

Top 200 Michigan Lobbyists: January-July 2011

Rank	Lobbyist	Summer 2011	Summer 2010	Percent Change	Annual 2010
1	StudentsFirst	\$ 951,018	n/a	n/a	n/a
2	Governmental Consultant Services, Inc.	774,814	720,157	7.6%	1,279,804
3	Kelley Cawthorne	709,897	621,083	14.3%	1,151,760
4	James H. Karoub Associates	460,454	467,627	-1.5%	1,041,575
5	Wiener Assoc.	326,644	382,607	-14.6%	680,555
6	Michigan Education Association	324,197	291,987	11.0%	488,250
7	MI Health & Hospital Assoc.	266,788	209,181	27.5%	387,093
8	Public Affairs Associates Inc.	261,790	282,931	-7.5%	497,371
9	AARP	222,412	174,104	27.7%	272,134
10	Muchmore Harrington Smalley & Assoc.	220,613	205,502	7.4%	519,036
11	Natl Federation of Independent Business	197,467	175,672	12.4%	311,112
12	Capitol Affairs LLC	192,608	178,357	8.0%	305,628
13	Scofes & Associates Consulting Inc.	186,032	90,057	106.6%	158,174
14	MI Bell Telephone Co.	175,152	89,306	96.1%	195,208
15	Dodak Johnson & Associates LLC	173,296	114,942	50.8%	204,074
16	Blue Cross & Blue Shield of MI	161,114	151,810	6.1%	259,378
17	Cusmano Kandler & Reed Inc.	156,353	128,758	21.4%	214,906
18	Michigan Legislative Consultants Inc.	151,794	107,241	41.5%	284,869
19	Kheder Davis & Associates Inc.	145,488	143,140	1.6%	339,875
20	Midwest Strategy Group of Michigan LLC	143,958	114,765	25.4%	214,410
21	Knight Consulting	135,702	93,994	44.4%	184,673
22	Michigan Credit Union League	135,309	134,543	0.6%	276,705
23	DTE Energy Company	124,401	114,617	8.5%	180,602
24	AFT Michigan	119,748	107,294	11.6%	180,151
25	MI Assn. of Health Plans (MAHP)	106,155	102,967	3.1%	175,859
26	Consumers Energy Co.	105,673	107,187	-1.4%	190,039
27	Alcatel-Lucent	98,000	75,505	29.8%	145,505
28	MI Retailers Assn.	96,697	81,441	18.7%	160,607
29	Ford Motor Company	89,051	91,161	-2.3%	149,064
30	Assn.Independent Colleges & Universities of MI	82,231	81,359	1.1%	130,754
31	MI Dept. of Treasury	80,000	61,948	29.1%	61,948
32	General Motors LLC	74,442	69,641	6.9%	119,122
33	Multistate Associates Inc.	71,355	79,700	-10.5%	133,394
34	Koch Companies Public Sector	70,000	71,200	-1.7%	121,200
34	MPM Enterpries	70,000	70,000	0.0%	120,000
34	Bodman LLP	70,000	70,000	0.0%	120,000
37	MI Beer & Wine Wholesalers Assoc.	65,251	66,620	-2.1%	140,194
38	Eli Lilly & Co.	65,186	59,860	8.9%	106,353
39	MGM Grand Detroit LLC	64,395	67,356	-4.4%	112,356
40	Central Michigan University	64,258	43,333	48.3%	64,322
41	St. John Providence Health System	63,811	67,500	-5.5%	134,950
42	University of Michigan Boardd of Regents	63,607	56,712	12.2%	103,703
43	Michigan State University	62,457	66,445	-6.0%	119,474
44	MI State AFL-CIO	62,179	61,297	1.4%	105,929
45	Clark Hill PLC	61,919	78,657	-21.3%	148,475
46	Capitol Advocacy Services Group (CASG)	61,685	42,750	44.3%	326,800
47	Detroit Medical Center	61,427	53,351	15.1%	104,246
48	Detroit Public Schools	61,370	n/a	n/a	33,930
49	Acuitas LLC	58,123	23,820	144.0%	35,520
50	Michigan AFSCME Council 25	57,497	57,785	-0.5%	98,010
51	William Beaumont Hospital	57,487	44,627	28.8%	79,811
52	Pfizer Inc.	55,978	51,080	9.6%	78,022
53	MI Licensed Beverage Assn.	53,492	60,274	-11.3%	95,208
54	Altria Client Services Inc & Its Affiliates	52,911	46,738	13.2%	83,452
55	Jackson National Life Insurance Company	52,665	51,453	2.4%	89,427

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56	Little River Band of Ottawa Indians	52,578	47,882	9.8%	87,474
57	Main Street Strategies	52,500	n/a	n/a	1,000
58	MI Farm Bureau	52,025	46,632	11.6%	120,773
59	Anheuser-Busch Companies Inc.	51,771	27,563	87.8%	47,251
60	Molina Healthcare of MI	51,711	44,014	17.5%	74,764
61	International Union UAW (United Auto Workers)	51,491	41,052	25.4%	73,291
62	Apple Inc.	51,000	44,000	15.9%	70,000
63	Insurance Institute of Michigan	50,741	66,255	-23.4%	111,912
64	Prosecuting Attorneys Assn. of Michigan	50,616	49,317	2.6%	85,846
65	MI Assn. of Home Builders	50,400	30,240	66.7%	65,740
66	MI Municipal League	49,642	50,346	-1.4%	87,360
67	Norfolk Southern Corporation	49,072	59,607	-17.7%	107,415
68	Executive Office of the Governor	48,000	20,450	134.7%	38,617
69	Alliance of Automobile Manufacturers	47,703	51,045	-6.5%	66,045
70	Detroit Institute of Arts	47,465	130,529	-63.6%	180,587
71	MI Dental Assn.	47,275	22,545	109.7%	57,584
72	Capitol Services Inc.	47,160	49,153	-4.1%	131,635
73	MI Assisted Living Assn.	46,650	44,385	5.1%	81,605
74	MI Townships Assn.	45,505	36,565	24.4%	53,466
75	MI Cable Telecommunications Assoc.	45,068	39,904	12.9%	72,526
76	City of Detroit	44,631	45,726	-2.4%	81,102
77	Wayne County	43,346	41,526	4.4%	71,506
78	MI Distributors & Vendors Assoc., Inc.	42,422	41,946	1.1%	75,280
79	Entergy Nuclear Energy	42,000	42,000	0.0%	72,000
79	Greektown Casino LLC	42,000	42,000	0.0%	72,000
81	Kellogg Company	40,931	23,645	73.1%	31,499
82	National Popular Vote	40,628	40,628	0.0%	60,628
83	Meijer Inc.	40,543	24,166	67.8%	42,248
84	The Pew Charitable Trusts	40,144	21,069	90.5%	30,069
85	Associated Builders & Contractors of MI	39,379	29,368	34.1%	50,172
86	MI Grocers Association	38,524	31,264	23.2%	55,776
87	American Civil Liberties Union of MI	38,014	36,213	5.0%	61,461
88	MI State Chamber of Commerce	37,308	30,000	24.4%	50,347
89	MI Aggregates Assn.	36,645	26,519	38.2%	51,692
90	Fedex Corporation	36,400	19,235	89.2%	44,235
91	Indiana Michigan Power	36,047	50,214	-28.2%	69,990
92	Grand Valley State University	35,932	32,082	12.0%	54,998
93	MI Bankers Assoc.	35,790	29,924	19.6%	54,157
94	County Road Assn. of Michigan	35,684	35,913	-0.6%	60,447
95	State Farm Insurance Companies	35,454	40,067	-11.5%	69,621
96	Total Health Care, Inc.	35,000	9,000	288.9%	29,000
96	Filer City Real Estate Development Corporation	35,000	53,000	-34.0%	78,000
96	Douglas J Institute Inc	35,000	30,000	16.7%	55,000
96	Devry Inc	35,000	35,000	0.0%	60,000
100	T Mobile USA Inc	34,990	45,000	-22.2%	65,000
101	LGI Consulting LLC	34,955	32,435	7.8%	86,935
102	Trinity Health	34,904	38,420	-9.2%	71,492
103	Dykema Gossett PLLC	34,896	34,822	0.2%	55,326
104	Accavitti Consulting Group LLC	34,705	40,000	-13.2%	60,000
105	Venuto & Assoc.	34,387	36,457	-5.7%	59,793
106	MI Farm Bureau	34,354	26,123	31.5%	120,773
107	Medco Health Solutions Inc.	34,139	32,050	6.5%	59,020
108	Health Care Assoc. of Michigan	34,093	29,023	17.5%	51,796
109	MI Municipal Electric Assn.	33,458	19,635	70.4%	55,535
110	Small Business Assn. of MI	32,152	35,730	-10.0%	44,308

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111	MI Educ. Special Services Assn. (MESSA)	32,025	31,458	1.8%	49,097
112	MI Dept. of Education	32,001	31,352	2.1%	54,209
113	Larsen & Associates Inc.	32,000	28,000	14.3%	48,000
114	Wolverine Power Supply Cooperative Inc.	31,945	39,859	-19.9%	68,373
115	Siebert Brandford Shank & Co. LLC	31,791	31,471	1.0%	80,142
116	Capitol Strategies Group, Inc.	31,654	n/a	n/a	n/a
117	MI Dept. of Environmental Quality	31,589	-	n/a	0
118	Edison Institute	31,500	31,500	0.0%	42,000
119	Honigman Miller Schwartz & Cohn LLP	31,286	6,068	415.6%	27,620
120	MI Regional Council of Carpenters	31,082	-	n/a	0
121	MI Assn of School Boards	30,963	10,861	185.1%	28,476
122	Detroit Police & Fire Retirement System	30,490	37,946	-19.6%	70,909
123	Kindsvatter & Associates Inc.	30,439	37,577	-19.0%	69,109
124	Accident Fund Insurance Company of America	30,333	29,513	2.8%	51,759
125	Amgen	30,218	42,256	-28.5%	67,193
126	Humana, Inc.	30,000	n/a	n/a	n/a
126	Diamond Game	30,000	35,000	-14.3%	44,000
128	Warner Norcross & Judd LLP	29,900	26,787	11.6%	52,096
129	J. D. Gougeon & Associates Inc.	29,700	29,225	1.6%	57,975
130	MI Propane Gas Assn.	29,674	28,498	4.1%	43,498
131	Unisys Corp.	29,400	29,400	0.0%	50,400
132	Covanta Energy Group, Inc.	29,157	29,400	-0.8%	50,455
133	Baxter Healthcare Corp.	28,880	26,813	7.7%	45,563
134	Business Leaders for MI, Inc.	28,663	16,614	72.5%	26,528
135	Daniel Consulting	28,500	45,000	-36.7%	93,750
136	MI Podiatric Medical Assn.	28,404	26,235	8.3%	44,151
137	Henry Ford Health System	28,196	27,205	3.6%	50,600
138	Bristol Myers Squibb Co.	28,000	28,000	0.0%	48,000
138	Kroger Co.	28,000	20,417	37.1%	35,000
140	MI Pharmacists Association	27,822	27,463	1.3%	53,557
141	MI Nurses Association	27,594	26,280	5.0%	53,393
142	MI Assoc. of CPAs	27,335	24,221	12.9%	45,450
143	Masco Corp.	27,096	7,552	258.8%	15,752
144	Primerica Life Insurance Co.	27,000	10,800	150.0%	19,800
145	Aetna, Inc.	26,942	18,504	45.6%	33,540
146	Area Agencies on Aging Assn of MI	26,900	15,100	78.1%	23,755
147	Mastercard International Inc	26,445	21,411	23.5%	38,911
148	Contractors Legislative Services	26,189	27,518	-4.8%	45,180
149	Fraser Trebilcock Davis & Dunlap PC	26,121	1,780	1367.4%	1,780
150	MI Funeral Directors Assn.	26,004	23,206	12.1%	38,404
151	Life Insurance Assn. of MI	25,853	27,232	-5.1%	46,048
152	Council of Dental Specialties	25,600	22,400	14.3%	35,200
153	Delta Dental Plan of MI Inc.	25,510	26,953	-5.4%	46,307
154	Taubman Company	25,500	25,548	-0.2%	40,702
155	Wayne State University	25,489	27,124	-6.0%	45,243
156	The Grant Consulting Group LLC	25,121	20,002	25.6%	37,524
157	MI State Building & Construction Trades Council	25,000	25,000	0.0%	50,000
158	Hoffman Legislative Consultants LLC	24,912	21,610	15.3%	39,317
159	Pro Tech Monitoring Inc	24,807	19,892	24.7%	37,392
160	Comerica, Inc.	24,800	24,800	0.0%	30,800
161	Auto Dealers of Michigan LLC	24,676	30,698	-19.6%	43,533
162	McKinney & Associates	24,629	35,100	-29.8%	64,550
163	Ironwood Oil Co	24,353	32,530	-25.1%	48,530
164	Comcast	24,089	12,169	98.0%	19,584
165	United Healthcare Services Inc.	24,030	43,210	-44.4%	60,310

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166	BorgWarner, Inc.	24,000	n/a	n/a	n/a
167	Chrysler LLC	23,568	46,229	-49.0%	95,869
168	Spectrum Heath System	23,453	17,019	37.8%	27,618
169	Verizon	23,404	26,002	-10.0%	42,126
170	Toyota North America	23,338	23,338	0.0%	40,008
171	Sanofi Aventis Group	23,214	49,464	-53.1%	71,544
172	Gtech Corp.	23,200	24,700	-6.1%	45,700
173	Citizens Insurance of America	23,190	17,332	33.8%	31,442
174	MI Insurance Coalition	23,162	19,125	21.1%	32,875
175	MI Assn of School Boards	23,000	n/a	n/a	n/a
176	The Dow Chemical Company	22,867	21,500	6.4%	37,750
177	MI Assn. of Realtors	22,761	15,890	43.2%	28,389
178	Capitol Relations LLC	22,552	n/a	n/a	n/a
179	ITC Holdings Corp.	22,466	14,551	54.4%	23,146
180	Lawrence Technological University	22,450	23,450	-4.3%	44,050
181	Association Administration Inc.	22,375	21,270	5.2%	36,520
182	Farm Bureau Insurance Group	22,188	15,383	44.2%	23,433
183	Cigar Assn. of America Inc.	22,050	27,900	-21.0%	43,400
184	Accenture LLP	21,850	39,504	-44.7%	55,184
185	MI Dept. of State Police	21,786	26,333	-17.3%	34,888
186	Community Financial Services Assn of America	21,700	21,700	0.0%	37,200
186	Swisher Intl. Inc.	21,700	24,413	-11.1%	41,850
186	PTR Consulting LLC	21,700	24,413	-11.1%	48,826
189	Western Michigan University	21,520	20,138	6.9%	39,432
190	Liberty Mutual Group	21,384	29,900	-28.5%	45,436
191	Reynolds American Inc.	21,208	31,846	-33.4%	42,608
192	Granger Land Development Co.	21,063	14,500	45.3%	27,030
193	Oakland County Road Commission	21,000	21,000	0.0%	36,000
193	Mt. Elliott Cemetery Assn.	21,000	21,000	0.0%	36,000
193	B.J. Alan Co.	21,000	12,000	75.0%	27,000
193	Cottonwood Financial Ltd.	21,000	21,000	0.0%	36,000
193	MI Humane Society	21,000	17,500	20.0%	32,500
193	Northwest Consultants, Inc.	21,000	12,600	66.7%	21,600
193	The Servicemaster Company	21,000	21,000	0.0%	36,000
193	MI Association of Career Colleges & Schools	21,000	21,000	0.0%	36,000
193	Weiland-Davco Inc.	21,000	n/a	n/a	n/a
193	Transport Canada	21,000	n/a	n/a	n/a
193	Ally Financial, Inc.	21,000	21,000	0.0%	36,000
193	Education2020	21,000	12,000	75.0%	27,000
193	Dean Transportation Inc.	21,000	21,000	0.0%	36,000
	Total - these lobbyists	13,595,365	11,270,714	20.6%	20,717,033
	Total - all reported lobbying	\$ 19,664,879	\$ 17,627,078	11.6%	\$ 31,831,841

n/a indicates a newly registered lobbyist

source: MCFN analysis of Department of State data