

## Top 200 Michigan Lobbyists - 2010

Rank	Lobbyist Name or Organization	2010	2009	Change
1	Governmental Consultant Services, Inc.	1,279,804	1,302,306	-2%
2	Kelley Cawthorne	1,151,760	1,082,419	6%
3	James H. Karoub Associates	1,041,575	871,506	20%
4	Wiener Assoc.	680,555	634,302	7%
5	Muchmore Harrington Smalley & Assoc.	519,036	731,176	-29%
6	Public Affairs Associates Inc.	497,371	576,079	-14%
7	Michigan Education Association	488,250	494,234	-1%
8	MI Health & Hospital Assoc.	387,093	216,479	79%
9	Kheder Davis & Associates Inc.	339,875	314,313	8%
10	Capitol Advocacy Services Group (CASG)	326,800	415,514	-21%
11	Natl Federation of Independent Business	311,112	302,042	3%
12	Capitol Affairs LLC	305,628	296,765	3%
13	Michigan Legislative Consultants Inc.	284,869	222,841	28%
14	Michigan Credit Union League	276,705	124,604	122%
15	AARP	272,134	539,111	-50%
16	Blue Cross & Blue Shield of MI	259,378	254,960	2%
17	Cusmano Kandler & Reed Inc.	214,906	211,050	2%
18	Midwest Strategy Group of Michigan LLC	214,410	37,209	476%
19	Dodak Johnson & Associates LLC <sup>1</sup>	204,074	156,135	31%
20	MI Bell Telephone Co.	195,208	226,979	-14%
21	Consumers Energy Co.	190,039	210,360	-10%
22	Knight Consulting	184,673	193,917	-5%
23	DTE Energy Company	180,602	145,973	24%
24	Detroit Institute of Arts	180,587	7,000	2480%
25	MI Assn. of Health Plans (MAHP)	175,859	148,219	19%
26	MI Retailers Assn.	160,607	119,060	35%
27	Scofes & Associates Consulting Inc.	158,174	290,465	-46%
28	Ford Motor Company	149,064	160,966	-7%
29	Clark Hill PLC	148,475	156,247	-5%
30	Alcatel-Lucent	145,505	new	n/a
31	MI Beer & Wine Wholesalers Assoc.	140,194	75,430	86%
32	St. John Health System	134,950	128,250	5%
33	Multistate Associates Inc.	133,394	152,229	-12%
34	Capitol Services Inc.	131,635	85,943	53%
35	Assn. of Independent Colleges & Universities of MI	130,754	127,617	2%
36	Koch Companies Public Sector	121,200	110,000	10%
37	Michigan Farm Bureau	120,773	137,230	-12%
38	MPM Enterprises	120,000	120,000	0%
38	Bodman LLP	120,000	120,000	0%
40	MI State University	119,474	119,721	0%
41	General Motors LLC	119,122	46,964	154%
42	MGM Grand Detroit LLC	112,356	118,768	-5%
43	Insurance Institute of Michigan	111,912	181,621	-38%
44	J Doss Consulting LLC	109,164	24,504	346%
45	Norfolk Southern Corporation	107,415	119,917	-10%
46	AFT Michigan <sup>2</sup>	107,294	174,863	-39%
47	Eli Lilly & Co.	106,353	98,938	7%
48	MI State AFL-CIO	105,929	97,020	9%
49	Detroit Medical Center	104,246	113,046	-8%
50	University of MI Bd of Regents	103,703	119,218	-13%
51	Michigan AFSCME Council 25	98,010	101,021	-3%
52	Detroit Regional Chamber	96,859	81,606	19%
53	Chrysler LLC	95,869	76,359	26%
54	MI Licensed Beverage Assn.	95,208	92,009	3%
55	Daniel Consulting	93,750	90,000	4%
56	Jackson National Life Insurance Company	89,427	104,800	-15%
57	Little River Band of Ottawa Indians	87,474	20,700	323%
58	MI Municipal League	87,360	79,704	10%

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59	LGI Consulting LLC	86,935	239,225	-64%
60	Prosecuting Attorneys Assn. of Michigan	85,846	112,989	-24%
61	MI Manufactured Housing RV & Camp. Assn. PAC	85,010	39,666	114%
62	Altria Client Services Inc & Its Affiliates	83,452	71,509	17%
63	MI Assisted Living Assn.	81,605	77,710	5%
64	City of Detroit	81,102	83,603	-3%
65	Siebert Brandford Shank & Co. LLC	80,142	35,183	128%
66	William Beaumont Hospital	79,811	74,577	7%
67	Pfizer Inc.	78,022	69,706	12%
68	Filer City Real Estate Development Corporation	78,000	90,000	-13%
69	MI Distributors & Vendors Assoc., Inc.	75,280	75,304	0%
70	Molina Healthcare of MI	74,764	84,943	-12%
71	International Union UAW (United Auto Workers)	73,291	98,246	-25%
72	MI Cable Telecommunications Assoc.	72,526	111,769	-35%
73	Greektown Casino LLC	72,000	19,200	275%
73	Entergy Nuclear Energy	72,000	72,000	0%
75	Sanofi Aventis Group	71,544	63,599	12%
76	Wayne County	71,506	36,875	94%
77	Trinity Health	71,492	78,491	-9%
78	Detroit Police & Fire Retirement System	70,909	new	n/a
79	Apple Inc.	70,000	86,000	-19%
79	Environmental Policy Consultants	70,000	40,000	75%
81	Indiana Michigan Power	69,990	65,530	7%
82	State Farm Insurance Companies	69,621	55,396	26%
83	Kindsvatter & Associates Inc.	69,109	61,913	12%
84	Wolverine Power Supply Cooperative Inc.	68,373	92,940	-26%
85	Amgen	67,193	54,837	23%
86	Alliance of Automobile Manufacturers	66,045	30,000	120%
87	MI Assn. of Home Builders	65,740	72,828	-10%
88	T Mobile USA Inc	65,000	-	n/a
89	McKinney & Associates	64,550	57,550	12%
90	Central Michigan University	64,322	116,101	-45%
91	Dept. of Treasury	61,948	122,790	-50%
92	American Civil Liberties Union of MI	61,461	60,421	2%
93	National Popular Vote	60,628	27,495	121%
94	County Road Assn. of Michigan	60,447	60,269	0%
95	United Healthcare Services Inc.	60,310	67,521	-11%
96	Devry Inc	60,000	30,000	100%
96	Accavitti Consulting Group LLC	60,000	50,500	19%
98	Venuto & Assoc.	59,793	53,448	12%
99	Medco Health Solutions Inc.	59,020	57,078	3%
100	J. D. Gougeon & Associates Inc.	57,975	59,700	-3%
101	MI Dental Assn.	57,584	109,224	-47%
102	Delta Air Lines	56,371	32,584	73%
103	MI Grocers Association	55,776	59,877	-7%
104	MI Municipal Electric Assn.	55,535	47,120	18%
105	Dykema Gossett PLLC	55,326	83,812	-34%
106	Accenture LLP	55,184	77,796	-29%
107	Douglas J Institute Inc	55,000	-	n/a
108	Grand Valley State University	54,998	45,832	20%
109	Dept. of Education	54,209	55,896	-3%
110	MI Bankers Assoc.	54,157	46,939	15%
111	MI Pharmacists Association	53,557	51,024	5%
112	MI Townships Assn.	53,466	84,062	-36%
113	Michigan Nurses Association	53,393	50,419	6%
114	MI Osteopathic Assoc.	52,575	79,782	-34%
115	Warner Norcross & Judd LLP	52,096	44,812	16%
116	Health Care Assoc. of Michigan	51,796	46,953	10%

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117	Accident Fund Insurance Company of America	51,759	51,234	1%
118	MI Aggregates Assn.	51,692	41,793	24%
119	Henry Ford Health System	50,600	46,283	9%
120	Covanta Energy Group, Inc.	50,455	59,245	-15%
121	Unisys Corp.	50,400	50,400	0%
122	MI State Chamber of Commerce	50,347	73,506	-32%
123	Associated Builders & Contractors of MI	50,172	28,679	75%
124	MI State Bldg & Const. Trades Council	50,000	50,000	0%
124	Ross Education LLC	50,000	25,000	100%
126	Oakland Community College Foundation	49,112	49,657	-1%
127	MI Educ. Special Services Assn.	49,097	37,845	30%
128	PTR Consulting LLC	48,826	44,950	9%
129	Ironwood Oil Co	48,530	4,000	1113%
130	Larsen & Associates Inc.	48,000	50,000	-4%
130	Red Stamp Inc.	48,000	126,000	-62%
130	Bristol Myers Squibb Co.	48,000	52,000	-8%
133	Anheuser-Busch Companies Inc.	47,251	47,251	0%
134	Reis Northville LLC	47,000	20,400	130%
135	MI Environmental Council	46,855	26,632	76%
136	Farhat Group Inc.	46,621	47,886	-3%
137	Delta Dental Plan of MI Inc.	46,307	49,821	-7%
138	Life Insurance Assn. of MI	46,048	42,831	8%
139	Gtech Corp.	45,700	43,150	6%
140	Goldman Sachs & Co	45,682	new	n/a
141	Baxter Healthcare Corp.	45,563	49,504	-8%
142	MI Assoc. of CPAs	45,450	41,251	10%
143	Liberty Mutual Group	45,436	42,536	7%
144	Wayne State University	45,243	181,402	-75%
145	Contractors Legislative Services	45,180	35,601	27%
146	Suburban Mobility Authority for Regional Transportation (SMART)	45,000	27,000	67%
147	Aramark	44,750	99,301	-55%
148	Small Business Assn. of MI	44,308	35,698	24%
149	Fedex Corporation	44,235	576	7580%
150	MI Podiatric Medical Assn.	44,151	43,733	1%
151	Lawrence Technological University	44,050	61,326	-28%
152	Diamond Game	44,000	25,000	76%
153	Auto Dealers of Michigan LLC	43,533	33,816	29%
154	MI Propane Gas Assn.	43,498	43,637	0%
155	Cigar Assn. of America Inc.	43,400	36,000	21%
156	Michigan Motion Picture Studios LLC	43,200	18,000	140%
157	Reynolds American Inc.	42,608	152,081	-72%
158	Meijer Inc.	42,248	34,326	23%
159	Verizon	42,126	46,662	-10%
160	Edison Institute	42,000	31,500	33%
161	Swisher Intl. Inc.	41,850	44,950	-7%
162	American Cancer Society Great Lakes Division	41,001	41,390	-1%
163	Taubman Company	40,702	40,411	1%
164	MI Electric Cooperative Assn.	40,432	48,769	-17%
165	Toyota Motor Sales U S A	40,008	40,008	0%
166	Sequel Youth & Family Services	40,000	48,000	-17%
167	Western MI University	39,432	61,146	-36%
168	Hoffman Legislative Consultants LLC	39,317	40,323	-2%
169	American Red Cross	39,250	44,065	-11%
170	Mastercard International Inc	38,911	2,266	1617%
171	Executive Office of the Governor	38,617	49,014	-21%
172	MI Funeral Directors Assn.	38,404	37,149	3%
173	Semco Energy Inc.	38,000	32,800	16%
174	The Dow Chemical Company	37,750	24,000	57%

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175	The Grant Consulting Group LLC	37,524	31,161	20%
176	Pro Tech Monitoring Inc	37,392	2,551	1366%
177	Community Financial Services Assn of America	37,200	29,200	27%
178	National Safety Council	37,100	new	n/a
179	Comerica Incorporated	36,800	37,300	-1%
180	Ontario Trucking Association	36,750	new	n/a
181	Association Administration Inc.	36,520	34,760	5%
182	A B A T E (Noel LaPorte)	36,186	56,415	-36%
183	Oakland County Road Commission	36,000	36,000	0%
183	Mt. Elliott Cemetery Assn.	36,000	36,000	0%
183	Cottonwood Financial Ltd.	36,000	36,000	0%
183	Building Owners & Managers Assn. of Metropolitan Detroit	36,000	40,887	-12%
183	Michigan Sustainable Energy Coalition	36,000	42,600	-15%
183	Dean Transportation Inc.	36,000	36,000	0%
183	GMAC Inc.	36,000	42,000	-14%
183	MI Association of Career Colleges & Schools	36,000	30,000	20%
183	The Servicemaster Company	36,000	new	n/a
192	Detroit Auto Dealers Assn.	35,530	30,809	15%
193	Service Employees International Union	35,333	61,998	-43%
194	Council of Dental Specialties	35,200	38,400	-8%
195	Automobile Club of MI	35,165	35,418	-1%
196	Auto Club Insurance Assoc.	35,165	35,418	-1%
197	Kroger Co.	35,000	37,917	-8%
198	Dept. of State Police	34,888	51,760	-33%
199	University Physician Group	34,743	26,762	30%
200	George M. Carr PC	34,698	48,666	-29%
		<b>\$21,393,047</b>	<b>\$20,652,576</b>	<b>4%</b>
	<b>All lobbyists</b>	<b>\$31,811,476</b>	<b>\$31,849,916</b>	<b>0%</b>
	new = new registrant in 2010			
	<sup>1</sup> formerly Fraser Consulting LLC			
	<sup>2</sup> has not filed Winter 2010 report			