (continued on page 2)
Money and Politics (continued from page 1)

corruption in their government that they voted overwhelmingly in 1993 to end public financing of political parties—one of the reform routinely proposed in American to end corruption.

The Tokyo Conference produced a declaration on elections and election administration that contained the following points:
• The financing of political activities should be separated from the financing of the private lives of officeholders.
• Financial reporting by parties, candidates, and public officeholders should be made on a regular basis, and subject to public inspection and audit.
• Small contributions by individual citizens are desirable, and "Political contributing should be considered a positive act of political participation."
• The names of large scale donors should be open to public inspection.
• Free air time for political advertising should be made available for candidates and parties.

From one perspective, these are rather modest principles that would be acceptable to most people in most of the countries studied in the volume. However, the fact that such a list was seriously proposed reveals how difficult it is to, in the words of the editors, “minimize economic inequalities by restricting the use of resources for political purposes and to maximize political equalities by expanding resources to increase electoral competition.”

Much of the concern about campaign finance in the United States and abroad revolves around the relationship between the politicians who solicit financial donations and the donors who respond with funds. A third book deals directly with this subject: Serious Money: Fundraising and Contributing in Presidential Nominating Campaigns (Cambridge: Cambridge University Press, 1995) by Clifford Brown (Union College), Lynda Powell (University of Rochester), and Clyde Wilcox (Georgetown University). Using surveys of presidential campaign contributors in 1988 and 1992, the authors explore in detail what might be called the "cultures of contributing" in American politics. The result is an invaluable book on a crucial subject about which little is known and a great deal supposed.

The authors begin with the premise that fundraising revolves around the interaction of two sets of decisions, each with their own imperatives: the strategic decision of campaigns aimed at soliciting funds, and the personal decisions of the individuals solicited. While these decisions are clearly related to one another, the authors argue cogently that the process begins with the campaigns, who in turn, face two important constraints: the regulatory environment and the pool of available donors.

The authors offer a very useful review of presidential campaign finance laws, less focused on the reform agenda and more directed toward the effects of these rules on campaign strategy. This chapter alone should be required reading for would-be reformers. But the next chapter on the pool of donors is every bit as good, and includes a good discussion of the demographics, political activities, and motives of donors. By comparing current data with surveys conducted of donors twenty years ago, they conclude that the pool of donors has changed very little—a fact that may surprise some readers, given the great changes that have taken place in presidential politics and campaign finance since Watergate.

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FROM HEADQUARTERS

To the Members of POP:

At our September 1995 business meeting during the APSA annual meeting, it was announced that Heldred Publications had withdrawn as publisher of a POP journal. This unanticipated development resulted in the creation of a special committee chaired by Sandy Maisel to explore the feasibility of POP becoming the first subfield within APSA to publish an electronic journal. The results of the Electronic Journal Committee's deliberations are reported in this issue of VOX POP.

On behalf of the POP membership, I want to express our appreciation to Sandy and his committee for taking on this important assignment.

Please review the Electronic Journal Committee report carefully. The members of the Executive Council will be meeting on April 19 in Chicago at the Midwest Political Science Association meeting to discuss the report. Members of the Council need to know the sentiments of the membership concerning the Committee's report and whether or not POP should commit itself to publishing an electronic journal. Needless to say, an electronic journal would have major implications for the future of the subfield. Therefore, please give members of the Council and me the benefit of your counsel and advice.

POP Program chair, Barbara Burrell, has completed the preliminary program for the 1996 APSA meeting and has developed a series of panels that I am confident will carry on the standards of quality set by our 1995 Program Chair, Jeff Berry.

John Bibby

Money and Politics (continued from page 2)

Given the legal environment and the pool of available donors, the campaigns must then decide how to solicit funds. Although there are many fundraising methods, the authors conclude that they boil down to two basic approaches: direct mail and personal networking. Each of these methods is associated with a strikingly different culture of contributing, and these cultures are not so much grounded in technical differences, as in the motivations of the donors. Those solicited via the relatively impersonal method of direct mail tended to be characterized by purposive motivations, while those approached via networking tended to be characterized by material and solidary motivations.

The authors identify three important kinds of resources campaigns can use to actually solicit donors in these cultures of contributing. The first of these is the ability of mobilize political networks in the candidates' home states, and the second is access to national networks based on party ties, congressional leadership, or group identity. A third resource is ideology, which allows candidates to tap like-minded donors. There is an interesting relationship between these resources and the methods of solicitation: candidates that are more extreme ideologically rely most of direct mail and the purposive motivations of donors, while less extreme candidates rely most on networking.

Armed with this conceptual apparatus and related empirical findings, Brown, Powell and Wilcox examine the presidential campaigns in 1988 and show how candidates successfully raised funds. Because their 1988 survey data does not include individuals who were solicited but did not contribute, they conducted a unique panel study of 1988 donors in 1992. These data produce what is arguably the most interesting part of the book: predictions of who is solicited and their likelihood of responding. An interesting sidelight is the investigation of individuals who act as fundraisers—the key figures in networking.

The authors draw some important implications for politics and government from their study. Both direct mail and networking have potential costs for candidates: the former drive candidates to be more extreme, on the campaign trail as well as in government, while the latter generates demands for material rewards and creates a new class of "fat cats" in the form of fundraisers. When put in the context of the other two books, these findings further highlight the complexities of campaign finance reform.
Report of Electronic Journal Committee

To the Members of POP:

At last year’s Annual Meeting of POP, I reported on the ultimate failure of our negotiations with Heldref Publications regarding POP’s taking over the American Review of Politics and publishing it as a POP journal. You appointed me and my fellow committee members to explore the possibility of POP publishing its own journal electronically. Cathy Rudder, on behalf of the APSA, supported and worked with us on the effort; Mike Brinntall of the APSA staff served on our committee as did Herb Jacobs, representing the APSA Publications Committee and Bill Ball, who has worked with APSA on matters related to electronic communication. As seems entirely appropriate, all of our committee work was done electronically. In fact, I am ashamed to say I would not recognize at least two of our committee members were we in the same room. I define that as something of a problem; I am certain others would define it as more!

Our initial efforts involved identifying the issues that POP would have to confront should we undertake electronic publication. We looked at alternative means through which the journal could be published, at alternative means of distribution, and at acceptability by libraries. While none of these issues is simple, in short order we were convinced that they were all solvable. We also were convinced that a future editor should be involved in solving them and that our sole responsibility was assuring that they were not so large as to make us think a project like this should not go forth.

While we were pursuing this course, the current editors of the ARP were examining other possible publishers who might take over the journal under POP auspices. While I appreciate the fact that Charles and Gary have kept me (and other committee members) informed of their progress, we as a committee felt that those efforts were beyond our mandate. That is, our mandate was to determine whether or not it was feasible for POP to publish its own journal electronically. Once that determination had been made, the POP Executive Committee and ultimately the membership had to determine whether POP wanted to do so.

The final item on our agenda dealt with whether or not an electronic journal would be acceptable by the profession. This acceptance had a number of different facets. On one side the question was whether or not such a journal could attract a sufficient number of articles to publish a high quality product. Related to this question was the other side of the acceptance coin, whether departmental and college and university personnel committees would look upon articles published in this journal positively when considering candidates for tenure and promotion. To get a handle on these questions, we polled those members of POP who had expressed interest in participating in a POP-sponsored journal in response to an earlier mailing and a sample of political scientists who are also administrators, seeking their opinions on how a journal such as the one we were considering would be accepted. We received 41 written responses to our questionnaire regarding acceptance of an electronic journal. Twenty-seven of those have been positive responses, five qualified responses, and nine negative responses.

We broke the responses down in a number of ways. First, if one looks at responses from either Ph.D. granting institutions or from scholars who publish regularly in the field while teaching at other institutions (perhaps a little defensive in showing this category) 15 responded positively, five had some qualification, and only three responded negatively; if one looked at the responses from chairs, administrators, or faculty teaching at other institutions, 12 responded positively and six negatively. As one would expect, there was also a disparity in the response rates for those who responded electronically 3:5:1 in favor as opposed to those who responded by traditional mail (7:3).

Many of those who responded positively went on at some length about the project. While we can share these responses with others who might pursue this project, summarizing them is quite easy. For the journal to succeed, the editors will have to establish a rigorous review process and be certain that that process is advertised well. The quality of the initial editorial board and of the articles in the initial volumes of the journal will be critical to its success (as will the reputation of the authors). Hard copies for authors and tenure and promotion committees were seen as a positive step. Those who have followed developments in this area most closely and most of those who consulted with their librarians see electronic publishing as a coming development and one on which we should be in front.

The negative responses focused on a couple of repeated points: fear that departmental and university committees would not view the articles as comparable to those published in traditional ways; fear that the articles would not be read by the wider community; concern that we as a discipline already publish or at least review for publication too many poor quality articles and that movement in this direction would only encourage more.

Qualifications included concern that we were promising faster turn around when this would not be the case if the peer review process were rigorous and lack of certainty that the saving we envisioned would eventuate. A number of our colleagues wrote perceptive and thoughtful responses; we have the complete set of answers and think that anyone following through on our work would benefit from many of them.

With these responses in hand, we have accomplished what we set out to do. First, we know that electronic publishing is possible in a field like ours. We have looked at various options as to how this could best be done; we don’t think it our role to decide among these options, though Herb Jacobs’s report makes clear what direction seems most promising. We have some ideas on how best to distribute the journal, and again know that options exist. Once again, we think it would be inappropriate for us to choose among these options, but rather note to the POP Executive Committee that there are a number of ways in which future editors could decide to go.

We know that libraries are accepting electronic journals — in fact are anxious to have them, especially if they come at a reduced cost (for they save shelf space in any case). We know that electronic journals in other fields are indexed and abstracted in a number of different ways. We know that most of the POP members who expressed interest in working on a POP journal would be willing to do so if the journal were distributed electronically, just as they were if it were distributed in a traditional way. We know that a majority of the chairs and administrators who responded to our questionnaire feel that personnel committees in their institutions would respond to a journal published electronically as they would to a journal published in hard copy, with quality of the journal and rigor of the peer review process standing as the most important considerations.

Based on these findings, we are ready to conclude our deliberations. Our charge was to access whether POP could publish a journal electronically that would be successful within the discipline. Our conclusion is that it is possible to do so, with hard-working, forward-thinking editorial leadership. Done the right way, an electronic journal from POP would be a leader in our field. Our charge is not to decide whether or not POP should pursue this option. That is a decision that the Executive Committee and the membership would have to reach after considering other options.

However, our recommendation would be that the POP Executive Committee proceed with an electronic journal, if appropriate editorial leadership is available and if the APSA is willing to help underwrite the start-up costs. We feel strongly that such a journal can succeed and would be beneficial to many POP members.

L. Sandy Maisel
The Washington Center Announces Campaign '96 Seminar Series

College students can be in the know during the 1996 presidential campaign by participation in The Washington Center for Internships and Academic Seminars' Campaign '96 series. These four academic seminars tracing the presidential campaigns from their early days through the national political conventions and culminating with the Presidential Inauguration include:

- The Republican National Convention, San Diego, CA Aug. 4-16, 1996
- The Democratic National Convention, Chicago, IL Aug. 18-30, 1996

The tradition continues!!! The Washington Center has offered campaign programs since the 1984 election. Each academic seminar includes lectures, briefings and panel discussions by nationally recognized leaders who have included Bob Schieffer, CBS; Rich Bond, Former Chair, RNC; Sen. Carl Levin (D-MI), and Brian Lamb, Chairman and CEO, C-SPAN. Students also work in small groups led by Faculty Leaders and discuss the hot issues concerning the presidential campaigns.

Additionally, at the Convention seminars, students will have the opportunity to do fieldwork such as assisting the media, party officials, convention organizers, and other groups with convention responsibilities. In 1992, students' fieldwork included ABC, CBS, C-SPAN, the Democratic and Republican National Committees, and Larry King Live.

For more information, or to request an application for The Washington Center's Campaign '96 programs, please contact The Washington Center at 1101 14th Street, NW, Suite 500, Washington, DC 20005-5601. The toll-free phone number is (800) 486-8921, the fax is (202) 336-7609, and information may be requested via the Internet at seminars@twc.edu.

The Washington Center for Internships and Academic Seminars is the largest independent organization providing internships and academic seminars for college students in Washington. Since its inception in 1975, The Washington Center has served over 21,000 alumni from 750 colleges and universities.

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SCHOLARLY PRECINCTS

The State of the Parties Revised Edition

Daniel Shea and John Green, eds.

Two realities structure the "state of the parties." First, the rumors of the death of parties are greatly exaggerated; they are alive, well, and all around us. Second the parties of the 1990s are distant cousins of their predecessors form only a decade or two ago. The 1992 election brought much of this transformation to light, but it was even further underscored in 1994. This revised edition of The State of the Parties covers this mix of continuity and change with 15 new and updated chapters. New coverage includes:
• the "Contract with America"
• local, state and national party activities in the 1994 election
• new research on minor parties, including what has happened to the Perot activists gone?
• new chapters on party elites
• three new case studies of party organizations

What is the state of the parties? This book has answers!
Available from Rowman and Littlefield for fall 1996.

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