

Top 200 Michigan Lobbyists, 2014

Rank	Lobbyist	2014 Spending	2013 Spending	% Change
1	GOVERNMENTAL CONSULTANT SERVICES INC	\$ 1,704,720	\$ 1,629,864	4.6%
2	JAMES H KAROUB ASSOCIATES	1,479,059	986,264	50.0%
3	KELLEY CAWTHORNE	1,335,613	1,093,296	22.2%
4	RWC ADVOCACY (nee WIENER ASSOCIATES)	632,326	589,324	7.3%
5	MICHIGAN HEALTH AND HOSPITAL ASSOC	547,920	531,717	3.0%
6	PUBLIC AFFAIRS ASSOCIATES LLC	503,399	484,832	3.8%
7	MUCHMORE HARRINGTON SMALLEY AND ASSOC	474,741	472,575	0.5%
8	MIDWEST STRATEGY GROUP OF MICHIGAN LLC	446,668	296,572	50.6%
9	MICHIGAN EDUCATION ASSOCIATION (MEA)	399,498	424,874	-6.0%
10	MICHIGAN LEGISLATIVE CONSULTANTS INC	398,839	368,511	8.2%
11	MICHIGAN CREDIT UNION LEAGUE	391,967	384,834	1.9%
12	SCOFES AND ASSOCIATES CONSULTING INC	368,329	286,829	28.4%
13	NATIONAL FEDERATION OF INDEPENDENT BUSINESS	350,744	338,754	3.5%
14	KHEDER DAVIS AND ASSOCIATES INC	339,808	374,305	-9.2%
15	ACUITAS LLC	335,200	277,789	20.7%
16	BLUE CROSS AND BLUE SHIELD	326,166	337,340	-3.3%
17	KANDLER REED KHOURY AND MUCHMORE	310,095	283,063	9.5%
18	CAPITOL AFFAIRS INC	300,261	333,189	-9.9%
19	MICHIGAN BEER AND WINE WHOLESALERS ASSOC	292,690	138,483	111.4%
20	DODAK JOHNSON AND ASSOCIATES LLC	291,410	272,340	7.0%
21	DTE ENERGY COMPANY	250,017	240,055	4.1%
22	CONSUMERS ENERGY CO	223,290	205,496	8.7%
23	CAPITOL STRATEGIES GROUP INC	212,931	138,075	54.2%
24	KINDSVATTER AND ASSOCIATES INC	211,998	193,448	9.6%
25	MICHIGAN BELL TELEPHONE (AT AND T MICHIGAN)	210,566	236,177	-10.8%
26	MICHIGAN GOVERNMENTAL STRATEGY LLC	197,872	141,010	40.3%
27	DYKEMA GOSSETT PLLC	186,755	196,688	-5.1%
28	GENESYS TELECOMMUNICATIONS LABORATORIES	176,600	168,000	5.1%
29	MGM GRAND DETROIT LLC	171,237	152,850	12.0%
30	DEPARTMENT OF TREASURY	160,000	80,000	100.0%
31	HONIGMAN MILLER SCHWARTZ AND COHN LLP	158,732	107,666	47.4%
32	MICHIGAN ASSOCIATION OF HEALTH PLANS (MAHP)	148,724	158,836	-6.4%
33	AARP	147,473	203,960	-27.7%
34	MICHIGAN RETAILERS ASSOCIATION *	146,830	169,411	-13.3%
35	DEPARTMENT OF EDUCATION (MDE)	141,139	96,351	46.5%
36	FORD MOTOR COMPANY	140,883	146,948	-4.1%
37	KNIGHT COUNSULTING	138,381	145,609	-5.0%
38	GENERAL MOTORS LLC	136,498	123,451	10.6%
39	CAPITOL RELATIONS LLC	136,388	158,061	-13.7%
40	PFIZER INC	131,505	137,250	-4.2%
41	CLARK HILL PLC	130,524	111,356	17.2%
42	ALTRIA CLIENT SERVICES INC AND ITS AFFILIATES	129,486	79,473	62.9%
43	DOW CORNING CORPORATION	128,969	78,796	63.7%
44	CAPITOL SERVICES INC	127,908	127,054	0.7%
45	UNIVERSITY OF MICHIGAN BOARD OF REGENTS (U OF M)	127,205	112,034	13.5%
46	WAYNE COUNTY	121,500	110,250	10.2%
47	MICHIGAN STATE UNIVERSITY (MSU)	120,510	119,776	0.6%
48	KOCH COMPANIES PUBLIC SECTOR LLC AND ITS AFFILIATES	120,000	110,000	9.1%
49	MULTISTATE ASSOCIATES INC	118,491	143,723	-17.6%
50	ST JOHN PROVIDENCE HEALTH SYSTEM	118,289	116,189	1.8%
51	CASG	117,331	119,458	-1.8%
52	CSX TRANSPORTATION	115,000	40,100	186.8%
53	MICHIGAN WASTE INDUSTRIES ASSOCIATION	110,376	33,819	226.4%
54	ASSOCIATED BUILDERS AND CONTRACTORS OF MICHIGAN	107,802	113,004	-4.6%
55	AMERICAN CIVIL LIBERTIES UNION	106,981	36,012	197.1%
56	MICHIGAN FARM BUREAU *	105,488	131,639	-19.9%
57	WARNER NORCROSS AND JUDD LLP	104,263	62,601	66.6%
58	COUNTY ROAD ASSOCIATION OF MICHIGAN	102,682	101,413	1.3%

Source: Michigan Department of State

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59	MICHIGAN DENTAL ASSOCIATION	\$ 102,558	\$ 91,188	12.5%
60	INSURANCE INSTITUTE OF MICHIGAN	102,544	117,512	-12.7%
61	MICHIGAN ASSISTED LIVING ASSOCIATION	99,795	94,975	5.1%
62	AMERICAN CANCER SOCIETY CANCER ACTION NETWORK	96,425	66,292	45.5%
63	EXECUTIVE OFFICE OF THE GOVERNOR	96,000	96,000	0.0%
64	MICHIGAN AFSCME COUNCIL 25	95,900	94,840	1.1%
65	JACKSON NATIONAL LIFE INSURANCE COMPANY	95,551	94,668	0.9%
66	RIZZO ENVIROMENTAL SERVICES	95,500	n/a	n/a
67	LILLY USA LLC	93,948	100,850	-6.8%
68	APPLE INC	92,000	102,550	-10.3%
69	ACCAVITTI CONSULTING GROUP LLC	90,000	117,500	-23.4%
70	MICHIGAN BANKERS ASSOCIATION	89,376	91,244	-2.0%
71	MICHIGAN CABLE TELECOMMUNICATIONS ASSOCIATION	88,415	81,386	8.6%
72	LITTLE RIVER BAND OF OTTAWA INDIANS	84,000	88,235	-4.8%
73	MCKINNEY AND ASSOCIATES	83,445	60,959	36.9%
74	CHESAPEAKE ENTERPRISES *	80,000	105,000	-23.8%
75	MICHIGAN ASSOCIATION OF HOME BUILDERS	78,600	87,300	-10.0%
76	INTERNATIONAL UNION UAW (UNITED AUTO WORKERS)	78,507	87,007	-9.8%
77	TRINITY HEALTH	78,070	79,650	-2.0%
78	GCSI SOUTHEAST LLC	77,250	37,000	108.8%
79	STATE FARM INSURANCE COMPANIES	77,000	66,000	16.7%
80	MICHIGAN DISTRIBUTORS AND VENDORS ASSOC INC	74,824	73,004	2.5%
81	INDIANA MICHIGAN POWER	74,299	77,548	-4.2%
82	GREEKTOWN CASINO-HOTEL	74,160	74,160	0.0%
83	MICHIGAN LICENSED BEVERAGE ASSOCIATION	73,077	71,282	2.5%
84	MICHIGAN GROCERS ASSOCIATION	72,982	76,518	-4.6%
85	WILLIAM BEAUMONT HOSPITAL	72,725	100,405	-27.6%
86	CEN TRA	72,000	72,000	0.0%
87	GRAND VALLEY STATE UNIVERSITY (GVSU)	71,864	61,598	16.7%
88	INTERNATIONAL UNION OF OPERATING ENGINEERS LOCAL 324	69,868	65,757	6.3%
89	AETNA INC	68,058	41,783	62.9%
90	JOHNSON AND JOHNSON	67,149	70,440	-4.7%
91	BUSINESS LEADERS FOR MICHIGAN INC	66,990	42,597	57.3%
92	MICHIGAN MUNICIPAL LEAGUE	66,841	86,905	-23.1%
93	FEDEX CORPORATION	65,168	64,215	1.5%
94	COMCAST	65,034	68,130	-4.5%
95	STUDENTSFIRST	64,829	74,530	-13.0%
96	AFT MICHIGAN	64,537	104,381	-38.2%
97	DETROIT INSTITUTE OF ARTS	64,207	16,236	295.5%
98	GREEN TECH ACTION FUND	64,000	12,000	433.3%
99	TOTAL HEALTH CARE INC	63,323	66,646	-5.0%
100	WELLS FARGO BANK NA	62,613	48,740	28.5%
101	MICHIGAN ASSOCIATION OF CERTIFIED PUBLIC ACCOUNTANTS	61,577	55,221	11.5%
102	VHS OF MICHIGAN D/B/A THE DETROIT MEDICAL CENTER	61,429	71,587	-14.2%
103	MICHIGAN CHAMBER OF COMMERCE	60,993	60,481	0.8%
104	VENUTO AND ASSOCIATES	60,102	47,633	26.2%
105	HEALTH CARE ASSOCIATION OF MICHIGAN	60,056	59,710	0.6%
106	EBM CARE INC	60,000	-	n/a
107	ALCATEL-LUCENT	60,000	60,000	0.0%
108	DOUGLAS J INSTITUTE INC / DOUGLAS J COMPANIES	60,000	35,000	71.4%
109	FILER CITY REAL ESTATE DEVELOPMENT CORPORATION	60,000	60,000	0.0%
110	T MOBILE USA INC	60,000	65,000	-7.7%
111	ENTERGY NUCLEAR ENERGY	60,000	40,378	48.6%
112	THE GRANT CONSULTING GROUP LLC	60,000	40,000	50.0%
113	ACCIDENT FUND INSURANCE COMPANY OF AMERICA	59,060	59,461	-0.7%
114	MICHIGAN FUNERAL DIRECTORS ASSOCIATION	58,437	49,082	19.1%
115	MPM ENTERPRISES	58,148	102,048	-43.0%
116	AUTO OWNERS INSURANCE COMPANY	57,993	24,120	140.4%

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117	SANOFI US	\$ 57,512	\$ 28,756	100.0%
118	ACCENTURE LLP	56,950	98,165	-42.0%
119	LA INSURANCE FRANCHISING LLC	56,000	6,100	818.0%
120	ATC MANAGEMENT INC	56,000	41,000	36.6%
121	RAI SERVICES COMPANY	55,384	51,513	7.5%
122	EXPERIAN INFORMATION SOLUTIONS INC	55,172	n/a	n/a
123	MEIJER INC	55,149	62,884	-12.3%
124	AMGEN	54,529	52,635	3.6%
125	MASTERCARD INTERNATIONAL INC	54,363	43,023	26.4%
126	PTR CONSULTING LLC	54,250	39,603	37.0%
127	SWISHER INTERNATIONAL INC	54,250	39,603	37.0%
128	MARATHON PETROLEUM CORPORATION INCL. SUBSIDIARIES AND AFFILIATES	53,682	30,000	78.9%
129	ASSOC OF INDEPENDENT COLLEGES AND UNIVERSITIES OF MICHIGAN	53,251	39,458	35.0%
130	ANHEUSER BUSCH COMPANIES INC	53,249	54,275	-1.9%
131	HENRY FORD HEALTH SYSTEM	52,682	68,490	-23.1%
132	MICHIGAN EDUCATION SPECIAL SERVICES ASSOCIATION (MESSA)	51,214	49,336	3.8%
133	COTTONWOOD FINANCIAL ADMINISTRATIVE SERVICES LLC	50,550	39,000	29.6%
134	UNISYS CORPORATION	50,400	50,400	0.0%
135	DEPARTMENT OF ENVIRONMENTAL QUALITY (DEQ)	50,289	53,944	-6.8%
136	GRAYMONT MI LLC	50,224	11,228	347.3%
137	MICHIGAN AGGREGATES ASSOCIATION	50,052	47,948	4.4%
138	MICHIGAN BUILDING AND CONSTRUCTION TRADES COUNCIL	50,000	50,000	0.0%
139	OAKLAND COMMUNITY COLLEGE (OCC)	49,606	48,110	3.1%
140	SPECTRUM HEALTH SYSTEM	49,333	49,916	-1.2%
141	AUTO DEALERS OF MICHIGAN LLC	49,257	51,827	-5.0%
142	MICHIGAN STATE AFL CIO **	49,101	94,999	-48.3%
143	COVANTA ENERGY LLC	48,973	57,469	-14.8%
144	CVS HEALTH	48,716	38,548	26.4%
145	MICHIGAN PROPANE GAS ASSOCIATION	48,683	43,615	11.6%
146	CITY OF DETROIT	48,190	83,872	-42.5%
147	BRISTOL MYERS SQUIBB COMPANY	48,060	48,519	-0.9%
148	DIAMOND GAME	48,000	50,000	-4.0%
149	ARAB AMERICAN AND CHALDEAN COUNCIL	48,000	52,000	-7.7%
150	KROGER CO	48,000	48,000	0.0%
151	RONCELLI INC	48,000	24,000	100.0%
152	MICHIGAN PODIATRIC MEDICAL ASSOCIATION	48,000	48,064	-0.1%
153	HOFFMAN LEGISLATIVE CONSULTANTS LLC	47,886	55,377	-13.5%
154	WAYNE STATE UNIVERSITY (WSU)	47,869	38,398	24.7%
155	AMERICAN TRAFFIC SOLUTIONS INC	47,591	45,147	5.4%
156	MICHIGAN PETROLEUM ASSOCIATION	47,477	39,975	18.8%
157	DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS (LARA)	47,185	45,083	4.7%
158	MICHIGAN PHARMACISTS ASSOCIATION	46,365	46,672	-0.7%
159	ITC HOLDINGS CORP	45,918	50,243	-8.6%
160	PROSECUTING ATTORNEYS ASSOCIATION OF MICHIGAN	45,867	41,686	10.0%
161	GRANGER LAND DEVELOPMENT CO	45,424	31,512	44.1%
162	NATIONAL TAX SHELTER ACCOUNTS ASSOCIATION	45,000	30,000	50.0%
163	MICHIGAN TOWNSHIPS ASSOCIATION	44,758	46,080	-2.9%
164	UNITED HEALTHCARE SERVICES INC	44,546	44,000	1.2%
165	DETROIT AUTO DEALERS ASSOCIATION	44,030	59,434	-25.9%
166	MICHIGAN PUBLIC TRANSIT ASSOCIATION	43,465	33,026	31.6%
167	WESTERN MICHIGAN UNIVERSITY (WMU)	42,670	41,329	3.2%
168	KELLOGG COMPANY	42,560	27,620	54.1%
169	MICHIGAN ENVIRONMENTAL COUNCIL	42,546	47,151	-9.8%
170	CGI TECHNOLOGIES AND SOLUTIONS	42,318	27,625	53.2%
171	3M ELECTRONIC MONITORING	42,150	49,727	-15.2%
172	NEW COVERT GENERATING COMPANY LLC	42,054	36,456	15.4%
173	MICHIGAN HUMANE SOCIETY	42,000	42,500	-1.2%
174	THE FREDERICK GROUP INC	41,640	27,900	49.2%

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175	MICHIGAN VIRTUAL UNIVERSITY (MVU)	\$ 41,622	\$ 38,845	7.1%
176	WAL MART STORES INC	41,605	31,365	32.6%
177	GOOGLE INC	41,537	30,936	34.3%
178	AK STEEL	41,100	27,530	49.3%
179	CENTRAL MICHIGAN UNIVERSITY (CMU)	40,894	45,560	-10.2%
180	OAKLAND INTERMEDIATE SCHOOL DISTRICT	40,482	29,293	38.2%
181	DELTA DENTAL PLAN OF MICHIGAN INC	40,471	39,995	1.2%
182	TOYOTA NORTH AMERICA INC	40,448	40,008	1.1%
183	SAS INSTITUTE	39,429	35,799	10.1%
184	AMERICAS HEALTH INSURANCE PLANS (AHIP)	39,313	31,667	24.1%
185	GTECH CORPORATION	39,100	37,500	4.3%
186	DETROIT REGIONAL CHAMBER	39,000	54,000	-27.8%
187	AMERICAN RED CROSS	39,000	39,000	0.0%
188	WASTE MANAGEMENT OF MICHIGAN INC	38,901	19,500	99.5%
189	SEMCO ENERGY INC	38,806	38,545	0.7%
190	CIGAR ASSOCIATION OF AMERICA INC	38,700	38,400	0.8%
191	CONNECTIONS EDUCATION	38,381	31,912	20.3%
192	ORACLE AMERICA INC	38,100	31,450	21.1%
193	RSKM CONSULTING LLC DBA ASSISTED LIVING BUSINESS CONSULTANTS	38,040	10,710	255.2%
194	COALITION FOR PUBLIC NOTICE	37,730	24,000	57.2%
195	DEPARTMENT OF HUMAN SERVICES (DHS)	37,601	55,982	-32.8%
196	INSURANCE AUTO AUCTIONS INC	37,363	30,739	21.5%
197	MICHIGAN ASSOCIATION FOR JUSTICE	37,316	34,535	8.1%
198	PRESIDENTS COUNCIL STATE UNIVERSITIES OF MICHIGAN	37,277	37,359	-0.2%
199	ONE CALL CARE MANAGEMENT	37,270	n/a	n/a
200	HIGHLAND COPPER COMPANY INC	37,238	n/a	n/a
	Total - Top 200 Lobbyists, 2014 (thru 2/16/2015)	\$ 24,894,411	\$ 22,247,417	11.9%
	Total - All Reporting Lobbyists (thru 2/16/2015)	\$ 37,038,329	\$ 35,577,453	4.1%

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