

Top 200 Michigan Lobbyists  
January - July 2012

Rank	Lobbyist	Summer 2012	Summer 2011	Percent Change	Annual 2011
1	GOVERNMENTAL CONSULTANT SERVICES INC	\$ 926,521	\$ 774,814	19.6%	\$ 1,354,102
2	KELLEY CAWTHORNE	687,492	709,897	-3.2%	1,196,765
3	JAMES H KAROUB ASSOCIATES	431,096	460,454	-6.4%	935,659
4	WIENER ASSOCIATES	390,643	326,644	19.6%	604,077
5	MICHIGAN HEALTH AND HOSPITAL ASSOC	324,611	266,788	21.7%	533,070
6	MUCHMORE HARRINGTON SMALLEY AND ASSOC	322,377	220,613	46.1%	611,290
7	PUBLIC AFFAIRS ASSOCIATES INC	258,070	261,790	-1.4%	484,909
8	CAPITOL AFFAIRS INC	237,211	192,608	23.2%	345,411
9	HONIGMAN MILLER SCHWARTZ AND COHN LLP	226,642	52,233	333.9%	97,302
10	MICHIGAN EDUCATION ASSOCIATION (MEA)	224,168	324,197	-30.9%	465,849
11	AARP	212,190	222,412	-4.6%	365,787
12	BUILDING OWNERS & MANAGERS ASSN OF METRO DETROIT	211,697	6,530	3141.9%	11,980
13	MICHIGAN CREDIT UNION LEAGUE	208,402	135,309	54.0%	287,043
14	KHEDER DAVIS AND ASSOCIATES INC	201,841	145,488	38.7%	521,278
15	NATIONAL FEDERATION OF INDEPENDENT BUSINESS	188,593	197,467	-4.5%	314,666
16	BLUE CROSS AND BLUE SHIELD	182,683	161,114	13.4%	288,986
17	MICHIGAN LEGISLATIVE CONSULTANTS INC	178,844	151,794	17.8%	393,698
18	MIDWEST STRATEGY GROUP OF MICHIGAN LLC	169,694	143,958	17.9%	264,453
19	DODAK JOHNSON AND ASSOCIATES LLC	145,092	173,296	-16.3%	305,139
20	KNIGHT COUNSULTING	141,048	135,702	3.9%	253,573
21	MICHIGAN RETAILERS ASSOCIATION	138,301	96,697	43.0%	176,532
22	SCOFES AND ASSOCIATES CONSULTING INC	135,668	186,032	-27.1%	296,341
23	CUSMANO KANDLER AND REED INC	133,706	156,353	-14.5%	244,648
24	DTE ENERGY COMPANY	124,626	124,401	0.2%	217,840
25	DYKEMA GOSSETT PLLC	113,808	30,192	276.9%	65,065
26	CONSUMERS ENERGY CO	100,294	105,673	-5.1%	163,154
27	ACUITAS LLC	99,535	58,123	71.2%	101,463
28	ALCATEL-LUCENT	98,000	98,000	0.0%	168,000
29	MICHIGAN BELL TELEPHONE (AT&T MICHIGAN)	95,795	175,152	-45.3%	235,602
30	MGM GRAND DETROIT LLC	93,343	64,395	45.0%	113,491
31	MICHIGAN ASSOCIATION OF HEALTH PLANS (MAHP)	92,635	106,155	-12.7%	278,850
32	CAPITOL RELATIONS LLC	90,195	22,552	299.9%	68,140
33	FEDERAL HOME LOAN BANK OF INDIANAPOLIS	86,075	n/a	n/a	23,802
34	ALTRIA CLIENT SERVICES INC AND ITS AFFILIATES	86,025	52,911	62.6%	93,066
35	MICHIGAN STATE AFL CIO	85,603	62,179	37.7%	106,220
36	ASSN OF INDEPT COLLEGES AND UNIVERSITIES OF MI	84,403	82,231	2.6%	131,381
37	WELLS FARGO BANK NA	82,692	210	39277.3%	462
38	MICHIGAN FARM BUREAU	81,922	86,379	-5.2%	139,344
39	FORD MOTOR COMPANY	80,071	89,051	-10.1%	144,929
40	DEPARTMENT OF TREASURY	80,000	80,000	0.0%	120,000
41	GENERAL MOTORS LLC	72,872	74,442	-2.1%	124,868
42	PFIZER INC	71,292	55,978	27.4%	62,602
43	MPM ENTERPRISES	70,000	70,000	0.0%	120,000
43	KOCH COMPANIES PUBLIC SECTOR LLC & AFFILIATES	70,000	70,000	0.0%	122,000
45	MICHIGAN BEER AND WINE WHOLESALERS ASSOC	69,213	65,251	6.1%	143,088
46	COVANTA ENERGY CORPORATION	69,202	29,157	137.3%	50,436
47	CLARK HILL PLC	66,460	61,919	7.3%	126,250
48	ST JOHN PROVIDENCE HEALTH SYSTEM	65,671	63,811	2.9%	128,465
49	INSURANCE INSTITUTE OF MICHIGAN	64,849	50,741	27.8%	111,516
50	LILLY USA LLC	63,400	65,186	-2.7%	122,785
51	MICHIGAN STATE UNIVERSITY (MSU)	62,705	62,457	0.4%	117,346
52	UNIVERSITY OF MICHIGAN BOARD OF REGENTS (U OF M)	62,301	63,607	-2.1%	106,663
53	CAPITOL ADVOCACY SERVICES GROUP (CASG)	62,000	61,685	0.5%	106,916

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54	CAPITOL SERVICES INC	\$ 61,429	\$ 47,160	30.3%	\$ 102,175
55	WILLIAM BEAUMONT HOSPITAL	59,484	57,487	3.5%	96,351
56	MICHIGAN MUNICIPAL LEAGUE	58,275	49,642	17.4%	88,712
57	LITTLE RIVER BAND OF OTTAWA INDIANS	56,335	52,778	6.7%	90,665
58	DEPARTMENT OF EDUCATION (MDE)	56,037	32,001	75.1%	55,240
59	JACKSON NATIONAL LIFE INSURANCE COMPANY	56,033	52,665	6.4%	91,445
60	MOLINA HEALTHCARE OF MICHIGAN	55,987	51,711	8.3%	82,939
61	MULTISTATE ASSOCIATES INC	55,357	71,355	-22.4%	116,780
62	MICHIGAN AFSCME COUNCIL 25	54,623	57,497	-5.0%	95,802
63	MICHIGAN DISTRIBUTORS AND VENDORS ASSOC INC	53,249	42,422	25.5%	70,579
64	MICHIGAN DENTAL ASSOCIATION	52,970	47,275	12.0%	89,097
65	APPLE INC	52,000	51,000	2.0%	97,250
66	CITY OF DETROIT	50,769	44,631	13.8%	78,260
67	PROSECUTING ATTORNEYS ASSOCIATION OF MICHIGAN	50,198	50,616	-0.8%	90,021
68	NORFOLK SOUTHERN CORPORATION	50,000	49,072	1.9%	83,572
69	MICHIGAN ASSOCIATION OF HOME BUILDERS	49,650	50,400	-1.5%	115,200
70	MICHIGAN CABLE TELECOMMUNICATIONS ASSOCIATION	49,605	45,068	10.1%	77,837
71	MICHIGAN ASSISTED LIVING ASSOCIATION	48,985	46,650	5.0%	85,760
72	EXECUTIVE OFFICE OF THE GOVERNOR	48,000	48,000	0.0%	96,000
73	CAPITOL STRATEGIES GROUP INC	47,478	31,654	50.0%	56,418
74	IBM CORPORATION	47,205	-	n/a	7,500
75	ASSOCIATED BUILDERS AND CONTRACTORS OF MICHIGAN	47,089	39,379	19.6%	64,041
76	KINDSVATTER AND ASSOCIATES INC	47,029	30,439	54.5%	190,535
77	VHS OF MICHIGAN D/B/A THE DETROIT MEDICAL CENTER	46,637	61,427	-24.1%	123,975
78	AMERICAN CIVIL LIBERTIES UNION	46,182	38,014	21.5%	63,913
79	MICHIGAN BANKERS ASSOCIATION	45,909	35,790	28.3%	73,356
80	MICHIGAN LICENSED BEVERAGE ASSOCIATION	45,666	53,492	-14.6%	80,675
81	K12 INC	43,523	8,266	426.5%	29,296
82	GREEKTOWN CASINO	42,540	42,000	1.3%	72,000
83	ENTERGY NUCLEAR ENERGY	42,100	42,000	0.2%	72,000
84	MICHIGAN REGIONAL COUNCIL OF CARPENTERS	42,000	31,082	35.1%	67,307
85	SMALL BUSINESS ASSOCIATION OF MICHIGAN	41,534	32,152	29.2%	74,738
86	WAYNE COUNTY	40,430	43,346	-6.7%	73,622
87	T MOBILE USA INC	40,000	34,990	14.3%	54,990
88	MICHIGAN GROCERS ASSOCIATION	39,396	38,524	2.3%	69,827
89	MICHIGAN TOWNSHIPS ASSOCIATION	39,257	45,505	-13.7%	69,296
90	FEDEX CORPORATION	38,600	36,400	6.0%	65,600
91	INTERNATIONAL UNION UAW (UNITED AUTO WORKERS)	37,502	51,491	-27.2%	95,481
92	MICHIGAN ENVIRONMENTAL COUNCIL	37,393	16,461	127.2%	32,922
93	DEPARTMENT OF ENVIRONMENTAL QUALITY (DEQ)	37,073	31,589	17.4%	57,546
94	WARNER NORCROSS AND JUDD LLP	36,481	29,900	22.0%	50,029
95	COUNTY ROAD ASSOCIATION OF MICHIGAN	36,321	35,684	1.8%	61,924
96	CENTRAL MICHIGAN UNIVERSITY (CMU)	36,203	64,258	-43.7%	110,805
97	STATE FARM INSURANCE COMPANIES	36,061	35,453	1.7%	59,740
98	GRAND VALLEY STATE UNIVERSITY (GVSU)	35,932	35,932	0.0%	61,598
99	TRINITY HEALTH	35,676	34,904	2.2%	71,178
100	UNITED FOR CHILDREN ADVOCACY DBA STUDENTSFIRST	35,258	951,018	-96.3%	955,818
101	TOTAL HEALTH CARE INC	35,076	35,000	0.2%	61,000
102	VENUTO AND ASSOCIATES	35,031	31,751	10.3%	53,592
103	LKQ CORPORATION	35,000	20,942	67.1%	44,442
103	FILER CITY REAL ESTATE DEVELOPMENT CORPORATION	35,000	35,000	0.0%	60,000
103	DOUGLAS J INSTITUTE INC / DOUGLAS J COMPANIES	35,000	35,000	0.0%	55,000
103	ACCAVITTI CONSULTING GROUP LLC	35,000	34,705	0.9%	65,926

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103	DEVRY INC	\$ 35,000	\$ 35,000	0.0%	\$ 47,500
108	KELLOGG COMPANY	34,856	40,943	-14.9%	54,769
109	MAXIMUS	34,832	6,121	469.1%	10,732
110	MERCK SHARP AND DOHME CORP	33,850	13,892	143.7%	36,671
111	HEALTH CARE ASSOCIATION OF MICHIGAN	33,801	34,093	-0.9%	58,033
112	ACCIDENT FUND INSURANCE COMPANY OF AMERICA	33,796	30,333	11.4%	54,189
113	WOLVERINE POWER SUPPLY COOPERATIVE INC	33,747	31,945	5.6%	56,233
114	INDIANA MICHIGAN POWER	33,355	36,047	-7.5%	62,101
115	J D GOUGEON AND ASSOCIATES INC	33,120	29,700	11.5%	60,950
116	AMGEN	32,994	30,218	9.2%	42,510
117	CLIFFS NATURAL RESOURCES	32,807	5,906	455.5%	21,279
118	MICHIGAN MUNICIPAL ELECTRIC ASSOCIATION	32,443	33,458	-3.0%	51,880
119	ARAMARK CORRECTIONAL SERVICES LLC	32,304	7,000	361.5%	12,000
120	SIEBERT BRANDFORD SHANK AND CO LLC	31,791	31,791	0.0%	63,582
121	DELTA DENTAL PLAN OF MICHIGAN INC	31,636	25,510	24.0%	44,861
122	POLARIS INDUSTRIES INC	31,509	n/a	n/a	n/a
123	MICHIGAN EDUCATION SPECIAL SERVICES ASSOCIATION	31,251	32,025	-2.4%	48,879
124	ANHEUSER BUSCH COMPANIES INC	31,153	51,770	-39.8%	73,958
125	ARTSERVE MICHIGAN INC	31,150	5,800	437.1%	36,600
126	VERIZON	31,105	23,404	32.9%	40,190
127	MICHIGAN PROPANE GAS ASSOCIATION	30,757	29,674	3.6%	44,674
128	UNITED HEALTHCARE SERVICES INC	30,754	24,030	28.0%	43,725
129	HENRY FORD HEALTH SYSTEM	30,553	28,196	8.4%	53,670
130	MICHIGAN ASSN OF CERTIFIED PUBLIC ACCOUNTANTS	30,345	27,335	11.0%	45,196
131	MICHIGAN CHAMBER OF COMMERCE	30,145	37,308	-19.2%	59,937
132	THE GRANT CONSULTING GROUP LLC	30,000	25,121	19.4%	50,121
132	RAINBOW REHABILITATION CENTERS INC	30,000	n/a	n/a	24,000
134	THE GEO GROUP	29,952	2,940	918.8%	5,640
135	ACCENTURE LLP	29,824	21,850	36.5%	39,530
136	DANIEL CONSULTING	29,750	28,500	4.4%	50,250
137	MASTERCARD INTERNATIONAL INC	29,747	26,445	12.5%	36,189
138	HOFFMAN LEGISLATIVE CONSULTANTS LLC	29,665	24,912	19.1%	41,496
139	UNISYS CORPORATION	29,400	29,400	0.0%	50,400
140	GTECH CORPORATION	28,800	23,200	24.1%	38,200
141	MICHIGAN GOVERNMENTAL STRATEGY LLC	28,700	1,200	2291.7%	1,950
142	BRISTOL MYERS SQUIBB COMPANY	28,675	28,000	2.4%	48,745
143	COMCAST	28,669	24,089	19.0%	41,390
144	MICHIGAN AGGREGATES ASSOCIATION	28,158	36,645	-23.2%	53,472
145	KROGER CO	28,000	28,000	0.0%	48,000
145	MICHIGAN PODIATRIC MEDICAL ASSOCIATION	28,000	28,404	-1.4%	48,404
147	J P MORGAN CHASE AND CO	27,743	15,424	79.9%	35,241
148	FARMERS INSURANCE GROUP INC	27,526	12,466	120.8%	23,536
149	MICHIGAN INSURANCE COALITION	27,436	23,162	18.5%	45,976
150	MICHIGAN NURSES ASSOCIATION	27,201	27,594	-1.4%	68,005
151	BUSINESS LEADERS FOR MICHIGAN INC	27,063	28,663	-5.6%	55,722
152	PRIMERICA LIFE INSURANCE COMPANY	27,000	27,000	0.0%	54,000
153	3M ELECTRONIC MONITORING	26,950	24,807	8.6%	44,077
154	ITC HOLDINGS CORP	26,816	22,466	19.4%	37,815
155	LIBERTY MUTUAL GROUP	26,750	21,384	25.1%	93,609
155	BURHAN, CHARLES (LIBERTY MUTUAL GROUP)	26,750	-	n/a	-
157	MEDIMMUNE INC	26,625	6,125	334.7%	10,500
158	MICHIGAN FUNERAL DIRECTORS ASSOCIATION	26,605	26,003	2.3%	44,645
159	AUTO DEALERS OF MICHIGAN LLC	26,581	24,676	7.7%	44,100

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160	BAXTER HEALTHCARE CORPORATION	\$ 26,250	\$ 28,880	-9.1%	\$ 47,630
161	SWISHER INTERNATIONAL INC	26,040	21,700	20.0%	44,326
161	PTR CONSULTING LLC	26,040	21,700	20.0%	44,326
163	LIFE INSURANCE ASSOCIATION OF MICHIGAN	25,964	25,853	0.4%	44,853
164	DEPARTMENT OF HUMAN SERVICES	25,750	n/a	n/a	n/a
165	RAI SERVICES COMPANY	25,548	21,208	20.5%	38,784
166	INTNL. UNION OF OPERATING ENGINEERS LOCAL 324	25,283	14,244	77.5%	38,834
167	WESTERN MICHIGAN UNIVERSITY (WMU)	25,081	21,520	16.5%	41,170
168	SPECTRUM HUMAN SERVICES INC	25,000	10,500	138.1%	18,000
168	MICHIGAN BUILDING AND CONSTRUCTION TRADES COUNCIL	25,000	25,000	0.0%	50,000
170	MICHIGAN PHARMACISTS ASSOCIATION	24,925	27,822	-10.4%	47,707
171	MCKINNEY AND ASSOCIATES	24,629	24,629	0.0%	44,729
172	ATC MANAGEMENT INC	24,208	4,151	483.2%	11,298
173	OAKLAND COMMUNITY COLLEGE (OCC)	24,000	16,000	50.0%	40,070
173	PHADIA US INC	24,000	n/a	n/a	n/a
173	WAYNE STATE UNIVERSITY (WSU)	24,000	25,861	-7.2%	43,000
176	SPECTRUM HEALTH SYSTEM	23,911	23,453	2.0%	41,028
177	MICHIGAN ASSOCIATION FOR JUSTICE	23,885	15,055	58.7%	31,074
178	MICHIGAN ASSOCIATION OF SCHOOL BOARDS	23,578	53,963	-56.3%	59,963
179	FRASER TREBILCOCK DAVIS AND DUNLAP PC	23,564	26,121	-9.8%	37,526
180	ASSOCIATION ADMINISTRATION INC	23,500	22,375	5.0%	38,450
180	SECTION 16 COMMITTEE LLC	23,500	n/a	n/a	n/a
182	TOYOTA NORTH AMERICA INC	23,338	23,338	0.0%	40,008
183	NWS MICHIGAN INC	23,150	15,750	47.0%	28,763
184	OAKLAND UNIVERSITY	23,048	16,166	42.6%	37,406
185	STRATEGIC PUBLIC AFFAIRS INC	22,575	15,961	41.4%	28,938
186	CITIZENS INSURANCE COMPANY OF AMERICA	22,273	23,190	-4.0%	50,684
187	MASCO CORPORATION	22,216	27,096	-18.0%	35,987
188	TAUBMAN COMPANY	22,200	25,500	-12.9%	70,500
189	NUYEN TOMTISHEN AND AOUN PC	22,141	-	n/a	3,069
190	CIGAR ASSOCIATION OF AMERICA INC	22,050	22,000	0.2%	37,800
191	HNTB CORPORATION	22,036	7,509	193.5%	10,405
192	CALHOUN ISD	21,917	11,921	83.9%	25,294
193	GEORGE M CARR PC	21,808	19,270	13.2%	40,798
194	INVENERGY LLC	21,800	n/a	n/a	n/a
195	DETROIT AUTO DEALERS ASSOCIATION	21,756	20,722	5.0%	37,288
196	THE PEW CHARITABLE TRUSTS	21,735	40,144	-45.9%	57,443
197	MICHIGAN VIRTUAL UNIVERSITY (MVU)	21,575	20,948	3.0%	36,180
198	MICHIGAN PSYCHOLOGICAL ASSOCIATION	21,420	15,120	41.7%	28,020
199	LATVIS, MICHAEL (ARTSERVE)	21,150	3,800	456.6%	24,600
200	DETROIT REGIONAL CHAMBER	21,000	8,076	160.0%	23,076
200	DEAN TRANSPORTATION INC	21,000	21,000	0.0%	36,000
200	ROAD COMMISSION FOR OAKLAND COUNTY	21,000	21,000	0.0%	36,000
200	MT ELLIOTT CEMETERY ASSOCIATION	21,000	21,000	0.0%	36,000
200	COTTONWOOD FINANCIAL ADMINISTRATIVE SERVICES LLC	21,000	21,000	0.0%	36,000
200	MICHIGAN HUMANE SOCIETY	21,000	21,000	0.0%	36,000
	Total - Top 200 Lobbyists - 2012	\$ 13,768,460	\$ 12,702,560	8.4%	\$ 22,700,269
	Total - All Reporting Lobbyists	\$ 20,673,139	\$ 19,777,339	4.5%	\$ 35,432,792