

Top 200 Michigan Lobbyists - 2012

Rank	Lobbyist	2012 Spending	2011 Spending	Percent Change
1	GOVERNMENTAL CONSULTANT SERVICES INC	\$ 1,590,225	\$ 1,354,102	17.4%
2	KELLEY CAWTHORNE	\$ 1,164,790	\$ 1,196,765	-2.7%
3	JAMES H KAROUB ASSOCIATES	\$ 972,314	\$ 935,659	3.9%
4	WIENER ASSOCIATES	\$ 659,219	\$ 604,077	9.1%
5	MICHIGAN HEALTH AND HOSPITAL ASSN	\$ 574,596	\$ 533,070	7.8%
6	MUCHMORE HARRINGTON SMALLEY AND ASSOC	\$ 568,544	\$ 611,290	-7.0%
7	MICHIGAN EDUCATION ASSOCIATION (MEA)	\$ 489,372	\$ 465,849	5.0%
8	PUBLIC AFFAIRS ASSOCIATES INC	\$ 457,765	\$ 484,909	-5.6%
9	BLUE CROSS AND BLUE SHIELD	\$ 402,414	\$ 288,986	39.3%
10	CAPITOL AFFAIRS INC	\$ 389,826	\$ 345,411	12.9%
11	KHEDER DAVIS AND ASSOCIATES INC	\$ 379,922	\$ 521,278	-27.1%
12	MICHIGAN LEGISLATIVE CONSULTANTS INC	\$ 363,012	\$ 393,698	-7.8%
13	MICHIGAN CREDIT UNION LEAGUE	\$ 358,273	\$ 287,043	24.8%
14	NATIONAL FEDERATION OF INDEPENDENT BUSINESS	\$ 328,758	\$ 314,666	4.5%
15	DODAK JOHNSON AND ASSOCIATES LLC	\$ 324,117	\$ 305,139	6.2%
16	AARP	\$ 313,425	\$ 365,787	-14.3%
17	MICHIGAN ENVIRONMENTAL COUNCIL	\$ 305,627	\$ 32,922	828.3%
18	MIDWEST STRATEGY GROUP OF MICHIGAN LLC	\$ 302,559	\$ 264,453	14.4%
19	SCOFES AND ASSOCIATES CONSULTING INC	\$ 259,626	\$ 296,341	-12.4%
20	HONIGMAN MILLER SCHWARTZ AND COHN LLP	\$ 248,348	\$ 97,301	155.2%
21	MICHIGAN RETAILERS ASSOCIATION	\$ 240,465	\$ 176,532	36.2%
22	CUSMANO KANDLER AND REED INC	\$ 235,542	\$ 244,648	-3.7%
23	KNIGHT COUNSULTING	\$ 229,502	\$ 253,573	-9.5%
24	DTE ENERGY COMPANY	\$ 222,117	\$ 217,840	2.0%
25	BUILDING OWNERS & MANAGERS ASSN OF METRO DETROIT	\$ 222,072	\$ 11,980	1753.7%
26	CAPITOL RELATIONS LLC	\$ 196,295	\$ 68,140	188.1%
27	ACUITAS LLC	\$ 193,615	\$ 101,463	90.8%
28	DYKEMA GOSSETT PLLC	\$ 192,710	\$ 65,065	196.2%
29	CONSUMERS ENERGY CO	\$ 186,264	\$ 163,154	14.2%
30	MICHIGAN BELL TELEPHONE (AT&T MICHIGAN)	\$ 183,425	\$ 235,602	-22.1%
31	CLARK HILL PLC	\$ 174,257	\$ 126,250	38.0%
32	MICHIGAN ASSOCIATION OF HEALTH PLANS (MAHP)	\$ 171,978	\$ 278,850	-38.3%
33	GENESYS TELECOMMUNICATIONS LABORATORIES	\$ 168,000	\$ 168,000	0.0%
34	MICHIGAN NONPROFIT ASSOCIATION	\$ 160,524	\$ 16,405	878.5%
35	MGM GRAND DETROIT LLC	\$ 158,638	\$ 113,491	39.8%
36	MICHIGAN STATE AFL CIO	\$ 148,052	\$ 106,220	39.4%
37	MICHIGAN BEER AND WINE WHOLESALERS ASSN	\$ 146,834	\$ 143,088	2.6%
38	FORD MOTOR COMPANY	\$ 140,461	\$ 144,929	-3.1%
39	PFIZER INC	\$ 138,625	\$ 62,602	121.4%
40	INSURANCE INSTITUTE OF MICHIGAN	\$ 135,457	\$ 111,516	21.5%
41	MICHIGAN FARM BUREAU	\$ 134,096	\$ 139,344	-3.8%
42	ASSN OF INDEPEN. COLLEGES & UNIVERSITIES OF MICH	\$ 131,970	\$ 131,381	0.4%
43	ST JOHN PROVIDENCE HEALTH SYSTEM	\$ 129,921	\$ 128,465	1.1%
44	CAPITOL SERVICES INC	\$ 129,267	\$ 102,175	26.5%
45	ALTRIA CLIENT SERVICES INC AND ITS AFFILIATES	\$ 122,424	\$ 93,066	31.5%
46	MPM ENTERPRISES	\$ 120,000	\$ 120,000	0.0%
46	KOCH COMPANIES PUBLIC SECTOR LLC & AFFILIATES	\$ 120,000	\$ 122,000	-1.6%
48	AFT MICHIGAN	\$ 117,871	\$ 202,786	-41.9%
49	MICHIGAN STATE UNIVERSITY (MSU)	\$ 116,145	\$ 117,346	-1.0%
50	GENERAL MOTORS LLC	\$ 115,695	\$ 124,868	-7.3%

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51	MULTISTATE ASSOCIATES INC	\$ 113,167	\$ 116,780	-3.1%
52	LILLY USA LLC	\$ 109,785	\$ 122,785	-10.6%
53	UNIVERSITY OF MICHIGAN BOARD OF REGENTS (U OF M)	\$ 108,557	\$ 106,663	1.8%
54	CAPITOL ADVOCACY SERVICES GROUP - CASG	\$ 101,165	\$ 106,916	-5.4%
55	ASSOCIATED BUILDERS AND CONTRACTORS OF MICHIGAN	\$ 97,906	\$ 64,041	52.9%
56	MICHIGAN MUNICIPAL LEAGUE	\$ 97,575	\$ 88,712	10.0%
57	LITTLE RIVER BAND OF OTTAWA INDIANS	\$ 96,783	\$ 90,665	6.7%
58	JACKSON NATIONAL LIFE INSURANCE COMPANY	\$ 96,476	\$ 91,445	5.5%
59	EXECUTIVE OFFICE OF THE GOVERNOR	\$ 96,000	\$ 96,000	0.0%
60	MOLINA HEALTHCARE OF MICHIGAN	\$ 95,255	\$ 82,939	14.8%
61	MICHIGAN AFSCME COUNCIL 25	\$ 93,002	\$ 95,802	-2.9%
62	WILLIAM BEAUMONT HOSPITAL	\$ 91,987	\$ 96,351	-4.5%
63	MICHIGAN DENTAL ASSNIATION	\$ 91,935	\$ 89,097	3.2%
64	KINDSVATTER AND ASSOCIATES INC	\$ 91,643	\$ 190,535	-51.9%
65	MICHIGAN ASSISTED LIVING ASSOCIATION	\$ 90,200	\$ 85,760	5.2%
66	ARTSERVE MICHIGAN INC	\$ 89,050	\$ 61,200	45.5%
67	COVANTA ENERGY CORPORATION	\$ 88,141	\$ 50,436	74.8%
68	MICHIGAN CABLE TELECOMMUNICATIONS ASSOCIATION	\$ 87,850	\$ 77,837	12.9%
69	MICHIGAN ASSOCIATION OF HOME BUILDERS	\$ 87,550	\$ 115,200	-24.0%
70	CITY OF DETROIT	\$ 86,804	\$ 78,260	10.9%
71	NORFOLK SOUTHERN CORPORATION	\$ 86,200	\$ 83,572	3.1%
72	FEDERAL HOME LOAN BANK OF INDIANAPOLIS	\$ 86,075	\$ 23,802	261.6%
73	WELLS FARGO BANK NA	\$ 85,288	\$ 462	18360.7%
74	MICHIGAN REGIONAL COUNCIL OF CARPENTERS	\$ 84,000	\$ 67,307	24.8%
75	APPLE INC	\$ 82,625	\$ 97,250	-15.0%
76	MICHIGAN DISTRIBUTORS AND VENDORS ASSN INC	\$ 80,569	\$ 70,579	14.2%
77	DEPARTMENT OF TREASURY	\$ 80,000	\$ 120,000	-33.3%
78	SMALL BUSINESS ASSOCIATION OF MICHIGAN	\$ 79,548	\$ 74,738	6.4%
79	DEPARTMENT OF EDUCATION (MDE)	\$ 78,949	\$ 55,240	42.9%
80	MICHIGAN GROCERS ASSOCIATION	\$ 78,905	\$ 69,827	13.0%
81	CAPITOL STRATEGIES GROUP INC	\$ 77,325	\$ 56,418	37.1%
82	WAYNE COUNTY	\$ 75,673	\$ 73,622	2.8%
83	IBM CORPORATION	\$ 74,305	\$ 7,500	890.7%
84	VHS OF MICHIGAN D/B/A THE DETROIT MEDICAL CENTER	\$ 74,092	\$ 123,975	-40.2%
85	GREEKTOWN CASINO-HOTEL	\$ 73,440	\$ 72,000	2.0%
86	INTERNATIONAL UNION UAW (UNITED AUTO WORKERS)	\$ 72,671	\$ 95,481	-23.9%
87	ENTERGY NUCLEAR ENERGY	\$ 72,100	\$ 72,000	0.1%
88	MICHIGAN TOWNSHIPS ASSOCIATION	\$ 70,415	\$ 69,296	1.6%
89	MICHIGAN LICENSED BEVERAGE ASSOCIATION	\$ 70,354	\$ 80,675	-12.8%
90	MICHIGAN BANKERS ASSOCIATION	\$ 69,485	\$ 73,356	-5.3%
91	FEDEX CORPORATION	\$ 69,441	\$ 65,600	5.9%
92	J D GOUGEON AND ASSOCIATES INC	\$ 68,670	\$ 66,385	3.4%
93	MERCK SHARP AND DOHME CORP	\$ 68,600	\$ 36,671	87.1%
94	ACCIDENT FUND INSURANCE COMPANY OF AMERICA	\$ 68,515	\$ 54,189	26.4%
95	PROSECUTING ATTORNEYS ASSOCIATION OF MICHIGAN	\$ 67,963	\$ 90,021	-24.5%
96	STATE FARM INSURANCE COMPANIES	\$ 67,893	\$ 59,740	13.6%
97	MAXIMUS	\$ 67,774	\$ 10,732	531.5%
98	TRINITY HEALTH	\$ 67,014	\$ 71,178	-5.9%
99	ACCAVITTI CONSULTING GROUP LLC	\$ 67,000	\$ 65,926	1.6%
100	MICHIGAN NURSES ASSOCIATION	\$ 66,541	\$ 68,005	-2.2%

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101	NUYEN TOMTISHEN AND AOUN PC	\$ 65,355	\$ 3,069	2029.5%
102	T MOBILE USA INC	\$ 65,000	\$ 54,990	18.2%
103	WARNER NORCROSS AND JUDD LLP	\$ 64,372	\$ 50,029	28.7%
104	DEPARTMENT OF ENVIRONMENTAL QUALITY (DEQ)	\$ 63,695	\$ 57,546	10.7%
105	TOTAL HEALTH CARE INC	\$ 61,928	\$ 61,000	1.5%
106	GRAND VALLEY STATE UNIVERSITY (GVSU)	\$ 61,598	\$ 61,598	0.0%
107	AMERICAN CIVIL LIBERTIES UNION	\$ 61,504	\$ 63,913	-3.8%
108	COUNTY ROAD ASSOCIATION OF MICHIGAN	\$ 60,193	\$ 61,924	-2.8%
109	FILER CITY REAL ESTATE DEVELOPMENT CORPORATION	\$ 60,000	\$ 60,000	0.0%
109	DOUGLAS J INSTITUTE INC / DOUGLAS J COMPANIES	\$ 60,000	\$ 55,000	9.1%
109	DEVRY INC	\$ 60,000	\$ 47,500	26.3%
109	MAPLE MILLENNIUM MEDICAL CENTER LLC	\$ 60,000	n/a	n/a
109	THE GRANT CONSULTING GROUP LLC	\$ 60,000	\$ 50,121	19.7%
109	RAINBOW REHABILITATION CENTERS INC	\$ 60,000	\$ 24,000	150.0%
115	COMCAST	\$ 59,861	\$ 41,390	44.6%
116	HEALTH CARE ASSOCIATION OF MICHIGAN	\$ 58,674	\$ 58,033	1.1%
117	INDIANA MICHIGAN POWER	\$ 58,284	\$ 62,101	-6.1%
118	THE GEO GROUP	\$ 56,312	\$ 5,640	898.4%
119	MICHIGAN MUNICIPAL ELECTRIC ASSOCIATION	\$ 55,843	\$ 51,880	7.6%
120	DELTA DENTAL PLAN OF MICHIGAN INC	\$ 55,429	\$ 44,861	23.6%
121	MICHIGAN CHAMBER OF COMMERCE	\$ 55,334	\$ 59,937	-7.7%
122	K12 INC	\$ 55,224	\$ 29,296	88.5%
123	MICHIGAN FREEDOM FUND	\$ 55,000	n/a	n/a
124	AMGEN	\$ 54,873	\$ 42,510	29.1%
125	VENUTO AND ASSNIATES	\$ 54,510	\$ 53,592	1.7%
126	MICHIGAN GOVERNMENTAL STRATEGY LLC	\$ 54,200	\$ 1,950	2679.5%
127	POLARIS INDUSTRIES INC	\$ 54,127	\$ -	n/a
128	PRIMERICA LIFE INSURANCE COMPANY	\$ 54,000	\$ 54,000	0.0%
129	AUTO DEALERS OF MICHIGAN LLC	\$ 53,838	\$ 44,100	22.1%
130	DANIEL CONSULTING	\$ 53,750	\$ 50,250	7.0%
131	KELLOGG COMPANY	\$ 53,745	\$ 54,769	-1.9%
132	ANHEUSER BUSCH COMPANIES INC	\$ 53,340	\$ 73,958	-27.9%
133	MCKINNEY AND ASSOCIATES	\$ 53,229	\$ 44,729	19.0%
134	UNITED FOR CHILDREN ADVOCACY DBA STUDENTSFIRST	\$ 53,028	\$ 955,818	-94.5%
135	CENTRAL MICHIGAN UNIVERSITY (CMU)	\$ 52,584	\$ 110,805	-52.5%
136	WOLVERINE POWER SUPPLY COOPERATIVE INC	\$ 52,009	\$ 56,233	-7.5%
137	VERIZON	\$ 51,752	\$ 40,190	28.8%
138	DEPARTMENT OF HUMAN SERVICES	\$ 51,750	n/a	n/a
139	FRASER TREBILCOCK DAVIS AND DUNLAP PC	\$ 51,533	\$ 37,525	37.3%
140	HENRY FORD HEALTH SYSTEM	\$ 51,467	\$ 53,670	-4.1%
141	HOFFMAN LEGISLATIVE CONSULTANTS LLC	\$ 51,054	\$ 41,496	23.0%
142	MICHIGAN ASSN OF CERTIFIED PUBLIC ACCOUNTANTS	\$ 51,016	\$ 45,196	12.9%
143	SECTION 16 COMMITTEE LLC	\$ 51,000	n/a	n/a
144	PRESBYTERIAN VILLAGES OF MICHIGAN	\$ 50,882	n/a	n/a
145	UNISYS CORPORATION	\$ 50,400	\$ 50,400	0.0%
146	MICHIGAN BUILDING AND CONSTRUCTION TRADES COUNCIL	\$ 50,000	\$ 50,000	0.0%
147	CLIFFS NATURAL RESOURCES	\$ 49,489	\$ 21,279	132.6%
148	SWISHER INTERNATIONAL INC	\$ 49,290	\$ 44,326	11.2%
148	PTR CONSULTING LLC	\$ 49,290	\$ 44,326	11.2%
150	UNITED HEALTHCARE SERVICES INC	\$ 49,062	\$ 43,725	12.2%

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151	BRISTOL MYERS SQUIBB COMPANY	\$ 48,675	\$ 48,745	-0.1%
152	MICHIGAN EDUCATION SPECIAL SERVICES ASSOCIATION	\$ 48,635	\$ 48,879	-0.5%
153	OAKLAND COMMUNITY COLLEGE (OCC)	\$ 48,351	\$ 40,070	20.7%
154	MICHIGAN PODIATRIC MEDICAL ASSOCIATION	\$ 48,225	\$ 48,404	-0.4%
155	J P MORGAN CHASE AND CO	\$ 48,080	\$ 35,241	36.4%
156	KROGER CO	\$ 48,000	\$ 48,000	0.0%
156	ARAB AMERICAN AND CHALDEAN COUNCIL	\$ 48,000	\$ 2,475	1839.4%
158	MEIJER INC	\$ 46,821	\$ 61,868	-24.3%
159	MICHIGAN AGGREGATES ASSOCIATION	\$ 46,668	\$ 53,472	-12.7%
160	WESTERN MICHIGAN UNIVERSITY (WMU)	\$ 46,562	\$ 41,170	13.1%
161	RAI SERVICES COMPANY	\$ 46,411	\$ 38,784	19.7%
162	3M ELECTRONIC MONITORING	\$ 46,200	\$ 44,077	4.8%
163	ITC HOLDINGS CORP	\$ 46,066	\$ 37,815	21.8%
164	MICHIGAN PROPANE GAS ASSOCIATION	\$ 45,981	\$ 44,674	2.9%
165	BUSINESS LEADERS FOR MICHIGAN INC	\$ 45,834	\$ 55,722	-17.7%
166	BAXTER HEALTHCARE CORPORATION	\$ 45,373	\$ 47,630	-4.7%
167	GCSI SOUTHEAST LLC	\$ 45,000	\$ 8,000	462.5%
168	MICHIGAN FUNERAL DIRECTORS ASSOCIATION	\$ 44,835	\$ 44,645	0.4%
169	COMPUWARE COVISINT CORPORATION DIVISION	\$ 44,755	\$ 18,789	138.2%
170	GTECH CORPORATION	\$ 44,000	\$ 38,200	15.2%
170	PHADIA US INC	\$ 44,000	n/a	n/a
172	LIBERTY MUTUAL GROUP	\$ 43,600	\$ 93,609	-53.4%
173	LKQ CORPORATION	\$ 43,000	\$ 44,442	-3.2%
174	ATC MANAGEMENT INC	\$ 41,708	\$ 11,298	269.2%
175	WAYNE STATE UNIVERSITY (WSU)	\$ 41,699	\$ 43,000	-3.0%
176	DETROIT AUTO DEALERS ASSOCIATION	\$ 41,667	\$ 37,288	11.7%
177	THE PEW CHARITABLE TRUSTS	\$ 40,954	\$ 57,443	-28.7%
178	MICHIGAN PSYCHOLOGICAL ASSOCIATION	\$ 40,800	\$ 28,020	45.6%
178	ENDO PHARMACEUTICALS	\$ 40,800	\$ 24,125	69.1%
180	MICHIGAN PHARMACISTS ASSOCIATION	\$ 40,599	\$ 47,707	-14.9%
181	MICHIGAN INSURANCE COALITION	\$ 40,524	\$ 45,976	-11.9%
182	LIFE INSURANCE ASSOCIATION OF MICHIGAN	\$ 40,499	\$ 44,853	-9.7%
183	SPECTRUM HEALTH SYSTEM	\$ 40,491	\$ 41,028	-1.3%
184	ASSOCIATION ADMINISTRATION INC	\$ 40,425	\$ 38,450	5.1%
185	MICHIGAN ASSOCIATION FOR JUSTICE	\$ 40,054	\$ 31,074	28.9%
186	TOYOTA NORTH AMERICA INC	\$ 40,008	\$ 40,008	0.0%
187	DEPARTMENT OF STATE POLICE (MSP)	\$ 39,977	\$ 43,572	-8.3%
188	ACCENTURE LLP	\$ 39,824	\$ 39,530	0.7%
189	MASTERCARD INTERNATIONAL INC	\$ 39,657	\$ 36,189	9.6%
190	AETNA INC	\$ 39,360	\$ 42,722	-7.9%
191	AMERICAN RED CROSS	\$ 39,090	\$ 39,114	-0.1%
192	COUNCIL OF MICHIGAN DENTAL SPECIALTIES	\$ 38,400	\$ 41,600	-7.7%
193	UNIVERSITY PHYSICIAN GROUP	\$ 38,304	\$ 33,116	15.7%
194	CIGAR ASSOCIATION OF AMERICA INC	\$ 37,800	\$ 37,800	0.0%
195	ARAMARK CORRECTIONAL SERVICES LLC	\$ 37,367	\$ 12,000	211.4%
196	MICHIGAN VIRTUAL UNIVERSITY (MVU)	\$ 37,263	\$ 36,180	3.0%
197	HNTB CORPORATION	\$ 37,207	\$ 10,405	257.6%
198	CITIZENS INSURANCE COMPANY OF AMERICA	\$ 37,099	\$ 50,684	-26.8%
199	NWS MICHIGAN INC	\$ 37,000	\$ 28,763	28.6%
200	MICHIGAN ASSOCIATION OF SCHOOL BOARDS	\$ 36,778	\$ 59,963	-38.7%

Top 200 Michigan Lobbyists - 2012

Lobbyist	2012 Spending	2011 Spending	Percent Change
<b>Total: Top 200 Lobbyists - 2012</b>	<b>\$ 24,392,516</b>	<b>\$ 22,645,834</b>	<b>7.7%</b>
<b>Total: All Reporting Lobbyists</b>	<b>\$ 37,141,823</b>	<b>\$ 35,438,378</b>	<b>4.8%</b>

Source: Michigan Department of State

Lobbyist and Lobbyist Agent expenditures are combined for a single reporting entity when applicable