

## Top 200 Michigan Lobbyists - Summer 2008

| Rank | Lobbyist Name or Organization                  | Summer 08 | Summer 07 | Change | 2007      |
|------|--|-----------|-----------|--------|-----------|
| 1    | Governmental Consultant Services               | 868,070   | 779,911   | 11%    | 1,446,002 |
| 2    | James H Karoub Associates                      | 589,895   | 580,694   | 2%     | 991,045   |
| 3    | Kelley Cawthorne                               | 516,699   | 295,736   | 75%    | 437,121   |
| 4    | Wiener Assoc                                   | 351,960   | 291,913   | 21%    | 542,282   |
| 5    | Public Affairs Associates Inc                  | 328,938   | 346,252   | -5%    | 607,278   |
| 6    | Reynolds American Inc                          | 325,380   | 37,361    | 771%   | 227,240   |
| 7    | MI Health & Hospital Assn                      | 273,606   | 283,983   | -4%    | 45,346    |
| 8    | Blue Cross and Blue Shield                     | 246,762   | 208,864   | 18%    | 412,004   |
| 9    | MI Education Assn                              | 244,960   | 454,140   | -46%   | 47,546    |
| 10   | Muchmore Harrington Smalley & Assoc            | 230,117   | 223,829   | 3%     | 496,444   |
| 11   | Consumers Energy Co                            | 212,747   | 109,329   | 95%    | 301,283   |
| 12   | DTE Energy Company                             | 205,089   | 120,840   | 70%    | 224,303   |
| 13   | Natl Federation of Independent Business        | 188,531   | 179,153   | 5%     | 320,162   |
| 14   | Fraser Consulting LLC                          | 167,885   | 172,056   | -2%    | 293,537   |
| 15   | AARP   | 149,091   | 169,105   | -12%   | 279,427   |
| 16   | Capitol Affairs LLC                            | 143,998   | 70,809    | 103%   | 151,543   |
| 17   | Cusmano Kandler & Reed Inc                     | 135,690   | 130,116   | 4%     | 241,115   |
| 18   | Knight Consulting                              | 119,456   | 128,739   | -7%    | 253,558   |
| 19   | Aramark  | 113,750   | 115,000   | -1%    | 166,250   |
| 20   | Hemlock Semiconductor Corporation              | 108,511   | 1,950     | 5466%  | 32,946    |
| 21   | Ford Motor Company                             | 105,641   | 97,225    | 9%     | 170,280   |
| 22   | MI Bell Telephone                              | 100,280   | 79,139    | 27%    | 38,270    |
| 23   | MI Assn of Health Plans (MAHP)                 | 99,471    | 97,868    | 2%     | 48,000    |
| 24   | Kheder Davis & Associates Inc                  | 99,386    | 177,755   | -44%   | 309,784   |
| 25   | MI Legislative Consultants Inc                 | 96,888    | 86,220    | 12%    | 149,741   |
| 26   | MI Credit Union League                         | 95,358    | 97,868    | -3%    | 45,972    |
| 27   | MPM Enterprises <sup>1</sup>                   | 94,955    | 100,000   | -5%    | 173,422   |
| 28   | MGM Grand Detroit LLC                          | 94,325    | 63,000    | 50%    | 124,947   |
| 29   | Filer City Real Estate Development Corporation | 94,000    | n/a       | n/a    | 50,000    |
| 30   | Insurance Institute of Michigan                | 93,446    | 87,279    | 7%     | 164,850   |
| 31   | Multistate Associates Inc                      | 86,311    | 90,877    | -5%    | 173,904   |
| 32   | Wayne State University                         | 85,379    | 90,447    | -6%    | 155,458   |
| 33   | MI State University                            | 82,394    | 61,343    | 34%    | 115,156   |
| 34   | Assn of Indep Colleges & Universities of MI    | 80,621    | 81,730    | -1%    | 134,552   |
| 35   | MI Farm Bureau <sup>2</sup>                    | 80,615    | 80,355    | 0%     | 79,741    |
| 36   | Red Stamp Inc                                  | 78,789    | 5,000     | 1476%  | 40,000    |
| 37   | AFT Michigan                                   | 76,664    | 107,035   | -28%   | 183,344   |
| 38   | MI Regional Council of Carpenters              | 75,095    | 80,523    | -7%    | 67,057    |
| 39   | Detroit Regional Chamber                       | 74,894    | 69,767    | 7%     | 107,917   |
| 40   | University Physician Group                     | 73,925    | 3,675     | 1912%  | 8,085     |
| 41   | MI Retailers Assn                              | 73,812    | 65,661    | 12%    | 30,588    |
| 42   | MI Economic Development Corporation            | 73,734    | 14,685    | 402%   | 32,800    |
| 43   | Pfizer Inc                                     | 73,445    | 67,514    | 9%     | 112,183   |
| 44   | Clark Hill PLC                                 | 73,417    | 45,084    | 63%    | 110,801   |
| 45   | Detroit Medical Center                         | 72,770    | 58,107    | 25%    | 107,467   |
| 46   | General Motors Corporation                     | 71,861    | 64,847    | 11%    | 115,797   |
| 47   | Honigman Miller Schwartz and Cohn <sup>3</sup> | 71,494    | 23,931    | 199%   | 22,946    |
| 48   | Eastern Michigan University                    | 70,399    | 60,861    | 16%    | 120,951   |
| 49   | Bodman LLP                                     | 70,000    | 70,000    | 0%     | 120,000   |
| 48   | Flint Hills Resources LLC                      | 70,000    | 70,863    | -1%    | 120,863   |
| 51   | Dykema Gossett PLLC                            | 69,043    | 53,522    | 29%    | 86,217    |
| 52   | Jackson National Life Insurance Company        | 68,432    | 66,027    | 4%     | 112,444   |
| 53   | University of Michigan Board of Regents        | 66,708    | 65,304    | 2%     | 112,765   |
| 54   | Prosecuting Attorneys Assn of Michigan         | 66,213    | 56,629    | 17%    | 106,771   |
| 55   | William Beaumont Hospital                      | 64,148    | 60,160    | 7%     | 87,882    |
| 56   | MI Cable Telecommunications Assn               | 62,460    | 50,475    | 24%    | 458,877   |
| 57   | Lorillard Tobacco Company                      | 62,400    | 40,000    | 56%    | 80,000    |
| 58   | Oakland University                             | 60,970    | 62,720    | -3%    | 88,544    |
| 59   | Central Michigan University                    | 59,648    | 56,438    | 6%     | 99,718    |
| 60   | St John Health System                          | 58,600    | 99,900    | -41%   | 192,400   |
| 61   | Semco Energy Inc                               | 57,560    | 23,496    | 145%   | 44,696    |
| 62   | MI Beer & Wine Wholesalers Assn                | 57,090    | 40,031    | 43%    | 51,382    |
| 63   | HSBC Group Corp                                | 56,612    | 58,522    | -3%    | 95,069    |

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| 64   | CASG  | 55,000    | 40,000    | 38%    | 137,116 |
| 65   | MI Dental Assn                                      | 54,612    | 54,412    | 0%     | 28,343  |
| 66   | Norfolk Southern Corporation                        | 54,383    | n/a       | n/a    | 322     |
| 67   | Accenture LLP                                       | 54,256    | 29,817    | 82%    | 57,857  |
| 68   | Scofes & Associates Consulting Inc                  | 53,608    | 83,838    | -36%   | 194,223 |
| 69   | MI Townships Assn                                   | 53,578    | 43,740    | 22%    | 75,961  |
| 70   | Dow Corning Corporation                             | 53,474    | 8,061     | 563%   | 42,456  |
| 71   | Assn of Businesses Advocating Tariff Equity (ABATE) | 53,444    | 38,703    | 38%    | 80,500  |
| 72   | Apple Inc   | 53,000    | 46,355    | 14%    | 80,105  |
| 73   | MI Environmental Council                            | 52,651    | 20,580    | 156%   | 122,084 |
| 74   | City of Detroit                                     | 51,704    | 71,933    | -28%   | 115,346 |
| 75   | Natl Electrical Contractors Assn MI Chapter         | 50,000    | 50,000    | 0%     | 100,000 |
| 76   | MI AFSCME Council 25                                | 49,612    | 48,260    | 3%     | 51,697  |
| 77   | Trinity Health                                      | 49,095    | 28,843    | 70%    | 49,131  |
| 78   | Oakland Intermediate School District                | 48,875    | 31,392    | 56%    | 52,670  |
| 79   | American Cancer Society Great Lakes Division Inc    | 48,042    | 16,789    | 186%   | 37,280  |
| 80   | MI Sustainable Energy Coalition                     | 48,020    | 32,000    | 50%    | 61,353  |
| 81   | Dept. of Treasury, State of Michigan                | 45,860    | 44,862    | 2%     | 90,620  |
| 82   | Daniel Consulting                                   | 45,000    | 16,800    | 168%   | 48,050  |
| 82   | Environmental Policy Consultants                    | 45,000    | 34,500    | 30%    | 69,500  |
| 84   | MI Licensed Beverage Assn                           | 44,296    | 59,204    | -25%   | 50,000  |
| 85   | MI Funeral Directors Assn                           | 43,928    | 33,631    | 31%    | 83,435  |
| 86   | Covanta Energy Group, Inc                           | 43,750    | 36,000    | 22%    | 61,000  |
| 87   | United Auto Workers                                 | 43,494    | 38,574    | 13%    | 71,547  |
| 88   | ITC Holdings Corp                                   | 43,282    | 23,807    | 82%    | 63,881  |
| 89   | MI Distributors & Vendors Assn, Inc                 | 42,791    | 34,893    | 23%    | 56,474  |
| 90   | Johnson & Johnson                                   | 42,728    | 32,650    | 31%    | 64,400  |
| 91   | David S Haynes LLC                                  | 42,526    | 43,626    | -3%    | 86,152  |
| 92   | MI Municipal League                                 | 42,484    | 40,518    | 5%     | 626,536 |
| 93   | Sanofi Aventis Group                                | 42,419    | 37,029    | 15%    | 52,545  |
| 94   | Taubman Company                                     | 42,000    | 30,000    | 40%    | 63,671  |
| 95   | Capitol Services Inc                                | 41,263    | 33,987    | 21%    | 84,005  |
| 96   | Philip Morris USA Inc                               | 41,022    | 49,571    | -17%   | 76,994  |
| 97   | Corbin Consulting LLC                               | 40,440    | 40,051    | 1%     | 68,936  |
| 98   | MI Assisted Living Assn                             | 40,200    | 38,275    | 5%     | 138,813 |
| 99   | Dept. of Environmental Quality, State of Michigan   | 39,637    | 38,304    | 3%     | 63,132  |
| 100  | MI Chamber of Commerce                              | 38,529    | 33,324    | 16%    | 86,846  |
| 101  | J D Gougeon & Associates Inc                        | 38,525    | 8,250     | 367%   | 35,900  |
| 102  | Larsen & Associates Inc                             | 38,000    | 38,000    | 0%     | 73,000  |
| 103  | Accident Fund Insurance Company of America          | 37,964    | 20,783    | 83%    | 49,275  |
| 104  | Executive Office of the Governor                    | 37,111    | 37,095    | 0%     | 63,617  |
| 105  | MI Osteopathic Assn                                 | 36,971    | 34,533    | 7%     | 139,834 |
| 106  | Hoffman Legislative Consultants LLC                 | 36,699    | 14,507    | 153%   | 36,525  |
| 107  | Indiana Michigan Power                              | 36,698    | 38,205    | -4%    | 68,271  |
| 108  | County Road Assn of Michigan                        | 36,382    | 23,469    | 55%    | 46,068  |
| 109  | Am Civil Liberties Union of MI                      | 36,265    | 32,888    | 10%    | 56,783  |
| 110  | Citigroup Management Corp                           | 36,150    | 27,980    | 29%    | 55,730  |
| 111  | MI Aggregates Assn                                  | 36,132    | 7,397     | 388%   | 70,400  |
| 112  | Conventry First LLC                                 | 36,000    | 54,000    | -33%   | 54,000  |
| 113  | MI Assn of Home Builders                            | 35,886    | 82,494    | -56%   | 93,420  |
| 114  | Wolverine Power Supply Cooperative Inc              | 35,384    | 40,701    | -13%   | 54,136  |
| 115  | Service Employees International Union               | 35,333    | 33,833    | 4%     | 58,000  |
| 116  | Venuto & Assoc                                      | 35,167    | 29,095    | 21%    | 50,581  |
| 117  | MLBA Mutual Insurance Company                       | 35,000    | 10,496    | 233%   | 35,496  |
| 118  | Wayne County  | 35,000    | 35,000    | 0%     | 60,000  |
| 119  | Kindsvatter & Associates Inc                        | 34,991    | 16,358    | 114%   | 101,274 |
| 120  | Heyman, Stephen                                     | 34,163    | n/a       | n/a    | n/a     |
| 121  | Medco Health Solutions Inc                          | 33,333    | 379       | 8692%  | 379     |
| 122  | State Farm Insurance Companies                      | 33,048    | 30,978    | 7%     | 52,630  |
| 123  | George M Carr PC                                    | 32,833    | 32,004    | 3%     | 57,758  |
| 124  | Grand Valley State University                       | 32,082    | 32,082    | 0%     | 54,998  |
| 125  | Macomb Community College                            | 32,045    | n/a       | n/a    | 17,604  |
| 126  | MI Municipal Electric Assn                          | 32,040    | 46,212    | -31%   | 108,824 |

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| 127  | MI Brain Injury Providers Council                     | 32,000    | 28,000    | 14%    | 52,735  |
| 128  | Eli Lilly and Co                                      | 31,763    | 53,958    | -41%   | 60,702  |
| 129  | MI Nurses Assn  | 31,616    | 12,167    | 160%   | 33,715  |
| 130  | Edison Institute                                      | 31,500    | 21,000    | 50%    | 42,808  |
| 131  | Planned Parenthood of East Central MI                 | 31,388    | 31,143    | 1%     | 45,369  |
| 132  | MI Propane Gas Assn                                   | 31,352    | 26,546    | 18%    | 166,298 |
| 133  | Contractors Legislative Services                      | 30,899    | 27,701    | 12%    | 52,639  |
| 134  | Verizon   | 30,875    | 39,891    | -23%   | 68,424  |
| 135  | Thomas Husband & Assoc                                | 30,600    | 27,709    | 10%    | 58,909  |
| 136  | MI Pharmacists Assn                                   | 30,233    | 15,800    | 91%    | 39,379  |
| 137  | McCurdy Wotila & Porteous PC                          | 30,000    | 32,700    | -8%    | 62,700  |
| 138  | Western Michigan University                           | 29,712    | 32,377    | -8%    | 57,216  |
| 139  | Coalition for a Fair and Competitive Insurance Market | 29,408    | n/a       | n/a    | n/a     |
| 140  | Detroit Legal News                                    | 29,268    | 8,770     | 234%   | 32,240  |
| 141  | MI Bankers Assn                                       | 29,216    | 25,585    | 14%    | 58,598  |
| 142  | Comerica Incorporated                                 | 28,896    | 26,900    | 7%     | 54,400  |
| 143  | Compuware Corporation                                 | 28,000    | 28,000    | 0%     | 48,000  |
| 144  | MI Humane Society                                     | 28,000    | 13,927    | 101%   | 65,714  |
| 145  | Auto Dealers of Michigan LLC                          | 27,705    | 43,770    | -37%   | 70,303  |
| 146  | Anheuser-Busch Companies Inc                          | 27,562    | 27,562    | 0%     | 47,250  |
| 147  | Farhat Group Inc                                      | 27,411    | 33,725    | -19%   | 50,969  |
| 148  | Molina Healthcare of Michigan                         | 27,225    | 28,026    | -3%    | 52,028  |
| 149  | Post It Stables LLC                                   | 27,070    | n/a       | n/a    | n/a     |
| 150  | Meijer Inc  | 26,952    | 20,416    | 32%    | 34,998  |
| 151  | MI State AFL-CIO                                      | 26,866    | 73,499    | -63%   | 44,270  |
| 152  | MI Racing Assn  | 26,604    | 25,923    | 3%     | 65,799  |
| 153  | Health Care Assn of Michigan                          | 26,589    | 28,944    | -8%    | 49,246  |
| 154  | MI Manufactured Housing Rv & Campground Assn PAC      | 25,392    | 26,992    | -6%    | 60,902  |
| 155  | Life Insurance Assn of MI                             | 25,224    | 23,922    | 5%     | 41,708  |
| 156  | MI Building & Construction Trades Council             | 25,000    | 25,000    | 0%     | 31,132  |
| 156  | UST Public Affairs Inc                                | 25,000    | 25,000    | 0%     | 50,000  |
| 156  | White Chapel Memorial Assn                            | 25,000    | 17,500    | 43%    | 30,000  |
| 159  | MI Grocers Assn                                       | 24,671    | 18,794    | 31%    | 37,618  |
| 160  | Henry Ford Health System                              | 24,585    | 66,188    | -63%   | 86,188  |
| 161  | Genesee County Land Bank Authority                    | 24,500    | 10,500    | 133%   | 28,000  |
| 162  | American Health Source Inc                            | 24,196    | n/a       | n/a    | n/a     |
| 163  | Toyota Motor Sales U S A                              | 23,338    | 23,338    | 0%     | 40,008  |
| 164  | Midwest Strategy Group of Michigan LLC                | 23,170    | 56,748    | -59%   | 138,013 |
| 165  | MI Assn of CPA's                                      | 23,151    | 23,212    | 0%     | 140,259 |
| 166  | McAlvey Merchant & Associates                         | 22,686    | 28,108    | -19%   | 47,711  |
| 167  | Manny Lentine Inc                                     | 22,653    | 18,711    | 21%    | 35,208  |
| 168  | Little Traverse Bay Band of Odawa Indians             | 22,500    | 22,500    | 0%     | 45,000  |
| 169  | Varnum Riddering Schmidt & Howlett LLP                | 22,492    | 11,396    | 97%    | 19,056  |
| 170  | MI Manufacturers Assn                                 | 22,184    | 20,328    | 9%     | 178,565 |
| 171  | Detroit Auto Dealers Assn                             | 22,112    | 29,856    | -26%   | 49,152  |
| 172  | Farm Bureau Insurance Group Co                        | 21,572    | 27,377    | -21%   | 45,397  |
| 173  | Warner Norcross & Judd LLP                            | 21,541    | 5,577     | 286%   | 10,559  |
| 174  | Dept. of Education, State of Michigan                 | 21,442    | 27,771    | -23%   | 49,213  |
| 175  | GTech Corporation                                     | 21,200    | 14,625    | 45%    | 27,750  |
| 176  | Detroit Public Schools                                | 21,150    | 10,500    | 101%   | 30,750  |
| 177  | Ameresco Inc  | 21,000    | 4,200     | 400%   | 19,200  |
| 177  | Bldg Owners & Managers Assn of Metropolitan Detroit   | 21,000    | 21,000    | 0%     | 36,000  |
| 177  | Chesterfield Town Center LLC                          | 21,000    | n/a       | n/a    | n/a     |
| 177  | Cottonwood Financial Ltd                              | 21,000    | 21,000    | 0%     | 33,000  |
| 177  | Dean Transportation Inc                               | 21,000    | n/a       | n/a    | 15,000  |
| 177  | EK LLC  | 21,000    | n/a       | n/a    | n/a     |
| 177  | Health Agents for Choice                              | 21,000    | 24,000    | -13%   | 33,000  |
| 184  | Oakland County Road Commission                        | 21,000    | 21,000    | 0%     | 36,000  |
| 177  | Total Health Care Inc                                 | 21,000    | 21,000    | 0%     | 36,000  |
| 186  | MI Electric Cooperative Assn                          | 20,622    | 20,062    | 3%     | 126,496 |
| 187  | Kroger Co   | 20,416    | 20,417    | 0%     | 35,000  |
| 188  | Cigar Assn of America Inc                             | 20,300    | 20,300    | 0%     | 34,800  |
| 189  | Auto Club Insurance Assn                              | 20,187    | 20,298    | -1%    | 35,073  |

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| 190          | Automobile Club of MI  | 20,187            | 20,298            | -1%        | 35,073            |
| 191          | Northwest Consultants Inc  | 20,000            | 8,750             | 129%       | 21,250            |
| 192          | The Dow Chemical Company   | 19,669            | 15,515            | 27%        | 31,815            |
| 193          | DJV Consulting   | 19,505            | 24,000            | -19%       | 30,181            |
| 194          | Amgen  | 19,340            | 28,252            | -32%       | 39,339            |
| 195          | Association Administration Inc   | 19,275            | 18,350            | 5%         | 31,500            |
| 196          | MI State Medical Society   | 19,100            | 18,125            | 5%         | 32,500            |
| 196          | Richmond, Joshua   | 19,100            | n/a               | n/a        | n/a               |
| 198          | Franklin Public Affairs LLC  | 19,015            | 10,500            | 81%        | 23,000            |
| 199          | PTR Consulting LLC   | 18,988            | 15,750            | 21%        | 27,000            |
| 199          | Swisher International Inc  | 18,988            | 15,750            | 21%        | 31,500            |
| <b>Total</b> |  | <b>13,280,744</b> | <b>11,279,279</b> | <b>18%</b> | <b>20,535,177</b> |
|              | <sup>1</sup> The combined amount from two MPM reports                                      |                   |                   |            |                   |
|              | <sup>2</sup> The combined amount received by MI Farm Bureau as lobbyist and lobbyist agent |                   |                   |            |                   |
|              | <sup>3</sup> The combined amount received by Honigman et al as lobbyist and lobbyist agent |                   |                   |            |                   |
|              | n/a = not in existence during that period  |                   |                   |            |                   |