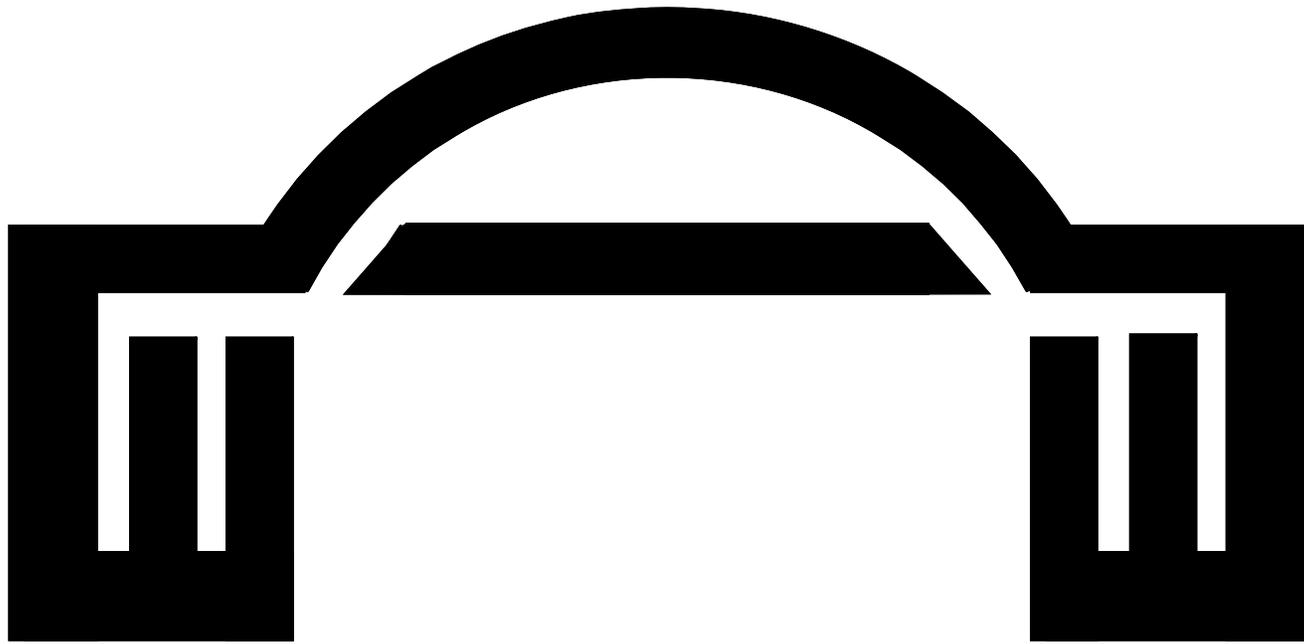


Rankings of the Most Influential Lobbyists in the North Carolina General Assembly



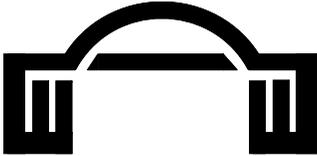
A report by

The North Carolina Center for Public Policy Research

*Amy Strecker
July 2012*

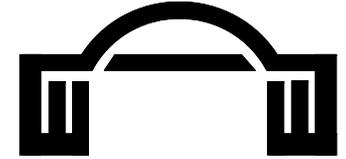
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Methodology and Response Rates for the Survey Identifying the Most Influential Lobbyists



The N.C. Center for Public Policy Research conducted its survey from December 2011 through February 2012. At that time, 49* state Senators, 120 Representatives, 407 registered lobbyists (including the lead state agency legislative liaisons), and 23 state capital news correspondents were asked to list the 10 most influential lobbyists or state agency legislative liaisons during the 2011 long session (from January 26th – June 18th) and four special sessions of the North Carolina General Assembly that took place in July, September, and twice in November 2011.

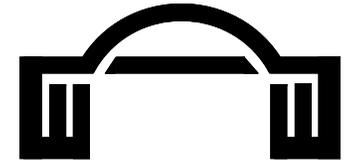
Sixty-three of the 120 House members (53%) responded to the Center's survey, as did 24 of the 49* Senators (49%), 144 of the 407 lobbyists and lead legislative liaisons based in North Carolina (35%), and 6 of 22 capital news correspondents (27%). The overall response rate was 40%.

At the end of the 2011 sessions, 798 lobbyists were registered with the Secretary of State, representing 969 different companies or organizations. The Center's calculations of the number of lobbyists count each lobbyist only once, even if they represent more than one client, and each lobbyist can only vote once. There were also 99 legislative liaisons, representing 73 different state government agencies and licensing boards, registered with the Secretary of State. The Center surveys the lead liaison for each agency.

The following pages list the most influential lobbyists in the North Carolina General Assembly, as ranked by legislators, fellow lobbyists, and capital news correspondents. Where applicable, rankings from previous legislative sessions are included. If the lobbyist is a former legislator or a lawyer, that information also is indicated.

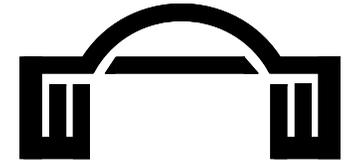
*Note: Only 49 of the state's 50 Senators were surveyed based on their service during the 2011 Long Session. Sen. James Forrester died Oct. 31, 2011, and Chris Carney was not appointed until Dec. 8, 2011 to replace him. Senator Carney was not surveyed.

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



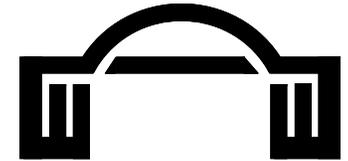
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>DANA E. SIMPSON, of the law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Asurion Insurance Services Inc., Bellsouth Telecommunications Inc. (d/b/a AT&T North Carolina), The Cypress of Raleigh LLC, Gilead Sciences Inc., Hospira Inc., M + R Strategic Services Inc. (on behalf of Public Interest Projects Inc.), Nationwide Insurance & Affiliates, North Carolina Biotechnology Center, North Carolina Community Care Networks, North Carolina Dental Society, North Carolina Economic Development Group, North Carolina Museum of Art Foundation Inc., North Carolina Oncology Association, North Carolina Society of Anesthesiologists, North Carolina Travel and Tourism Coalition, Novartis Pharmaceuticals Corporation, Progress Energy, Total Wine & More, and WakeMed Health and Hospitals.</p>	1	14	15	48	NA	NA	NA	NA	NA	NA	no	yes
<p>TOM H. FETZER, of the lobbying firm of Fetzer Strategic Partners, representing Affordable Care Inc., Alliance for Access to Dental Care, City of Fayetteville, City of Goldsboro, City of Kinston, City of Lexington, City of Rocky Mount, City of Salisbury, City of Wilmington, Duke Energy Carolinas LLC, Martin Marietta Materials Inc., Nationwide Insurance & Affiliates, North Carolina Beer & Wine Wholesalers Association, Tryon Palace Council of Friends, United Healthcare Services Inc., WakeMed Health and Hospitals, and Waste Industries USA Inc.</p>	2	NA	no	no								

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



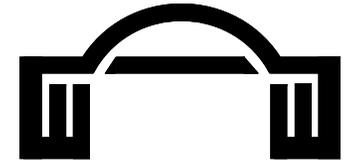
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>ANDY ELLEN, primarily representing the North Carolina Retail Merchants Association and also representing the Consumer Data Industry Association (CDIA), Entertainment Software Association, and the North Carolina Association of Medical Equipment Services.</p>	3	2	9	11	NA	NA	NA	NA	NA	NA	no	yes
<p>JOHN B. McMILLAN, of the Raleigh law firm of Manning, Fulton & Skinner, representing Allstate Insurance Company, American Insurance Association, Anheuser-Busch Companies, Bayer Cropscience LP, Bayer Healthcare LLC, Citizens for Higher Education, City of Morganton, Deloitte Consulting LLP, DentalCare Partners Inc., Electricities of North Carolina Inc., Food Lion LLC, Grifols Inc., Insurance Federation of North Carolina, MAG Mutual Insurance Company, North Carolina Equal Justice Alliance, North Carolina Health Care Facilities Association, North Carolina Legal Education Assistance Foundation, North Carolina Railroad Company, North Carolina Self-Insurance Security Association, North Carolina Symphony Society Inc., North Carolina Voters for Clean Elections, Pharmaceutical Research & Manufacturers of America, SAS Institute Inc., and ValueOptions Inc.</p>	4	1	2	6	9	8	12	9	9	18	no	yes

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



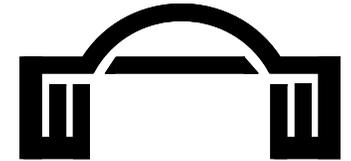
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
HARRISON (HARRY) J. KAPLAN, of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing AAA of the Carolinas, American Heart Association/American Stroke Association Mid-Atlantic Affiliate, AMERIGROUP Corporation, Association for Home & Hospice Care of North Carolina Inc., CGI Technologies and Solutions Inc., City of Wilmington, CVS/CareMark, Ernst & Young LLP, GEO Care Inc., Harris Corporation, K12, Koch Companies Public Sector LLC and its affiliates, Maximus Inc., MedSolutions, NICUSA Inc., North Carolina Association of Health Plans Inc., North Carolina Community Health Center Association, Parents for Educational Freedom in North Carolina Inc., PBH, Purdue Pharma, Restoration Systems LLC, State Farm Mutual Automobile Insurance Company, ValueOptions Inc., Village of Bald Head Island, and VS2.	5	9	26	28	17	27	35	31	18	21	no	yes
CHARLES (CHUCK) B. NEELY, JR., of the Raleigh office of the law firm of Williams Mullen, representing Accenture LLP, Affordable Care Inc., Alcoa Inc., Alex Lee Inc., Alliance for Access to Dental Care, Council on State Taxation, CSX Transportation Inc., North Carolina Association of Realtors Inc., North Carolina School Boards Trust, Progress Energy, Progressive Casualty Insurance Company, and Research Triangle Foundation Inc.	6	10	45	34	50	16	NA	NA	NA	NA	yes	yes

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



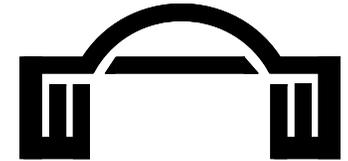
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>CONSTANCE (CONNIE) K. WILSON, of the lobbying firm of Connie Wilson Consulting, representing Business and Education Leaders for Smart Start and Jobs, Carolinas Ready Mixed Concrete Association, Coalition for North Carolina Jobs, Employers Coalition of North Carolina, Key Risk Management Services LLC, North Carolina Cable Telecommunications Association, North Carolina Orthopedic Association Inc., North Carolina Society of Eye Physicians and Surgeons, North Carolina Water Rights Committee, Novant Health Inc., Southeast Chapter of the American Concrete Pavement Association, and Topsail Island Shoreline Protection Commission.</p>	7	NA	yes	no								
<p>JOHN W. McALISTER, representing Bank of America Corporation.</p>	8	13	36	44	37	39	44	NA	NA	NA	no	no
<p>THERESA KOSTRZEWA, of the lobbying firm of North State Strategies, representing ACS State and Local Solutions Inc., ACS - Xerox, American Council of Engineering Companies of NC, Anheuser-Busch Companies, Centene Corporation, City of Wilson, Distilled Spirits Council of the United States, IGT, Inlet Committee (d/b/a Save Our Sand: The Inlet Solution), JM Family Enterprises Inc., JPay Inc., MHM Services Inc., Murphy- Brown LLC, National Popular Vote Initiative Inc., NC Public Library Directors Association, NC Solar Business Alliance, NC State Optometric Society, NORESCO, Pew Charitable Trusts, Rex Healthcare, Smithfield Foods Inc., Smithfield Packing, Stonehenge Capital Company LLC, Wal-Mart Stores Inc., and Wireless Generation Inc.</p>	9	23	16	10	NA	NA	NA	NA	NA	NA	no	no

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



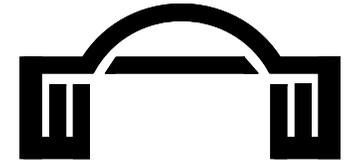
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JOHN T. BODE, of the Raleigh law firm of Bode, Call & Stroupe, representing Accenture LLP, Alcoa Inc., Asurion Insurance Services Inc., Balfour Beatty Construction LLC, Bellsouth Telecommunications Inc. (d/b/a AT&T North Carolina), Consumer Healthcare Products Association, Goodyear Tire & Rubber Company by MultiState Associates Inc., Independent Insurance Agents of North Carolina Inc., Lilly USA LLC - a wholly-owned subsidiary of Eli Lilly and Company, Logisticare Solutions LLC, McLane Company Inc., North Carolina Academy of Physician Assistants, North Carolina Chapter of the American College of Radiology, North Carolina Hospital Association Inc., Progress Energy, and Wake Forest University Health Sciences.	10	4	3	9	14	7	5	6	4	13	no	yes
HURSHELL (CHIP) EUGENE BAGGETT, representing the North Carolina Medical Society.	11	53	NA	no	no							
KATHY G. HAWKINS, representing Duke Energy Carolinas LLC.	12	17	18	31	NA	NA	NA	NA	NA	NA	no	no

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	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>STEVE METCALF, of the lobbying firm, The Policy Group Inc., representing The College Board, Eastern Band of Cherokee Indians, Festiva Hospitality Group Inc., Mission Hospital Inc., NarTest Technologies Inc., National Safety Glass Repair Association by Multistate Associates Inc., North Carolina Association of Community College Trustees, North Carolina Association of Electric Cooperatives Inc., North Carolina City Schools Consortium, North Carolina Community Support Providers Council (d/b/a NC Providers Council), North Carolina Housing Coalition, North Carolina Mentor, North Carolina Pork Council, RHA Management Services Inc., School Nutrition Association of NC, Small Rural Schools Consortium, T-Mobile USA Inc., Town of Boone, Toyota Motor North America Inc., Venio LLC (d/b/a Keane), Village of Lake James Task Force, and The Wine Institute.</p>	13	22	47	NA	yes	no						
<p>ALEXANDER (SANDY) P. SANDS, III, of the Raleigh office of the law firm of Williams Mullen, representing Affordable Care Inc., Altria Client Services Inc. and its affiliates, Bank of America Corporation, Charlotte-Mecklenburg Hospital Authority (d/b/a Carolinas HealthCare System), DPH Vending Inc., Duke University, Live Nation Entertainment, MillerCoors LLC, National Solid Wastes Management Association, North Carolina Association of Realtors Inc., North Carolina Chiropractic Association, Progress Energy, TerraGen LLC, and YMCAs of North Carolina - State Alliance.</p>	14	3	6	4	5	9	9	16	50 (tie)	NA	yes	yes

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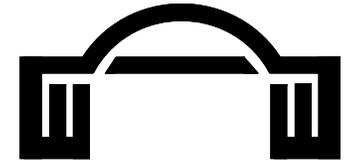


JOSEPH (JOE) H. LANIER,

of the Raleigh office of the law firm of Nelson, Mullins, Riley & Scarborough LLP, representing American Society of Pension Professionals & Actuaries, Ameritox Ltd., Asurion Insurance Services Inc., CaroMont Health, Craven County Wood Energy LP, DriversEd.com, East Carolina Behavioral Health, Enterprise Holdings, Environmental Technology Council, Figure "8" Beach Homeowners Association, First American Title Insurance Company, FirstHealth of the Carolinas Inc., Gale Force Holdings, Genworth Financial Inc., GlaxoSmithKline Inc., Guyton Associates Inc., Humana Inc., InsureNet Inc., International Business Machines (IBM) Corporation, John Deere, Johnson & Wales University, Liggett Vector Brands LLC, National Vision Inc., North Carolina Association of Electric Cooperatives Inc., North Carolina Community Development Initiative Inc., North Carolina Medicaid Dental Providers Inc., Novant Health Inc., NTT Data Inc., PBH, Reed Elsevier Inc., Smoky Mountain Center, and Tenet Health System Medical Inc.

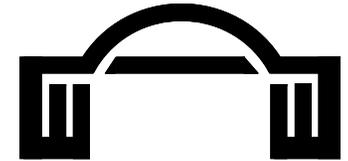
<u>2011-2012</u>	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>1993-1994</u>	<u>Former Legislator</u>	<u>Lawyer</u>
15	NA	no	yes								

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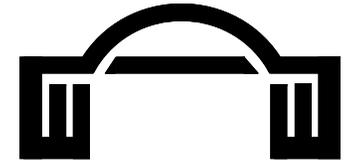
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WILLIAM (BILL) G. SCOGGIN, of the Raleigh office of the firm of Troutman Sanders Strategies LLC, representing the Ace Group North America, Alcatel-Lucent, America's Health Insurance Plans, Astellas Pharma US Inc., Becton Dickinson and Co., E. I. DuPont de Nemours and Company, eBay Inc., General Cigar Company Inc., Government and Municipal Finance Systems, Government Employees Insurance Company (GEICO), Mecklenburg County, MI Connection Communications System, Microsoft Corporation, North Carolina Renderers Association, Novo Nordisk Inc., Piedmont Natural Gas Company Inc., Prudential Financial, Recovery Audit Specialists, Scientific Games International Inc., Shapiro & Ingle LLP, Surgical Care Affiliates, Swedish Match North America Inc., Thomson Reuters (Healthcare) Inc., 3M Traffic Safety Systems Division, and Wells Fargo & Company.	16	29	24	32	39	35	NA	NA	NA	NA	no	yes
HUGH H. TILSON, JR., representing the North Carolina Hospital Association Inc.	17	11	40	25	41	33	NA	NA	NA	NA	no	yes

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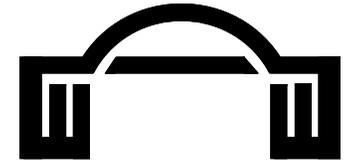
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JOHNNY L. TILLET, of McGuireWoods Consulting, representing ACS Infrastructure Development Inc., Advantage Capital Management Corporation, AMERIGROUP Corporation, Apollo Group Inc./University of Phoenix, Business and Education Leaders for Smart Start and Jobs, CenturyTel (d/b/a CenturyLink), Country Vintner, CVS/CareMark, Edison Learning Inc., Electricities of North Carolina Inc., K12, MedSolutions, NC Association of Health Plans Inc., NC Community Health Center Association, NC Fisheries Association Inc., Omega Protein, Purdue Pharma, State Farm Mutual Automobile Insurance Company, ValueOptions Inc., Village of Bald Head Island, and VS2.	18	24	NA	no	no							
JAMES (JIM) A. HARRELL, III, of James A. Harrell, III and Associates LLC, representing Benchmarks, Cleveland County Chamber Inc., North Carolina Alliance of Boys & Girls Clubs, North Carolina Dental Society, North Carolina Health Care Facilities Association, North Carolina Society of Anesthesiologists, Public Service Company of North Carolina Inc. (d/b/a PSNC Energy), Republic Mortgage Insurance Company (RMIC), SCANA Corporation, and WakeMed Health and Hospitals.	19	NA	yes	yes								

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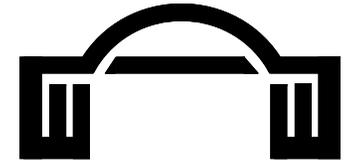
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<p>B. DAVIS (DAVE) HORNE, JR., of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Abbott Laboratories, American International Group Inc., Commonwealth Brands Inc., Explore Information Services LLC, FMR LLC, Honda North America Inc., Motion Picture Association of America, Nationwide Insurance & Affiliates, North Carolina Association of CPAs (Certified Public Accountants), North Carolina Economic Development Group, North Carolina Financial Services Association, North Carolina Medical Society, North Carolina Travel and Tourism Coalition, R. L. Polk & Co., Total Wine & More, and Waste Management Carolinas.</p>	20	7	7	5	7	4	20	21	22	NA	no	yes
<p>LISA D. MARTIN, representing the North Carolina Home Builders Association.</p>	21	45	NA	no	no							
<p>LORI ANN HARRIS, of L.A. Harris & Associates Inc., representing Bellsouth Telecommunications Inc. (d/b/a AT&T North Carolina), Blue Cross and Blue Shield of North Carolina, Inlet Committee (d/b/a Save Our Sand: The Inlet Solution), Lorillard Tobacco Company, NC Association of Community Development Corporations Inc., NC Association of County Directors of Social Services, North Carolina Association of Electric Cooperatives Inc., North Carolina Beer & Wine Wholesalers Association, North Carolina Community Development Initiative Inc., North Carolina Institute of Minority Economic Development Inc., North Carolina Minority Support Center, North Carolina Outdoor Advertising Association, Novant Health Inc., and Waste Management Carolinas.</p>	22	27	NA	no	no							

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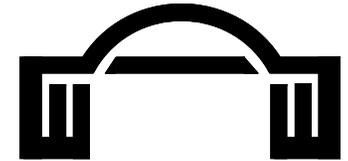
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
SUSAN R. VALAURI , representing Nationwide Insurance & Affiliates.	23	44	NA	NA	NA	NA	42	23	29	28	no	no
ZEBULON (ZEB) D. ALLEY , of the Raleigh office of the law firm of Nelson, Mullins, Riley & Scarborough LLP, representing the Association of Hospitality Executives, Cadillac Jack Inc., Colonial Life & Accident Insurance Company, General Electric Company, Novant Health Inc., and Progress Energy.	24	6	5	2	2	1	1	1	1	1	yes	yes
DANA S. COPE , representing the State Employees Association of North Carolina Inc.	25	NA	no	no								
LEANNE E. WINNER , representing the North Carolina School Boards Association and the North Carolina Council of School Attorneys.	26	55	NA	46	NA	46	NA	NA	NA	NA	no	no
FRANKLIN FREEMAN , of McGuireWoods Consulting, representing ACS Infrastructure Development Inc., ACT Inc., AMERIGROUP Corporation, Association for Home & Hospice Care of NC Inc., Biofuels Center of NC, Blackboard Inc., CenturyTel (d/b/a CenturyLink), CGI Technologies and Solutions Inc., Edison Learning Inc., Ernst & Young LLP, GEO Care Inc., Harris Corporation, Honeywell International Inc., K12, Kronos, Maximus Inc., MedSolutions, NC Society of Surveyors Inc., NICUSA Inc., Restoration Systems LLC, State Farm Mutual Automobile Insurance Company, ValueOptions Inc., and the Village of Bald Head Island.	27	NA	4	7	4	10	26	7	48	NA	no	yes

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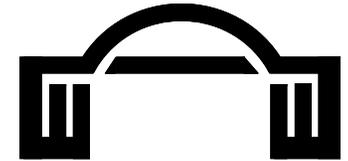
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COURTNEY A. CROWDER, representing the N.C. Office of the Governor as legislative liaison.	28	NA	no	no								
BEAU MEMORY, representing the N.C. Department of Transportation and Board of Transportation as legislative liaison.	29	NA	no	no								
HENRY W. JONES, JR., of the law firm of Jordan, Price, Wall, Gray, Jones & Carlton PLLC, representing the Alliance of Automobile Manufacturers, American Fire Sprinkler Association - Carolina Chapter, American Forest and Paper Association, Carolinas Electrical Contractors Association Inc., Commercial Laboratories Association of North Carolina Inc., Community Associations Institute - North Carolina Chapter Inc., North Carolina Association of Launderers and Cleaners, North Carolina Chapter of the American Society of Home Inspectors (NC-ASHI), North Carolina Pediatric Society, North Carolina Poultry Federation Inc., North Carolina Society of Accountants Inc., North Carolina Veterinary Medical Association Inc., and the Plumbing-Heating-Cooling Contractors of North Carolina Inc.	30	34	27	40	NA	42	NA	NA	NA	NA	no	yes

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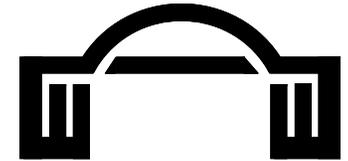
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FREDERICK (FRED) L. BONE, of Bone and Associates LLC, representing the Association of Official Court Reporters, Boehringer Ingelheim Pharmaceuticals Inc., Brick Industry Association - Southeast Region, Carolinas Independent Automobile Dealers Association, Lorillard Tobacco Company, NC Association of Rescue & EMS (Emergency Medical Services) Inc., NC State Firemen's Association, NC 20 Inc., Resident Lenders of NC, and Secure Exchange Solutions LLC.	31	8	NA	no	no							
RICHARD (RICK) A. ZECHINI, representing Progress Energy.	32	20	12	NA	no	yes						
LAURA H. DeVIVO, of Womble, Carlyle, Sandridge & Rice PLLC, representing the Alliance for Access to Dental Care, Autism Speaks Inc., Continental Tire the Americas LLC, eHealth Inc., Equality NC, EZCORP Inc., Fair Trial Initiative, G4S Secure Solutions (USA) Inc., Halcrow Engineers PC (d/b/a SWH Engineers PC), High Point Market Authority, Mediacom Communications Corp., Monitech Inc., National Heritage Academies, North Carolina Citizens for Justice, Piedmont Triad Partnership, Single Source Real Estate Services Inc., Smile Brands Inc., Southern Appalachian Highlands Conservancy, Titan America LLC, United Furniture Industries Inc., Vidant Health, and Xuan Yuan Industrial Development Co. Ltd.	33	NA	no	no								

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly



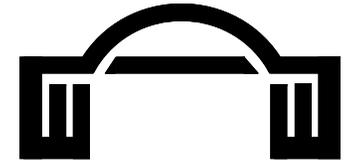
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>GEORGE M. TEAGUE, of the Raleigh office of the law firm of Nelson, Mullins, Riley & Scarborough LLP, representing Aetna, Asurion Insurance Services Inc., Baxter Healthcare Corporation, Cadillac Jack Inc., Colonial Life & Accident Insurance Company, Connecticut General Life Insurance Company, DriversEd.com, Environmental Technology Council, Figure "8" Beach Homeowners Association, First American Title Insurance Company, General Electric Company, Liberty Healthcare Corporation, Medical Mutual Insurance Company of North Carolina, Metropolitan Life Insurance Company, Mortgage Bankers Association of the Carolinas, National Home Service Contract Association, North Carolina Association of Electric Cooperatives Inc., North Carolina Association of Registers of Deeds, North Carolina Insurance Guaranty Association, North Carolina Medicaid Dental Providers Inc., Novant Health Inc., Property Casualty Insurers Association of America, Prudential Financial, Reed Elsevier Inc., and Tenet Health System Medical Inc.</p>	34	19	10	21	23	24	36 (tie)	49	NA	37	no	yes
<p>RANDOLPH E. CLOUD, of Randolph E. Cloud & Associates, representing the American Massage Therapy Association of NC, American Planning Association of NC, Autism Society of NC Inc., Competitive Carriers of the South Inc., Easter Seals UCP NC & VA Inc., Employers Resource Management Co., NC Advocates for Justice, NC Association of Acupuncture and Oriental Medicine, NC Association on Aging, NC High School Athletic Association, NC Psychological Association Inc., Our Children's Place, Partnership for a Drug-Free NC, PRGX, Reckitt Benckiser Pharmaceuticals Inc., STG International Inc., and ValueOptions Inc.</p>	35	15	13	15	47	29	27	NA	NA	NA	no	no

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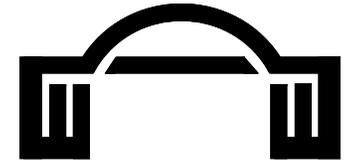
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
WILLIAM (BILL) J. BROOKS, JR., representing the North Carolina Family Policy Council.	36	NA	NA	NA	NA	38	14	50	NA	NA	no	no
KEN MELTON, of Ken Melton & Associates Inc., representing Carolina Asphalt Pavement Association, Cherokee Tribal Gaming Commission, The Conservation Campaign, The 4th Branch, MedImmune Inc., National Football League Players Association, NC Association of Rehabilitation Facilities, NC Licensed Child Care Association, NC Wholesalers Association, NC Youth Camp Association, Pfizer Inc., United Mental Health Providers of NC, and Walter Kidde Portable Equipment.	37	31	NA	NA	35	NA	NA	NA	NA	NA	no	no
LEON (CHIP) M. KILLIAN, III, of the Raleigh office of the law firm of Nelson, Mullins, Riley & Scarborough LLP, representing the Baxter Healthcare Corporation, Cadillac Jack Inc., City of Creedmoor, Colonial Life & Accident Insurance Company, DriversEd.com, Fidelity National Title Group, Figure "8" Beach Homeowners Association, First American Title Insurance Company, Fontana Village Inc., General Electric Company, Granville County, Haywood County, JELD-WEN Inc., Mortgage Bankers Association of the Carolinas, NC Association of Electric Cooperatives Inc., NC Association of Registers of Deeds, Novant Health Inc., Person County, Prudential Financial, South Granville Water and Sewer Authority, and the Town of Butner.	38	NA	NA	NA	46	32	NA	NA	NA	NA	no	yes
PRYOR A. GIBSON, III, representing the N.C. Office of the Governor as legislative liaison.	39	NA	yes	no								

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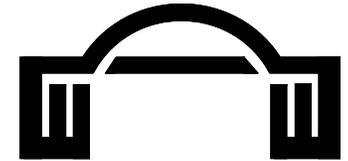
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JOHN J. COOPER, of CompassNC LLC, representing Bellsouth Telecommunications LLC (d/b/a AT&T North Carolina), Chemtex International/Chemtex USA, North Carolina Sweet Potato Commission, Park Ridge Health, Parquet Public Affairs, Resident Lenders of North Carolina, Town of Boone, 21st Century Oncology, and Vidant Health.	40	NA	no	no								
TIMOTHY (TIM) D. KENT, representing the North Carolina Beer & Wine Wholesalers Association.	41	39	11	NA	no	no						
ROBERT (BOB) HALL, representing Democracy North Carolina.	42	NA	19	49	NA	NA	NA	NA	NA	NA	no	no
JAMES (JIMMY) W. C. BROUGHTON, of Womble, Carlyle, Sandridge & Rice PLLC, representing Autism Speaks Inc., Continental Tire the Americas LLC, eHealth Inc., G4S Secure Solutions (USA) Inc., Halcrow Engineers PC (d/b/a SWH Engineers PC), High Point Market Authority, National Heritage Academies, Piedmont Triad Partnership, Single Source Real Estate Services Inc., Smile Brands Inc., Southern Appalachian Highlands Conservancy, Titan America LLC, Vidant Health, and Xuan Yuan Industrial Development Co. Ltd.	43	NA	no	no								

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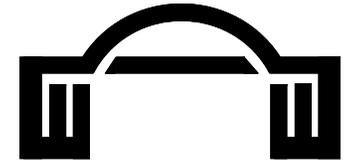
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<p>JACK COZORT, of the lobbying firm of North State Strategies, representing the Alliance for Access to Dental Care, American Council of Engineering Companies of N.C., American Legal Finance Association, Association and Society Insurance Corporation, Catawba County, City of Wilson, Da Vita Inc., Dell Inc., DentalCare Partners Inc., North Carolina Retired Governmental Employees' Association Inc., Pew Charitable Trusts, Siemens Enterprise Communications Inc., and the Town of Cary.</p>	44	5	8	8	34	17	24	NA	NA	NA	no	yes
<p>AMY Y. BASON, representing the North Carolina Association of County Commissioners.</p>	45	NA	no	yes								
<p>JASON DEANS, of Jason Deans & Associates, representing the City of New Bern, ENLIGN Business Brokers Inc., Entertainment Group of North Carolina, Investors Title Insurance Company, Jordan Driving School, K12 Inc., Mountain Professionals Inc., North Carolina Driver and Traffic Safety Education Association, North Carolina Institute of Minority Economic Development Inc., North Carolina Republican Attorneys Association, Park Ridge Health, Tax Management Associates Inc., 21st Century Oncology, and Wallace and Graham PA.</p>	46	NA	no	no								
<p>ANTHONY (TONY) G. SOLARI, representing the N.C. Department of State Treasurer as legislative liaison.</p>	47	NA	no	no								

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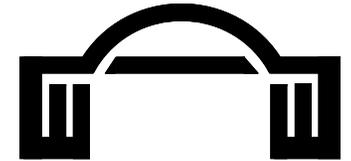
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
W. EUGENE (GENE) AINSWORTH, of Ainsworth & Associates LLC and North State Strategies, representing the American Council of Engineering Companies of NC, IGT, Pew Charitable Trusts, RAI (Reynolds American Inc.) Services Company, Siemens Enterprise Communications Inc., and Swisher International Inc.	48	35	44	14	8	22	33	43	28	NA	no	yes
J. MICHAEL CARPENTER, representing the North Carolina Home Builders Association.	49	21	14	22	21	37	6	15	11	29	no	yes
ROSE V. WILLIAMS, representing the N.C. Department of Insurance as legislative liaison.	50	NA	no	yes								
R. MARK FLEMING, representing Blue Cross and Blue Shield of North Carolina.	51	28	38	16	40	NA	NA	NA	NA	NA	no	no
SHARNESE RANSOME, representing the N.C. Department of Health and Human Services as legislative liaison.	52	NA	no	no								
JOSEPH D. McCLEES, of McClees Consulting Inc., representing Beaufort County, CGI Technologies and Solutions Inc., Fountain Powerboats Inc., Hyde County, NC Federation of Dog Clubs Inc., NC Firearms Dealers Group, NC Portable Toilet Group, NC Pumper Group, NC Sporting Dog Association Inc., Pamlico County, Phil Hodges, Wildlife Control Professionals of NC Inc., and the Willowglen Academy SC Inc.	53	NA	55	30	15	19	16	25	16	NA	no	no

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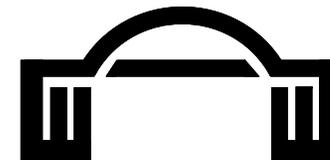
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JESSICA B. HAYES, formerly representing the North Carolina Home Builders Association.	54	NA	no	no								
BRAD PHILLIPS, representing Time Warner Entertainment-Advance Newhouse Partnership (d/b/a Time Warner Cable) and Time Warner NY Cable LLC (d/b/a Time Warner).	55	NA	no	no								
DEAN PLUNKETT, of Plunkett Strategies LLC, representing the Association for Home & Hospice Care of North Carolina Inc., Biometric Technologies Inc., Cii Associates Inc., Elsinore Technologies Inc., Equality NC, Innovative Entertainment of North Carolina Inc., and Well Connected Clean Tech Partners.	56	30	NA	no	no							
DOUGLAS (DOUG) G. HERON, formerly of the Raleigh office of the law firm of Williams Mullen, and now with Duke University, representing Accenture LLP, Affordable Care Inc., Alcoa Inc., AOL Inc., Carillon Assisted Living LLC, CSX Transportation Inc., Duke University, Juniper Networks Inc., Live Nation Entertainment, National Solid Wastes Management Association, NC Association of Realtors Inc., NC Chapter of the American Society of Landscape Architects, NC Chiropractic Association, NC Housing Finance Agency, NC School Boards Trust, Progress Energy, Progressive Casualty Insurance Company, Southeastern Orthopaedic Specialists, and YMCAs of NC State Alliance.	57	NA	no	yes								

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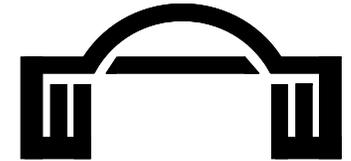
	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
DANIEL BAUM, of the Raleigh office of the firm of Troutman Sanders Strategies LLC, representing the Ace Group North America, Alcatel-Lucent, America's Health Insurance Plans, Astellas Pharma US Inc., Becton Dickinson and Co., E. I. DuPont de Nemours and Company, eBay Inc., General Cigar Company Inc., Government and Municipal Finance Systems, Government Employees Insurance Company (GEICO), Mecklenburg County, MI Connection Communications System, Microsoft Corporation, North Carolina Renderers Association, Novo Nordisk Inc., Piedmont Natural Gas Company Inc., Prudential Financial, Recovery Audit Specialists, Scientific Games International Inc., Shapiro & Ingle LLP, Surgical Care Affiliates, Swedish Match North America Inc., Thomson Reuters (Healthcare) Inc., 3M Traffic Safety Systems Division, and Wells Fargo & Company.	58	NA	no	no								
HERBERT (HERB) W. CRENSHAW, representing Bellsouth Telecommunications Inc. (d/b/a AT&T North Carolina).	59	NA	no	no								
STEVEN (STEVE) K. BREWER, representing CenturyTel (d/b/a CenturyLink).	60	NA	no	no								

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly, in Rank Order



Lobbyist	2011 Ranking	Lobbyist	2011 Ranking	Lobbyist	2011 Ranking
Simpson, Dana E.	1	Martin, Lisa D.	21	Kent, Timothy (Tim) D.	41
Fetzer, Tom H.	2	Harris, Lori Ann	22	Hall, Robert (Bob)	42
Ellen, Andy	3	Valauri, Susan R.	23	Broughton, James (Jimmy) W. C.	43
McMillan, John B.	4	Alley, Zebulon (Zeb) D.	24	Cozort, Jack	44
Kaplan, Harrison (Harry) J.	5	Cope, Dana S.	25	Bason, Amy Y.	45
Neely, Charles (Chuck) B., Jr.	6	Winner, Leanne E.	26	Deans, Jason	46
Wilson, Constance (Connie) K.	7	Freeman, Franklin	27	Solari, Anthony (Tony) G.	47
McAlister, John W.	8	Crowder, Courtney A.	28	Ainsworth, W. Eugene (Gene)	48
Kostrzewa, Theresa	9	Memory, Beau	29	Carpenter, J. Michael	49
Bode, John T.	10	Jones, Henry W., Jr.	30	Williams, Rose V.	50
Baggett, Hurshell (Chip) Eugene	11	Bone, Frederick (Fred) L.	31	Fleming, R. Mark	51
Hawkins, Kathy G.	12	Zechini, Richard (Rick) A.	32	Ransome, Sharnese	52
Metcalf, Steve	13	DeVivo, Laura H.	33	McClees, Joseph D.	53
Sands, Alexander (Sandy) P., III	14	Teague, George M.	34	Hayes, Jessica B.	54
Lanier, Joseph (Joe) H.	15	Cloud, Randolph E.	35	Phillips, Brad	55
Scoggin, William (Bill) G.	16	Brooks, William (Bill) J., Jr.	36	Plunkett, Dean	56
Tilson, Hugh H., Jr.	17	Melton, Ken	37	Heron, Douglas (Doug) G.	57
Tillett, Johnny L.	18	Killian, Leon (Chip) M., III	38	Baum, Daniel	58
Harrell, James (Jim) A., III	19	Gibson, Pryor A., III	39	Crenshaw, Herbert (Herb) W.	59
Horne, B. Davis (Dave), Jr.	20	Cooper, John J.	40	Brewer, Steven (Steve) K.	60

Rankings of The Most Influential Lobbyists in the North Carolina General Assembly, in Alphabetical Order



Lobbyist	2011 Ranking	Lobbyist	2011 Ranking	Lobbyist	2011 Ranking
Ainsworth, W. Eugene (Gene)	48	Fetzer, Tom H.	2	McMillan, John B.	4
Alley, Zebulon (Zeb) D.	24	Fleming, R. Mark	51	Melton, Ken	37
Baggett, Hurshell (Chip) Eugene	11	Freeman, Franklin	27	Memory, Beau	29
Bason, Amy Y.	45	Gibson, Pryor A., III	39	Metcalf, Steve	13
Baum, Daniel	58	Hall, Robert (Bob)	42	Neely, Charles (Chuck) B., Jr.	6
Bode, John T.	10	Harrell, James (Jim) A., III	19	Phillips, Brad	55
Bone, Frederick (Fred) L.	31	Harris, Lori Ann	22	Plunkett, Dean	56
Brewer, Steven (Steve) K.	60	Hawkins, Kathy G.	12	Ransome, Sharnese	52
Brooks, William (Bill) J., Jr.	36	Hayes, Jessica B.	54	Sands, Alexander (Sandy) P., III	14
Broughton, James (Jimmy) W. C.	43	Heron, Douglas (Doug) G.	57	Scoggin, William (Bill) G.	16
Carpenter, J. Michael	49	Horne, B. Davis (Dave), Jr.	20	Simpson, Dana E.	1
Cloud, Randolph E.	35	Jones, Henry W., Jr.	30	Solari, Anthony (Tony) G.	47
Cooper, John J.	40	Kaplan, Harrison (Harry) J.	5	Teague, George M.	34
Cope, Dana S.	25	Kent, Timothy (Tim) D.	41	Tillett, Johnny L.	18
Cozort, Jack	44	Killian, Leon (Chip) M., III	38	Tilson, Hugh H., Jr.	17
Crenshaw, Herbert (Herb) W.	59	Kostrzewa, Theresa	9	Valauri, Susan R.	23
Crowder, Courtney A.	28	Lanier, Joseph (Joe) H.	15	Williams, Rose V.	50
Deans, Jason	46	Martin, Lisa D.	21	Wilson, Constance (Connie) K.	7
DeVivo, Laura H.	33	McAlister, John W.	8	Winner, Leanne E.	26
Ellen, Andy	3	McClees, Joseph D.	53	Zechini, Richard (Rick) A.	32



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