

# Who Spent The Most On Lobbying In 2017?



| Rank | Lobbying Firm Or Interest Group                                      | Amount Spent Lobbying In 2017 | Amount Spent Lobbying In 2016 | Up Or Down |
|------|--|-------------------------------|-------------------------------|------------|
| 1    | JAMES H KAROUB ASSOCIATES  | \$2,006,091                   | \$2,020,788                   | ▼          |
| 2    | GOVERNMENTAL CONSULTANT SERVICES INC                                 | \$1,640,603                   | \$1,625,570                   | ▲          |
| 3    | KELLEY CAWTHORNE   | \$1,302,419                   | \$1,255,157                   | ▲          |
| 4    | MIDWEST STRATEGY GROUP OF MICHIGAN LLC                               | \$944,268                     | \$819,001                     | ▲          |
| 5    | MUCHMORE HARRINGTON SMALLEY AND ASSOCIATES                           | \$632,414                     | \$586,805                     | ▲          |
| 6    | RWC ADVOCACY   | \$546,795                     | \$598,805                     | ▼          |
| 7    | PUBLIC AFFAIRS ASSOCIATES LLC  | \$504,042                     | \$493,514                     | ▲          |
| 8    | KANDLER REED KHOURY AND MUCHMORE                                     | \$493,275                     | \$501,492                     | ▼          |
| 9    | MICHIGAN LEGISLATIVE CONSULTANTS INC                                 | \$472,966                     | \$496,545                     | ▼          |
| 10   | MICHIGAN HEALTH AND HOSPITAL ASSOC                                   | \$461,920                     | \$538,365                     | ▼          |
| 11   | CAPITOL STRATEGIES GROUP INC   | \$435,576                     | \$402,374                     | ▲          |
| 12   | ACUITAS LLC  | \$405,050                     | \$367,096                     | ▲          |
| 13   | KHEDER DAVIS AND ASSOCIATES INC                                      | \$344,233                     | \$258,924                     | ▲          |
| 14   | NATIONAL FEDERATION OF INDEPENDENT BUSINESS                          | \$342,214                     | \$365,930                     | ▼          |
| 15   | BLUE CROSS AND BLUE SHIELD OF MICHIGAN                               | \$318,494                     | \$306,019                     | ▲          |
| 16   | DTE ENERGY COMPANY   | \$292,946                     | \$365,930                     | ▼          |
| 17   | MICHIGAN CREDIT UNION LEAGUE   | \$269,338                     | \$292,137                     | ▼          |
| 18   | MGS CONSULTANTS  | \$257,100                     | \$277,832                     | ▼          |
| 19   | SCOFES AND ASSOCIATES CONSULTING INC                                 | \$244,198                     | \$212,879                     | ▲          |
| 20   | QUICKEN LOANS  | \$236,197                     | \$59,126                      | ▲          |
| 21   | CONSUMERS ENERGY CO  | \$225,651                     | \$230,820                     | ▼          |
| 22   | CAPITOL RELATIONS LLC  | \$215,500                     | \$243,500                     | ▼          |
| 23   | MGM GRAND DETROIT LLC  | \$212,510                     | \$190,968                     | ▲          |
| 24   | CAPITOL AFFAIRS INC  | \$205,103                     | \$178,456                     | ▲          |
| 25   | AT&T MICHIGAN  | \$203,305                     | \$211,501                     | ▼          |
| 26   | MICHIGAN DENTAL ASSOCIATION  | \$199,094                     | \$153,461                     | ▲          |
| 27   | DYKEMA GOSSETT PLLC  | \$191,631                     | \$233,938                     | ▼          |
| 28   | MICHIGAN ASSOCIATION OF HEALTH PLANS                                 | \$178,798                     | \$253,278                     | ▼          |
| 29   | MPM ENTERPRISES  | \$178,715                     | \$99,144                      | ▲          |
| 30   | HONIGMAN MILLER SCHWARTZ AND COHN LLP                                | \$176,914                     | \$70,734                      | ▲          |
| 31   | KINDSVATTER AND ASSOCIATES INC                                       | \$175,076                     | \$192,914                     | ▼          |
| 32   | THE PEW CHARITABLE TRUSTS  | \$160,402                     | \$85,432                      | ▲          |
| 33   | MICHIGAN EDUCATION ASSOCIATION (MEA)                                 | \$157,868                     | \$306,335                     | ▼          |
| 34   | AMERICAN CIVIL LIBERTIES UNION                                       | \$154,033                     | \$134,909                     | ▲          |
| 35   | AMERICAN CANCER SOCIETY CANCER ACTION NETWORK                        | \$150,986                     | \$290,575                     | ▼          |
| 36   | FORD MOTOR COMPANY   | \$147,748                     | \$159,086                     | ▼          |
| 37   | UNIVERSITY OF MICHIGAN BOARD OF REGENTS                              | \$140,660                     | \$130,299                     | ▲          |
| 38   | CAPITOL SERVICES INC   | \$139,499                     | \$161,289                     | ▼          |
| 39   | MICHIGAN MUNICIPAL LEAGUE  | \$129,535                     | \$121,267                     | ▲          |
| 40   | WAYNE COUNTY   | \$126,296                     | \$113,020                     | ▲          |
| 41   | GENERAL MOTORS LLC   | \$126,216                     | \$101,240                     | ▲          |
| 42   | LILLY USA LLC  | \$126,132                     | \$104,679                     | ▲          |
| 43   | COUNTY ROAD ASSOCIATION OF MICHIGAN                                  | \$122,885                     | \$120,425                     | ▲          |
| 44   | JUSTICE CONSENSUS ACTION NETWORK (US JUSTICE ACTION NETWORK)         | \$120,032                     | \$120,000                     | ▲          |
| 45   | NOKIA OF AMERICA CORPORATION   | \$120,000                     | \$120,000                     | —          |
| 46   | MERIDIAN HEALTH PLAN   | \$116,500                     | \$0                           | ▲          |
| 47   | DELL TECHNOLOGIES INC  | \$114,000                     | \$0                           | ▲          |
| 48   | CASG   | \$113,764                     | \$103,335                     | ▲          |
| 49   | CLARK HILL PLC   | \$112,244                     | \$130,702                     | ▼          |
| 50   | TSG INTERACTIVE SERVICES LIMITED                                     | \$106,710                     | \$109,284                     | ▼          |
| 51   | ST JOHN PROVIDENCE HEALTH SYSTEM                                     | \$104,799                     | \$108,465                     | ▼          |
| 52   | KNIGHT CONSULTING  | \$104,711                     | \$145,194                     | ▼          |
| 53   | MICHIGAN ASSISTED LIVING ASSOCIATION                                 | \$103,735                     | \$102,605                     | ▲          |
| 54   | MICHIGAN RETAILERS ASSOCIATION                                       | \$103,061                     | \$124,155                     | ▼          |
| 55   | GENESYS TELECOMMUNICATIONS LABORATORIES                              | \$100,000                     | \$91,000                      | ▲          |
| 56   | NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION MICHIGAN CHAPTER         | \$100,000                     | \$100,000                     | —          |
| 57   | AARP   | \$98,943                      | \$94,429                      | ▲          |
| 58   | INSURANCE ALLIANCE OF MICHIGAN                                       | \$97,804                      | \$105,423                     | ▼          |
| 59   | EXECUTIVE OFFICE OF THE GOVERNOR                                     | \$96,000                      | \$96,000                      | —          |
| 60   | WARNER NORCROSS AND JUDD LLP   | \$95,818                      | \$98,047                      | ▼          |
| 61   | MICHIGAN AFSCME COUNCIL 25   | \$95,490                      | \$98,705                      | ▼          |
| 62   | JACKSON NATIONAL LIFE INSURANCE COMPANY                              | \$95,376                      | \$97,792                      | ▼          |
| 63   | MICHIGAN FARM BUREAU   | \$94,390                      | \$77,695                      | ▲          |
| 64   | ALTRIA CLIENT SERVICES LLC   | \$92,180                      | \$126,254                     | ▼          |
| 65   | CSX TRANSPORTATION   | \$91,000                      | \$92,000                      | ▼          |
| 66   | ENERGY NUCLEAR ENERGY  | \$90,000                      | \$90,000                      | —          |
| 67   | ACCAVITTI CONSULTING GROUP LLC                                       | \$90,000                      | \$80,000                      | ▲          |
| 68   | BUSINESS LEADERS FOR MICHIGAN INC                                    | \$88,992                      | \$59,340                      | ▲          |
| 69   | MUNSON MEDICAL CENTER  | \$85,145                      | \$59,345                      | ▲          |
| 70   | ASSOCIATED BUILDERS AND CONTRACTORS OF MICHIGAN                      | \$84,616                      | \$81,663                      | ▲          |
| 71   | LITTLE RIVER BAND OF OTTAWA INDIANS                                  | \$84,447                      | \$84,000                      | ▲          |
| 72   | NETAPP   | \$84,000                      | \$64,000                      | ▲          |
| 73   | MICHIGAN FUNERAL DIRECTORS ASSOCIATION                               | \$83,946                      | \$40,846                      | ▲          |
| 74   | ATC MANAGEMENT INC   | \$83,000                      | \$83,000                      | —          |
| 75   | MICHIGAN STATE UNIVERSITY (MSU)                                      | \$82,393                      | \$128,433                     | ▼          |
| 76   | OAKLAND UNIVERSITY   | \$79,579                      | \$67,502                      | ▲          |
| 77   | COMCAST  | \$79,475                      | \$69,840                      | ▲          |
| 78   | MICHIGAN CABLE TELECOMMUNICATIONS ASSOCIATION                        | \$78,537                      | \$78,457                      | ▲          |
| 79   | MICHIGAN GROWERS CONSULTANTS   | \$77,488                      | —                             | —          |
| 80   | GREEKTOWN CASINO HOTEL   | \$77,040                      | \$77,040                      | —          |
| 81   | MICHIGAN GROCERS ASSOCIATION   | \$75,783                      | \$82,977                      | ▼          |
| 82   | BRISTOL MYERS SQUIBB COMPANY   | \$75,500                      | \$60,481                      | ▲          |
| 83   | MULTISTATE ASSOCIATES INC  | \$75,445                      | \$95,113                      | ▼          |
| 84   | BEAUMONT HEALTH  | \$74,527                      | \$58,366                      | ▲          |
| 85   | AETNA INC  | \$74,193                      | \$74,645                      | ▼          |
| 86   | JOHNSON AND JOHNSON  | \$73,536                      | \$68,299                      | ▲          |
| 87   | VERTEX PHARMACEUTICALS INCORPORATED                                  | \$72,000                      | \$66,000                      | ▲          |
| 88   | MICHIGAN DISTRIBUTORS AND VENDORS ASSOC INC                          | \$71,089                      | \$70,187                      | ▲          |
| 89   | STATE FARM INSURANCE COMPANIES                                       | \$70,408                      | \$68,912                      | ▲          |
| 90   | DODAK JOHNSON AND ASSOCIATES LLC                                     | \$69,920                      | \$151,893                     | ▼          |
| 91   | VENUTO AND ASSOCIATES  | \$69,905                      | \$78,437                      | ▼          |
| 92   | MICHIGAN LICENSED BEVERAGE ASSOCIATION                               | \$67,971                      | \$75,308                      | ▼          |
| 93   | INTERNATIONAL UNION UAW (UNITED AUTO WORKERS)                        | \$67,820                      | \$105,304                     | ▼          |
| 94   | MICHIGAN BEER AND WINE WHOLESALERS ASSOC                             | \$67,673                      | \$64,142                      | ▲          |
| 95   | GRAND VALLEY STATE UNIVERSITY  | \$67,555                      | \$61,597                      | ▲          |
| 96   | FEDEX CORPORATION  | \$67,403                      | \$63,903                      | ▲          |
| 97   | DELTA DENTAL PLAN OF MICHIGAN INC                                    | \$66,757                      | \$39,803                      | ▲          |
| 98   | MICHIGAN STATE AFL CIO   | \$66,545                      | \$110,799                     | ▼          |
| 99   | DENTAQUEST LLC   | \$66,000                      | \$27,521                      | ▲          |
| 100  | MCDA INC (MICHIGAN CANNABIS DEVELOPMENT ASSOCIATION)                 | \$65,000                      | \$87,500                      | ▼          |
| 101  | HEALTH CARE ASSOCIATION OF MICHIGAN                                  | \$64,992                      | \$64,381                      | ▲          |
| 102  | LA INSURANCE FRANCHISING LLC   | \$64,750                      | \$64,750                      | —          |
| 103  | MICHIGAN INDEPENDENT COLLEGES AND UNIVERSITIES                       | \$64,113                      | \$61,250                      | ▲          |
| 104  | TOTAL HEALTH CARE INC  | \$63,577                      | \$56,468                      | ▲          |
| 105  | THE DETROIT MEDICAL CENTER   | \$63,200                      | \$64,654                      | ▼          |
| 106  | GUBERA PUBLIC AFFAIRS LLC  | \$63,045                      | \$11,115                      | ▲          |
| 107  | CEN TRA INC.   | \$63,000                      | \$72,000                      | ▼          |
| 108  | MICHIGAN RESPONSIBILITY COUNCIL                                      | \$61,916                      | \$86,000                      | ▼          |
| 109  | MASTERCARD WORLDWIDE   | \$60,953                      | \$60,867                      | ▲          |
| 110  | ABBVIE INC   | \$60,700                      | \$0                           | ▲          |
| 111  | MCKINNEY AND ASSOCIATES  | \$60,600                      | \$84,850                      | ▼          |
| 112  | AFT MICHIGAN   | \$60,459                      | \$56,256                      | ▲          |
| 113  | FILER CITY REAL ESTATE DEVELOPMENT CORPORATION                       | \$60,000                      | \$60,000                      | —          |
| 114  | T MOBILE USA INC   | \$60,000                      | \$60,000                      | —          |
| 115  | EXPERIAN INFORMATION SOLUTIONS INC                                   | \$60,000                      | \$60,000                      | —          |
| 116  | THE GRANT CONSULTING GROUP LLC                                       | \$60,000                      | \$60,000                      | —          |
| 117  | THE COLLEGE BOARD  | \$60,000                      | \$16,500                      | ▲          |
| 118  | SAGINAW VALLEY STATE UNIVERSITY (SVSU)                               | \$59,230                      | \$37,333                      | ▲          |
| 119  | WAYNE STATE UNIVERSITY (WSU)   | \$59,080                      | \$46,827                      | ▲          |
| 120  | GRAND RAPIDS AREA CHAMBER OF COMMERCE                                | \$58,754                      | \$60,866                      | ▼          |
| 121  | 3M COMPANY   | \$58,300                      | \$92,400                      | ▼          |
| 122  | ACCIDENT FUND INSURANCE COMPANY OF AMERICA                           | \$57,067                      | \$56,527                      | ▲          |
| 123  | MICHIGAN ASSOCIATION FOR JUSTICE                                     | \$56,860                      | \$39,956                      | ▲          |
| 124  | EVERYTOWN FOR GUN SAFETY ACTION FUND                                 | \$56,754                      | \$48,426                      | ▲          |
| 125  | RETIREMENT SECURITY INITIATIVE                                       | \$56,741                      | \$8,925                       | ▲          |
| 126  | MID MICHIGAN COMMUNITY COLLEGE                                       | \$56,725                      | —                             | —          |
| 127  | THE FREDERICK GROUP INC  | \$56,000                      | \$45,900                      | ▲          |
| 128  | MICHIGAN ASSOCIATION OF HOME BUILDERS                                | \$55,900                      | \$50,300                      | ▲          |
| 129  | THE DOW CHEMICAL COMPANY   | \$54,991                      | \$62,093                      | ▼          |
| 130  | TAUBMAN COMPANY  | \$54,918                      | \$57,720                      | ▼          |
| 131  | CORIZON HEALTH INC   | \$54,690                      | \$58,320                      | ▼          |
| 132  | AMGEN  | \$54,364                      | \$65,037                      | ▼          |
| 133  | IMAGINE LEARNING INC   | \$54,000                      | \$37,500                      | ▲          |
| 134  | ITC HOLDINGS CORP  | \$53,456                      | \$42,867                      | ▲          |
| 135  | SPECTRUM HEALTH SYSTEM   | \$53,373                      | \$57,090                      | ▼          |
| 136  | ANHEUSER BUSCH COMPANIES INC   | \$53,249                      | \$53,249                      | —          |
| 137  | GILEAD SCIENCES  | \$53,230                      | \$12,425                      | ▲          |
| 138  | ALTARUM INSTITUTE  | \$52,500                      | \$0                           | ▲          |
| 139  | CITY OF DETROIT  | \$51,413                      | \$50,078                      | ▲          |
| 140  | UCB INC  | \$51,303                      | \$37,277                      | ▲          |
| 141  | CVS HEALTH   | \$51,225                      | \$45,906                      | ▲          |
| 142  | MICHIGAN REGIONAL COUNCIL OF CARPENTERS                              | \$51,065                      | \$40,285                      | ▲          |
| 143  | BETFAIR INTERACTIVE US LLC   | \$50,000                      | —                             | —          |
| 144  | MICHIGAN BUILDING AND CONSTRUCTION TRADES COUNCIL                    | \$50,000                      | \$50,000                      | —          |
| 145  | MICHIGAN PETROLEUM ASSOCIATION                                       | \$49,568                      | \$51,289                      | ▼          |
| 146  | MICHIGAN PODIATRIC MEDICAL ASSOCIATION                               | \$49,519                      | \$48,538                      | ▲          |
| 147  | PROSECUTING ATTORNEYS ASSOCIATION OF MICHIGAN                        | \$49,447                      | \$42,035                      | ▲          |
| 148  | AUTO DEALERS OF MICHIGAN LLC   | \$49,422                      | \$58,424                      | ▼          |
| 149  | MICHIGAN EDUCATION SPECIAL SERVICES ASSOCIATION (MESSA)              | \$49,010                      | \$51,720                      | ▼          |
| 150  | TOYOTA MOTOR NORTH AMERICA INC                                       | \$48,632                      | \$54,845                      | ▼          |
| 151  | MICHIGAN HUMANE SOCIETY  | \$48,073                      | \$48,000                      | ▲          |
| 152  | RONCELLI INC   | \$48,000                      | \$48,000                      | —          |
| 153  | KROGER CO  | \$48,000                      | \$48,000                      | —          |
| 154  | PFIZER INC   | \$47,794                      | \$58,862                      | ▼          |
| 155  | ENBRIDGE ENERGY COMPANY INC  | \$47,775                      | \$25,500                      | ▲          |
| 156  | MUNICIPAL EMPLOYEES RETIREMENT SYSTEM OF MICHIGAN                    | \$47,683                      | \$51,841                      | ▼          |
| 157  | RNDC MICHIGAN  | \$47,660                      | \$30,950                      | ▲          |
| 158  | CGI TECHNOLOGIES AND SOLUTIONS                                       | \$47,519                      | \$47,184                      | ▲          |
| 159  | MICHIGAN PUBLIC TRANSIT ASSOCIATION                                  | \$47,323                      | \$45,801                      | ▲          |
| 160  | MICHIGAN PHARMACISTS ASSOCIATION                                     | \$47,020                      | \$47,681                      | ▼          |
| 161  | MEDNAX INC   | \$47,000                      | \$12,800                      | ▲          |
| 162  | CENTRAL MICHIGAN UNIVERSITY (CMU)                                    | \$46,992                      | \$42,901                      | ▲          |
| 163  | TRINITY HEALTH   | \$46,800                      | \$49,152                      | ▼          |
| 164  | WESTERN MICHIGAN UNIVERSITY (WMU)                                    | \$46,714                      | \$45,434                      | ▲          |
| 165  | HENRY FORD HEALTH SYSTEM   | \$46,522                      | \$47,945                      | ▼          |
| 166  | NEW COVERT GENERATING COMPANY LLC                                    | \$46,267                      | \$45,633                      | ▲          |
| 167  | AMERICAS HEALTH INSURANCE PLANS (AHIP)                               | \$46,262                      | \$46,207                      | ▲          |
| 168  | SAS INSTITUTE  | \$46,247                      | \$46,078                      | ▲          |
| 169  | DETROIT AUTO DEALERS ASSOCIATION                                     | \$46,219                      | \$48,927                      | ▼          |
| 170  | CITY OF ROCHESTER HILLS  | \$45,900                      | \$5,035                       | ▲          |
| 171  | FANDUEL INC  | \$45,323                      | \$45,258                      | ▲          |
| 172  | DRAFTKINGS INC   | \$45,323                      | \$46,258                      | ▼          |
| 173  | MICHIGAN VIRTUAL UNIVERSITY (MVU)                                    | \$45,279                      | \$44,663                      | ▲          |
| 174  | MICHIGAN TOWNSHIPS ASSOCIATION                                       | \$45,012                      | \$35,271                      | ▲          |
| 175  | GREEN TECH ACTION FUND   | \$45,000                      | \$37,000                      | ▲          |
| 176  | MIDLAND COGENERATION VENTURE LIMITED PARTNERSHIP                     | \$44,919                      | \$89,789                      | ▼          |
| 177  | WAYNE COUNTY REGIONAL EDUCATIONAL SERVICE AGENCY (WAYNE RESA)        | \$44,753                      | \$60,340                      | ▼          |
| 178  | RAI SERVICES COMPANY   | \$44,647                      | \$31,011                      | ▲          |
| 179  | MICHIGAN COUNCIL FOR MATERNAL AND CHILD HEALTH                       | \$44,416                      | \$88,112                      | ▼          |
| 180  | PTR CONSULTING LLC   | \$44,408                      | \$46,248                      | ▼          |
| 181  | SWISHER INTERNATIONAL INC  | \$44,408                      | \$46,248                      | ▼          |
| 182  | KELLOGG COMPANY  | \$44,350                      | \$68,935                      | ▼          |
| 183  | MEIJER INC   | \$44,249                      | \$75,183                      | ▼          |
| 184  | CONNECTIONS EDUCATION  | \$44,214                      | \$40,060                      | ▲          |
| 185  | MICHIGAN COUNCIL OF SELF INSURED GROUP ADMINISTRATORS                | \$44,201                      | \$17,746                      | ▲          |
| 186  | CENTRIA HEALTHCARE   | \$44,000                      | \$24,000                      | ▲          |
| 187  | MARATHON PETROLEUM CORPORATION INCLUDING SUBSIDIARIES AND AFFILIATES | \$43,871                      | \$45,181                      | ▼          |
| 188  | MOLINA HEALTHCARE OF MICHIGAN  | \$43,810                      | \$39,244                      | ▲          |
| 189  | INDIANA MICHIGAN POWER   | \$43,521                      | \$78,593                      | ▼          |
| 190  | GCSI SOUTHEAST LLC   | \$43,500                      | \$36,000                      | ▲          |
| 191  | AMERICAN PETROLEUM INSTITUTE (API)                                   | \$43,500                      | \$21,000                      | ▲          |
| 192  | EDGENUITY  | \$43,200                      | \$43,200                      | —          |
| 193  | MICHIGAN NURSES ASSOCIATION  | \$43,122                      | \$33,163                      | ▲          |
| 194  | UNITED HEALTHCARE SERVICES INC                                       | \$42,934                      | \$41,192                      | ▲          |
| 195  | APPLE INC  | \$42,514                      | \$44,441                      | ▼          |
| 196  | DEPARTMENT OF ENVIRONMENTAL QUALITY                                  | \$42,451                      | \$44,703                      | ▼          |
| 197  | TESLA INC  | \$42,374                      | \$41,947                      | ▲          |
| 198  | FACEBOOK INC   | \$42,188                      | —                             | —          |
| 199  | OAKLAND COMMUNITY COLLEGE  | \$42,023                      | \$40,018                      | ▲          |
| 200  | HUMANA INC   | \$42,000                      | \$42,000                      | —          |