

## SHOP TALK

By Josh Kurtz  
ROLL CALL STAFF

**What Webs They Weave.** When he heard that former Vermont Gov. **Howard Dean's** (D) second-quarter fundraising total included almost \$4 million gathered on the Internet alone, **Phil Noble's** first thought was: "The revolution continues."

"It is perhaps only 11 o'clock on the first day of the revolution, but it is still the revolution," he said.

Noble, founder of Politicsonline.com, a Web site that offers an array of Internet tools for political campaigns and tracks developments in online politics, said the revolution led by presidential candidate Dean is also an evolution, a natural progression in the way campaigns use the Internet.

It started in the 1996 cycle, he said, when campaigns were proud to have any kind of Web site at all. In the 1998 cycle, campaigns used the Web to convey basic information to voters. But in 2000, **Sen. John McCain's** (R-Ariz.) presidential campaign showed the political world how to raise money on the Internet. And now

### At the Races

**Poll shows South Dakota Senate race even; Rep. Larsen gets a challenger; Schafer says no to Bush; Rush says there's no feud with Obama; Boxer gets good news, p. 12.**

Dean's ability to raise significant sums of money — and energize and mobilize an equally impressive number of grassroots supporters — is the next milestone.

Noble said he is not surprised that Dean made the breakthrough, noting that former Minnesota Gov. **Jesse Ventura** (I) also used the Web to great effect.

"Outsiders, nontraditional candidates, are the innovators," he said. "The medium is custom-made for nontraditional candidates with a strong message and a latent base of support."

Noble said someone was bound to capitalize on the Web's potential: "There is no tool, there is no technique, that the Howard Dean campaign has that isn't available to every person on the face of the earth."

The buzz surrounding Dean's fundraising and people-raising achievements has propelled him into the top tier of Democratic presidential contenders — his overall take during the second quarter was a surprising \$7.5 million, placing him first among the nine-person Democratic field for the quarter. But it has also, in the view of the Dean campaign command, accomplished something more. Now, Dean operatives are peppered for advice by other political campaigns around the country.

"Most people spent the first two quarters laughing at us, saying that we were wasting our time [by placing so much emphasis on Internet organizing]," said **Joe Trippi**, Dean's campaign manager. "They're not laughing anymore."

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## Domino Effect

### Locke's Departure to Shake Up Wash. State

By Josh Kurtz  
ROLL CALL STAFF

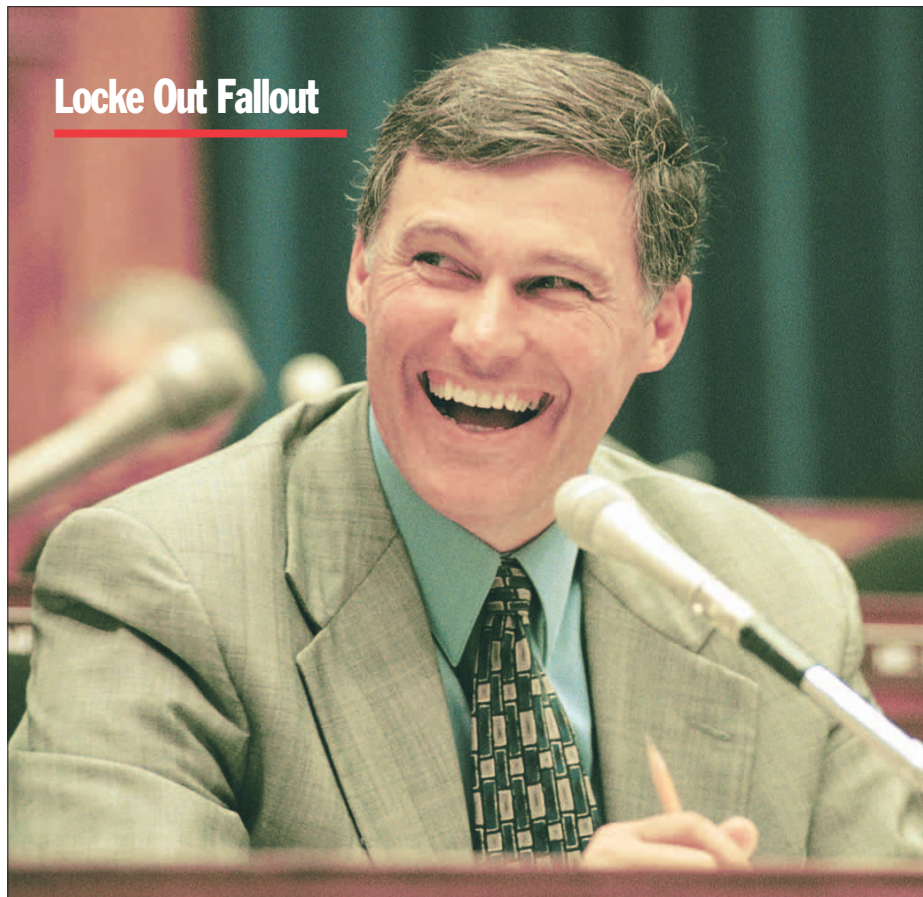
Washington Gov. Gary Locke's (D) sudden, though not altogether surprising, announcement Monday that he would not seek a third term in 2004 has scrambled Evergreen State politics in incalculable ways.

Not only has Locke's decision triggered wide-open showdowns in both parties to succeed him, but his departure from the political scene could affect the 2004 Senate race in Washington and alter the short-term and long-term political landscape in several competitive Congressional districts.

"There will be a huge domino effect from this announcement," predicted April Gentry, a spokeswoman for Rep. George Nethercutt (Wash.), the Republicans' leading hope to take on Sen. Patty Murray (D-Wash.) next year.

For Congressional Democrats, the immediate question is whether they will have to defend a competitive seat they once considered safe: Rep. Jay Inslee (Wash.) is one of a handful of Democrats eyeing the gubernatorial race, and if he makes the leap his district on both sides of Puget Sound would be up for grabs.

In a statement this week, Inslee, who lost the 1996 gubernatorial nomination fight to Locke, said he is "strongly considering" en-



File Photo

**Rep. Jay Inslee's House seat is one of several potential dominoes that could fall in Washington state in 2004 now that Gov. Gary Locke is not seeking re-election.**

tering the 2004 contest.

"I will be spending the next couple of weeks talking with my family, my supporters and people across Washington state before making the decision to run for governor," he said. "This is not a time for timidity; the next governor must demonstrate the willingness to lead boldly on critical issues that will produce real change to get our state back on track."

Inslee has never won more than 55 percent of the vote since being elected to the 1st dis-

trict seat in 1998 (he also represented a central Washington district for one term before being ousted in the 1994 GOP tidal wave). Republicans believe they have a real shot at the district, especially if Inslee moves on.

"We're in good shape there," said Chris  
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Rep. Smith



File Photo

**Former Secretary of Agriculture Dan Glickman is contemplating a Senate bid.**

## Here We Go Again ... Glickman Says He's Considering a Senate Bid

By Chris Cillizza  
ROLL CALL STAFF

For the second time in as many cycles, former Rep. Dan Glickman (D) is considering a Senate bid.

"I am looking at it again," Glickman said in an interview Tuesday. "It is something I have thought about before and I am a natural person for the party to look to as a candidate."

Glickman currently serves as the director at the Institute of Politics at Harvard University; he represented Kansas in the House for 18 years and served as secretary of Agriculture during the Clinton administration.

Officials at the Democratic Senatorial Campaign Committee have talked to Glickman about challenging Sen. Sam Brownback (R) in 2004.

"Dan Glickman would be a formidable candidate, and we wouldn't be at all surprised if Senator Brownback is shaking in his boots at the prospect of facing the secretary," said

DSCC spokesman Brad Woodhouse.

Brownback chose not to comment directly on a Glickman candidacy.

"Senator Brownback is focused on running for re-election by doing a good job and working hard for the people of Kansas," said spokesman Erik Hotmire.

One of the strongest potential candidates for Democrats, Rep. Dennis Moore, briefly considered the race earlier this year but instead chose to run for a fourth House term in his swing 3rd district.

Moore has made it clear he would prefer Glickman to be the party's standard-bearer in 2004.

Glickman, however, has developed a reputation as the always mentioned, never-announced candidate for Sunflower State Democrats.

Last cycle he appeared on the verge of challenging Sen. Pat Roberts (R), traveling back to

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## At the Races

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er Republicans mulling a bid are former state Rep. **Tom Warner** and attorney **Rob Siedlecki**.

In neighboring 14th district news, Rep. Porter Goss (R) has closed his campaign account and shut down his Fort Myers campaign office, signaling his plans to retire next year, the Naples Daily News reported this week.

Goss was slated to retire at the end of last Congress, but he decided to stay and chair the Intelligence Committee one more term because of the Sept. 11, 2001, terrorist strikes.

Potential GOP candidates in the staunchly Republican district include: state Sen. **Burt Saunders**, state Rep. **Dudley Goodlette**, state Rep. **Carole Green** and three Lee County Commissioners — **John Albion**, **Andy Coy** and **Ray Judah**.

— L.W.W.

### North Dakota

## Schafer Says No to Bush And Skips Senate Race

Slamming shut a door that had barely been opened a crack, former Gov. **Ed Schafer** (R) told White House political adviser Karl Rove that he would not challenge **Sen. Byron Dorgan** (D) in 2004.

"I didn't tell the president that I wouldn't be running for the Senate," Schafer recounted to the Fargo Forum, "but I finally did give Karl Rove the word directly so we could all get on with finding another candidate."

Schafer had been the dream choice of national Republicans for months, but showed little to no interest in an extended — and costly — campaign against Dorgan.

He served as governor of the Roughrider State from 1992 to 2000, when he decided against seeking a third term. He is currently president of Extend America, a telecommunications company.

Schafer's decision makes Dorgan's re-election to a third term increasingly likely.

The only Republican candidate who has expressed an interest in running is 2000 nominee **Duane Sand**, who lost to Sen. Kent Conrad (D) 62 percent to 38 percent.

Sand is in the Navy and currently serves at the Pentagon.

Other Republicans mentioned include Bismarck Mayor **John Warford** and Lt. Gov. **Jack Dalrymple**.

— C.C.

### Colorado

## Democrats Like Polls, Can't Entice Candidates

Encouraged by polls showing some vulnerability for **Sen. Ben Nighthorse Campbell** (R) in 2004, Democrats continue to be frustrated by their inability to find a top-tier challenger.

Last week, Denver District Attorney **Bill Ritter Jr.** (D) announced that he would not run, citing an inability to raise sufficient funds as the primary reason. That leaves former middle school principal **Michael Miles** as the lone Democratic candidate so far, though party leaders hold out a distant hope that **Rep. Mark Udall**, state Attorney General **Ken Salazar** or former Denver Mayor **Wellington Webb** will make the race.

The irony is, the Democratic Senatorial Campaign Committee recently released month-old polling data suggesting that Campbell — and Republicans in general — are not as strong in the Centennial State as is widely assumed.

The poll of 600 likely voters, conducted June 19-21, found that 45 percent of voters would definitely vote to re-elect Campbell. Twenty-five percent said they would consider someone else, and 13 percent would definitely vote to replace the two-term Senator.

The poll had a 4 percent margin of error.

President Bush's numbers, meanwhile, were surprisingly soft, with only 47 percent of voters saying they would re-elect him and 44 percent saying they want to make a change. The poll also found that Campbell could be vulnerable on issues like the budget, taxes and Social Security.

"The playing field has the potential to be favorable for us in Colorado," said DSCC spokesman Brad Woodhouse. But on the recruiting front, he said, "I'm not going to sit here and tell you that we don't have some work to do on it."

— J.K.

### New Mexico

## Wilson Hoping DCCC Drug Ads Will Backfire

**Rep. Heather Wilson** (R) is hoping to turn the tables on Congressional Democrats who began running ads in her Albuquerque-based district last week criticizing her vote in favor of a prescription drug bill.

Wilson, who has never taken more than 55 percent of the vote in her competitive district, gleefully released a transcript of two recent Albuquerque TV news reports, one of which quoted the deputy director of the New Mexico Democratic Party calling the ads "weird" and saying she was "annoyed" because people assume the state party had a hand in them.

The Democratic Congressional Campaign Committee began running the ads in the districts of several potentially vulnerable Republicans, including Wilson and **Rep. Steve Pearce** (N.M.), accusing them of being "the deciding vote" on the bill, which passed by just one vote. The TV reports note that nine House Democrats also voted for the measure.

"The attack ad season has come a bit early

to New Mexico, and even local Democrats think it's odd," crowed Jane Altweis, a spokeswoman for Wilson.

— J.K.

### Maryland

## Primary Battle Likely to Take on Veteran Cardin

It appears as if there will be a Republican primary to determine who has the dubious honor of taking on **Rep. Benjamin Cardin** (D) in 2004.

Anne Arundel County Clerk of Courts **Robert Duckworth** told The Gazette newspapers last week that he is preparing to run in the GOP primary — and he expects to have the support of Gov. Bob Ehrlich (R). State Del. **David Boschert** (R) is considered likely to formally announce his candidacy around Labor Day, although he angered Ehrlich by opposing his measure to legalize slot machines during the past legislative session.

Duckworth is no stranger to Congressional politics: He was the GOP nominee in what was then the 4th district against then-Rep. Tom McMillen (D) in 1990. Redistricted into the 1st district, Duckworth lost the 1992 Republican primary to now-Rep. Wayne Gilchrest (R).

Though still solidly Democratic — Al Gore would have won 56 percent of the vote there in the 2000 presidential election — the contours of the 3rd district changed drastically after the latest round of redistricting. Many voters are unfamiliar with Cardin, despite his 37 years in elective office, and some of the state's most conservative voters now reside in the 3rd.

Neither Boschert nor Duckworth has to sacrifice his position to run for Congress in 2004.

— J.K.

# Dean's List: 2,000 Individual Pages on Web Site

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While other politicians are reaching out to Dean — "Lots of people who we thought weren't interested in this candidacy now are," Trippi said — it is difficult to say whether that will translate into additional support, particularly from the political establishment. Trippi said he is careful to remind callers that the medium is not, exclusively, the message.

"A Web site's not wallpaper," he said. "You can't just put up a Web site and expect that that's it. I'm not sure we could make it work for [Sens.] **John Kerry** [D-Mass.] or **Joe Lieberman** [D-Conn.] or [Rep.] **Dick Gephardt** [D-Mo.]. Howard Dean has a lot to do with it."

In fact, Convio Inc., the Austin, Texas-based software company that is powering Dean's Web site, is also working for the Kerry and Lieberman campaigns.

Company officials did not supply this information to Roll Call; they are not authorized to discuss their work for the other two presidential campaigns. But **Vinay Bhagat**, founder and chief strategy officer for Convio, said it is not unusual for one Web vendor to be working for political competitors — he likened it

to Boeing supplying the same planes to several airlines.

But Dean's Web success is clearly a point of pride for Bhagat, who found the inspiration to start his company when he was volunteering for a public television station during a fundraising drive and got tired of filling out pledge cards by hand.

"They've become a tremendous showplace for what we do," he said.

Asked what the Dean campaign can do for an encore, technologically speaking, Trippi replied, "We're just going to keep doing what we're doing."

But Bhagat said the Dean campaign will continue to refine its online fundraising by enabling 2,000 volunteer fundraisers to create their own personal pages on the campaign Web site. This will allow them to tailor fundraising appeals to friends, family and colleagues.

"It puts the fundraising tools in the hands of the grassroots constituents," Bhagat said.

Meanwhile, Dean's other online success, mobilizing thousands of people through the Web site Meetup.com, is also being emulated by other political candidates. His White House opponents — or activists hoping to draft other candi-

dates into the race — were the first to follow suit; and in the past few days alone, perhaps three-dozen Senators and candidates for Senate have also launched Meetup groups.

All the online fundraising and organizing can only help the Democrats, Trippi said.

"This is how you beat **George Bush**," he said. "You develop a grassroots campaign that involves people."

**Senate Campaigns Staff Up.** Two likely candidates for the Senate from Florida are putting together campaign teams.

**Rep. Allen Boyd** (D), who is almost certain to become an official candidate if and when **Sen. Bob Graham** (D) officially signals he will not seek a fourth term, now has a full complement of consultants lined up. **Bob Doyle**, who will be general consultant and chief strategist to Boyd, said the campaign has turned to veterans of Florida and other Southern campaigns.

Doyle, Boyd's former chief of staff and manager of his first House campaign in 1996, is president of Sutter's Mill Fund Raising and

Strategy, a Washington, D.C.-based consulting firm.

Boyd's current chief of staff, **Libby Greer**, will take a partial leave of absence to become chief financial officer of the campaign. She is a former finance director of the Alabama Democratic Party.

Rounding out Boyd's political team will be media strategist **Erick Mullen**, creative media consultants **David Dixon** and **Rich Davis**, pollster **Alan Secrest** and direct-mail consultant **Duane Baughman**. Secrest and Baughman have been with Boyd since his first House campaign. The money team will include D.C. fundraisers **Kimball Stroud** and **Yuichi Miyamoto**, Florida fundraising consultant **Ben Eley** and North Florida fundraising coordinator **Betsy Barfield**.

Meanwhile, Florida state House Speaker **Johnnie Byrd** (R), who is looking more and more like he is ready to enter the already crowded Sunshine State Senate contest, has hired two campaign consultants with close ties to Gov. **Jeb Bush** (R) — suggesting that Byrd may be the Bush family's chosen candidate.

**Karen Unger**, who was the man-

ager of Bush's re-election campaign last year, and **Todd Harris**, who was communications director, have both signed on to Byrd's 2004 campaign staff. Unger began working for Bush in 1998 as his Palm Beach and Broward county field director. She also worked in **Rep. Clay Shaw's** (R-Fla.) 1994 and 1996 campaigns. Harris was the spokesman for McCain's unsuccessful 2000 presidential campaign.

**Current Leaders, Future Leaders.** 21st Century Democrats, the Washington-based Democratic field organization, is in the midst of its 10th annual youth summer speaker series. The program brings influential Democratic leaders to speak to students, interns and Capitol Hill staffers.

Scheduled to speak on July 29: **Sen. Chris Dodd** (Conn.) and two presidential candidates: the Rev. **Al Sharpton** and former Sen. **Carol Moseley Braun** (Ill.).

Scheduled to speak on July 30: **Sen. Mark Dayton** (Minn.) and **David Brock**, author of "Blinded by the Right."

Both programs run from noon to 1 p.m. in Room 106 of the Dirksen Senate Office Building.

### MORE SHOP TALK