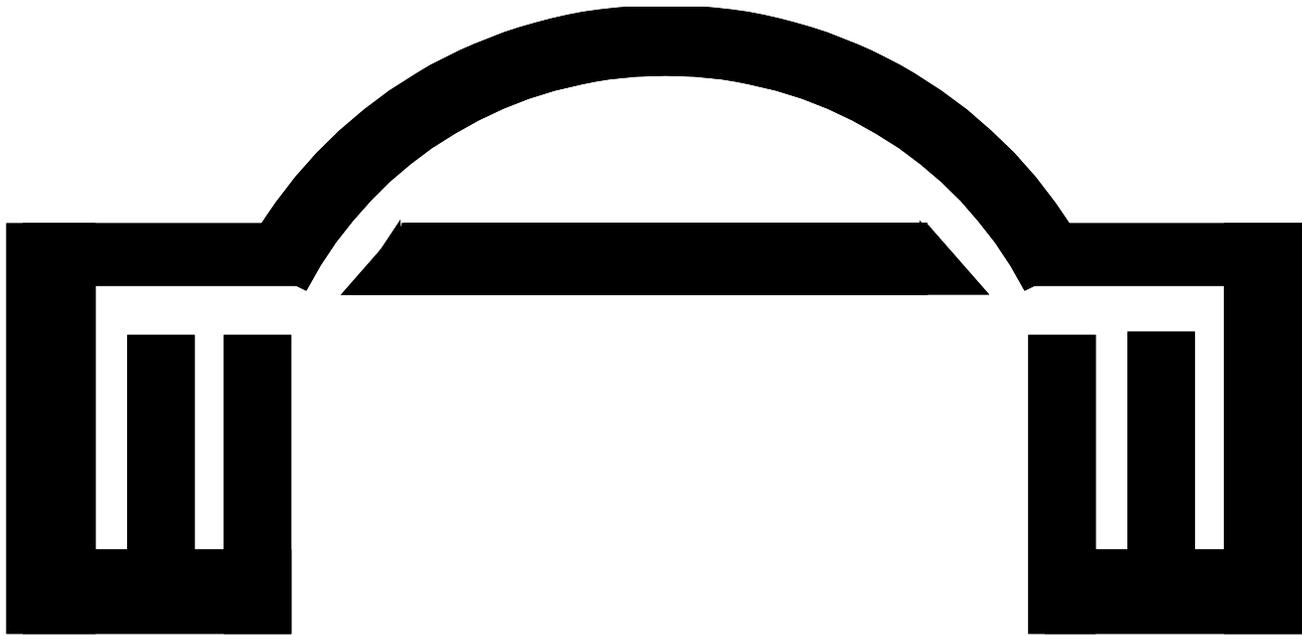


Rankings of the Most Influential Lobbyists in the North Carolina General Assembly



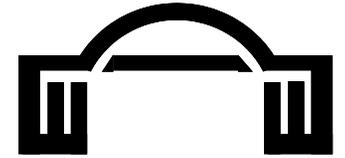
A report by

The North Carolina Center for Public Policy Research

*Paige Worsham
August 2014*

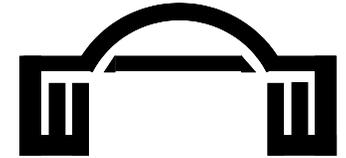
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Methodology and Response Rates for the Survey Identifying the Most Influential Lobbyists



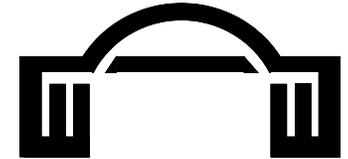
The N.C. Center for Public Policy Research conducted its survey in October through December 2013. At that time, 50 state Senators, 120 Representatives, 438 registered lobbyists (including the lead state agency legislative liaisons), and 36 state capital news correspondents were asked to list the 10 most influential lobbyists or state agency legislative liaisons during the 2013 long session. In 2013, the legislature met in regular session from Jan. 9, 2013 to July 26, 2013, and in a reconvened session on Sept. 3-4, 2013.

Sixty-three of the 120 House members (53%) responded to the Center's survey, as did 33 of the 50 Senators (66%), 159 of the 438 lobbyists and lead legislative liaisons based in North Carolina (36%), and 6 of 36 capital news correspondents (17%). The overall response rate was 40%.

At the end of the 2013 sessions, 768 lobbyists were registered with the Secretary of State, representing 1,049 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 88 legislative liaisons, representing 59 different state government agencies and licensing boards, registered with the Secretary of State. The Center surveys the lead liaison for each agency.

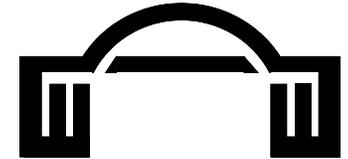
The following pages list the most influential lobbyists in the North Carolina General Assembly, as ranked by legislators, fellow lobbyists, and capital news correspondents. Where applicable, rankings from previous legislative sessions are included. If the lobbyist is a former legislator or a lawyer,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

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



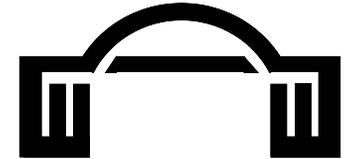
	<u>2013-2014</u>	<u>2011-2012</u>	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>HAROLD BRUBAKER, of the lobbying firm of Brubaker & Associates, representing Alliance for Access to Dental Care, Blue Cross and Blue Shield of NC, The Center for International Education d/b/a the Visiting International Faculty Program, City of Chesapeake, Community Financial Services Association of America by Multistate Associates, East Carolina Behavioral Health, GlaxoSmithKline Inc., GTECH Corporation, Liberty Partners Group LLC, Mallinckrodt LLC, Nationwide Insurance & Affiliates, NC Child Care Coalition, NFL Players Association, North Carolina Association of Realtors Inc., North Carolina Beer & Wine Wholesalers Association, Park Ridge Health, Pepsico, Pharmaceutical Research & Manufacturers of America, SAP Public Services, Stewart Enterprises Inc., and 21st Century Oncology.</p>	1	NA	yes	no								
<p>DANA E. SIMPSON, of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan LLP, representing Accenture LLP, BellSouth Telecommunications LLC d/b/a AT&T North Carolina, Duke Energy Carolinas LLC, Gilead Sciences Inc., Hospira Inc., House North Carolina 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 Inc., North Carolina Dental Society, North Carolina Economic Development Group, North Carolina Financial Services Association, North Carolina Museum of Art Foundation, North Carolina Oncology Association, North Carolina Railroad Company, North Carolina Society of Anesthesiologists, North Carolina Travel and Tourism Coalition, Novartis Pharmaceuticals Corporation, VMware Inc., and WakeMed Health and Hospitals.</p>	2	1	14	15	48	NA	NA	NA	NA	NA	no	yes

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



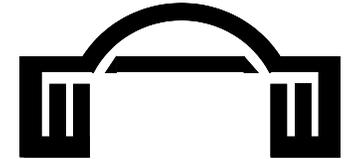
	<u>2013-2014</u>	<u>2011-2012</u>	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>TOM FETZER, of the lobbying firm of Fetzer Strategic Partners, representing Alliance for Access to Dental Care, Alliance for Better Communities Inc., Archer Daniels Midland Company, City of Salisbury, Community Financial Services Association of America by MultiState Associates, Duke Energy Carolinas LLC, Labaton Sucharow LLP, Liberty Partners Group LLC, Martin Marietta Materials Inc., Nationwide Insurance & Affiliates, North Carolina Beer & Wine Wholesalers Association, North Carolina League of Municipalities, Partnership for Defense Innovation, Pepsico, RAI (Reynolds American Inc.) Services Company, Southern Durham Development LLC, Statewide Benefits Inc., Tesla Motors Inc., Tryon Palace Foundation Inc., Wake County Government, WakeMed Health and Hospitals, and Waste Industries USA Inc.</p>	3	2	NA	no	no							
<p>ANDY ELLEN, primarily representing the North Carolina Retail Merchants Association and also representing the Consumer Data Industry Association (CDIA), Entertainment Software Association, and North Carolina Association of Medical Equipment Services.</p>	4	3	2	9	11	NA	NA	NA	NA	NA	no	yes

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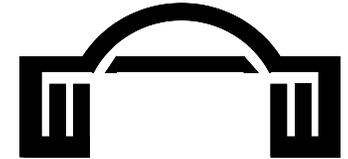
	<u>2013-2014</u>	<u>2011-2012</u>	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>HARRISON (HARRY) J. KAPLAN, of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing AAA of the Carolinas, ACS Infrastructure Development Inc., Advantage Capital Management Corporation, Allergan Inc., American Heart Association/American Stroke Association - Mid-Atlantic Affiliate, Blue Ridge Paper Products Inc., Business and Education Leaders for Smart Start and Jobs, Cardinal Innovations Healthcare Solutions, CGI Technologies and Solutions Inc., City of Wilmington, CVS/CareMark, ePlus Technology, Ernst & Young LLP, EUE Screen Gems Studios, 50CAN, Gaston Regional Chamber of Commerce, The GEO Group, Harris Corporation, Honeywell International Inc., K12 Inc., Koch Companies Public Sector LLC and its affiliates, Liberty Healthcare Corporation d/b/a/ Liberty Healthcare Corporation of North Carolina, LKQ Corporation (an auto parts company), Maximus Inc., MedCost, MedSolutions, Mylan Inc., National Electrical Manufacturers Association by MultiState Associates Inc., NC Community Health Center Association, NC Pediatric Society Foundation for the NC Alliance for Health Project, NICUSA Inc. (National Information Consortium, an e-government portal), North Carolina Association of Health Plans Inc., North Carolina Environmental Restoration Association Inc., North Carolina Society of Surveyors Inc., Parents for Educational Freedom in North Carolina Inc., Purdue Pharma, Sanofi Pasteur by MultiState Associates, Inc., State Farm Mutual Automobile Insurance Company, Teva Pharmaceuticals USA, Inc., Uber Technologies Inc., United Concordia, Veritec Solutions LLC, and VS2.</p>	5	5	9	26	28	17	27	35	31	18	no	yes

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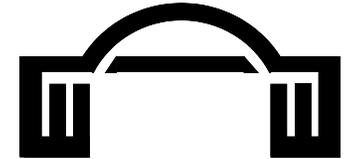
	<u>2013-2014</u>	<u>2011-2012</u>	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>THERESA KOSTRZEWA, of the lobbying firm of Capital Results, representing Amazon Corporate LLC, Amplify Education Inc., Anheuser-Busch Companies, Community Education Centers, Fox Entertainment Group, Government Employees Insurance Company (GEICO), IMG College LLC, JM Family Enterprises Inc., JPay Inc., NBC Universal, NC State Optometric Society, NORESKO LLC (merger name of New England Electric and Northwest Energy companies), North Carolina Public Library Directors Association, NTT Data Inc., Parallel Infrastructure, Smithfield Foods Inc., SunEdison LLC, Wake County Public School System, Warner Bros. Entertainment Inc., WellCare Health Plans Inc., and Xerox Business Services LLC and its affiliates.</p>	6	9	23	16	10	NA	NA	NA	NA	NA	no	no
<p>KATHY G. HAWKINS, representing Duke Energy Carolinas LLC.</p>	7	12	17	18	31	NA	NA	NA	NA	NA	no	no
<p>JAMES (JIM) A. HARRELL, III, then with the lobbying firm of Harrell and Associates LLC, and now with the Raleigh law firm of Bode & Harrell PLLC, representing Benchmarks, Celgene Corporation, Cleveland County Chamber Inc., House North Carolina Inc., M + R Strategic Services Inc. on behalf of Public Interest Projects Inc., North Carolina Alliance of Boys and Girls Clubs, North Carolina Dental Society, North Carolina Health Care Facilities Association, North Carolina Retail Merchants Association, North Carolina Society of Anesthesiologists, Public Service Company of North Carolina Inc. d/b/a PSNC Energy, Real Estate Lawyers Association of North Carolina Inc., SCANA Corporation, Southern Durham Development LLC, Variable Annuity Life Insurance Company – a subsidiary of American International Group Inc., and WakeMed Health and Hospitals.</p>	8	19	NA	yes	yes							

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



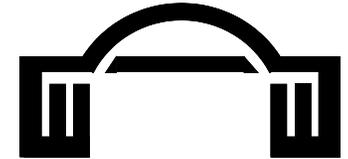
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JOHNNY L. TILLET , of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing ACS Infrastructure Development Inc., Advantage Capital Management Corporation, Apollo Group Inc./University of Phoenix, Business and Education Leaders for Smart Start and Jobs, Country Vintner, CVS/CareMark, Edison Learning Inc., ElectriCities of North Carolina Inc., GovDelivery Inc., MedSolutions, NC Community Health Center Association, NC Self Storage Association, Purdue Pharma, State Farm Mutual Automobile Insurance Company, Veritec Solutions LLC, and VS2.	9	18	24	NA	no	no						
GARY J. SALAMIDO , representing the North Carolina Chamber of Commerce.	10	NA	no	no								

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



	<u>2013-2014</u>	<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>Former Legislator</u>	<u>Lawyer</u>
<p>LORI ANN HARRIS, of the lobbying firm of L.A. Harris & Associates Inc., representing Bellsouth Telecommunications LLC d/b/a AT&T North Carolina, Blue Cross and Blue Shield of North Carolina, 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., and Waste Management Carolinas.</p>	11	22	27	NA	no	no						
<p>JOHN J. COOPER, then with the lobbying firm of CompassNC LLC, representing American Trucking Association, Autism Speaks Inc., Bellsouth Telecommunications LLC d/b/a AT&T North Carolina, Chemtex International Inc./Chemtex USA, DentaQuest, Expedia Inc., LightSpeed Technologies Inc., Monsanto Company, National Association of Truck Stop Operators, No Tolls I-95 Coalition Inc., North Carolina Horse Council, North Carolina Sweet Potato Commission, Park Ridge Health, Resident Lenders of North Carolina, Town of Boone, 21st Century Oncology, and Vidant Health, and now with the lobbying firm of Capital City Strategies LLC.</p>	12	40	NA	no	no							

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



2013-2014 2011-2012 2009-2010 2007-2008 2005-2006 2003-2004 2001-2002 1999-2000 1997-1998 1995-1996 Former
Legislator Lawyer

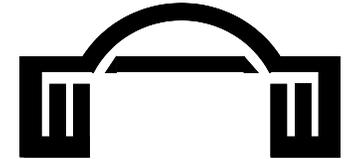
JEFF BARNHART,

of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing ACS Infrastructure Development, Inc., Advantage Capital Management Corporation, Allergan Inc., American Heart Association/American Stroke Association – Mid-Atlantic Affiliate, Blue Ridge Paper Products Inc., Business and Education Leaders for Smart Start and Jobs, Cardinal Innovations Healthcare Solutions, Carolina SeniorCare, CGI Technologies and Solutions Inc. (business and IT consultants), Charlotte Chamber of Commerce, City of Wilmington, Community CarePartners Inc., CVS/CareMark, Elderhaus, ePlus Technology, 50CAN, Gaston Regional Chamber of Commerce, Harris Corporation, HNTB Corporation (Howard, Needles, Tanner & Bergendoff, an architectural and construction management firm), K12 Inc., Liberty Healthcare Corporation d/b/a Liberty Healthcare Corporation of North Carolina, MedSolutions, NC Community Health Center Association, NC MedAssist, NC Pediatric Society Foundation for the NC Alliance for Health Project, North Carolina Society of Surveyors Inc., PACE (Program of All-Inclusive Care for the Elderly) of the Southern Piedmont, PACE of the Triad, Piedmont Health Services Inc., State Farm Mutual Automobile Insurance Company, Teva Pharmaceuticals USA Inc., Uber Technologies Inc., and Veritec Solutions LLC.

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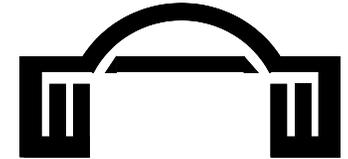
NA yes no

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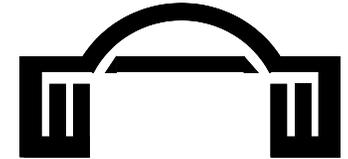
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STEVE METCALF, of the lobbying firm The Policy Group Inc., representing The College Board, Eastern Band of Cherokee Indians, Festiva Hospitality Group Inc., Mission Health System, NATO (National Association of Theater Owners) of North & South Carolina, NC City Schools Consortium, North Carolina Association of Electric Cooperatives Inc., 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. (services for people with developmental disabilities), School Nutrition Association of NC, Small Rural Schools Consortium, T-Mobile USA Inc., Town of Boone, Toyota Motor North America Inc., and the Wine Institute.	14	13	22	47	NA	NA	NA	NA	NA	NA	yes	no
CHARLES (CHUCK) B. NEELY, JR., of the Raleigh office of the law firm of Williams Mullen PC, representing Alcoa Inc., Avison Young - North Carolina, LLC, Coin Laundry Association by Multistate Associates Inc., CSX Transportation Inc., Greenville Utilities Commission, HealthPort by MultiState Associates Inc., Microsoft Corporation, NC Aquarium Society, North Carolina Alliance for Non-Profits, North Carolina Association of Realtors Inc., North Carolina Credit Union League, North Carolina School Boards Trust, Progressive Casualty Insurance Company, and Public Works Commission of the City of Fayetteville, North Carolina.	15	6	10	45	34	50	16	NA	NA	NA	yes	yes
HURSHELL (CHIP) EUGENE BAGGETT, representing the North Carolina Medical Society.	16	11	53	NA	no	no						

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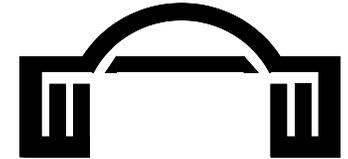
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<p>JOHN B. McMILLAN, of the Raleigh law firm of Manning, Fulton & Skinner, representing Allstate Insurance Company, American Insurance Association, Association and Society Insurance Corp., Bayer Cropscience LP, Bayer Healthcare LLC, Bayer MaterialScience LLC, Citizens for Higher Education, City of Morganton, Community Financial Services Association of America by MultiState Associates, Delta Dental of North Carolina, ElectriCities of North Carolina Inc., Food Lion LLC, Grifols Inc., Horace Mann Life Insurance Company, Insurance Federation of North Carolina, MAG Mutual Insurance Company, North Carolina Equal Justice Alliance, North Carolina Legal Education Assistance Foundation, North Carolina Metropolitan Mayors Coalition, North Carolina Railroad Company, North Carolina Self-Insurance Security Association, Pharmaceutical Research & Manufacturers of America, SAS Institute Inc., and Verus Financial LLC.</p>	17	4	1	2	6	9	8	12	9	9	no	yes
<p>JOHN T. BODE, then with the Raleigh law firm of Bode, Call & Stroupe, and now with the Raleigh law firm of Bode & Harrell PLLC, representing Accenture LLP, Alcoa Inc., Balfour Beatty Construction LLC, Bellsouth Telecommunications LLC d/b/a AT&T North Carolina, CarolinaEast Health System, a North Carolina Hospital Authority, Consumer Healthcare Products Association, The Goodyear Tire & Rubber Company by MultiState Associates Inc., Guaranteed Asset Protection Alliance, 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, and Wake Forest University Health Sciences.</p>	18	10	4	3	9	14	7	5	6	4	no	yes

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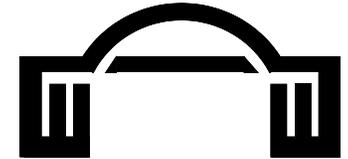
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FREDERICK (FRED) L. BONE, of the lobbying firm of Bone and Associates LLC, representing the Association of Official Court Reporters, Autism Speaks Inc., Boehringer Ingelheim Pharmaceuticals Inc., Brick Industry Association Inc., Carolinas Independent Automobile Dealers Association, NC Association of Rescue & EMS (Emergency Medical Services) Inc., Resident Lenders of NC, and Secure Exchange Solutions LLC.	19	31	8	NA	no	no						
RICHARD Y. STEVENS, of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan LLP, representing Accenture LLP, Duke Energy Carolinas LLC, Farragut Systems Inc., The Medical Review of North Carolina Inc. d/b/a the Carolinas Center for Medical Excellence, North Carolina Association of Independent Schools, North Carolina Biotechnology Center, North Carolina Community Care Networks Inc., North Carolina Economic Development Group, North Carolina Society of Anesthesiologists, North Carolina Symphony Society Inc., Research Triangle Regional Public Transportation Authority, SAS Institute Inc., and SCI North Carolina Funeral Services Inc.	20	NA	yes	yes								
HUGH H. TILSON, JR., representing the North Carolina Hospital Association Inc.	21	17	11	40	25	41	33	NA	NA	NA	no	yes

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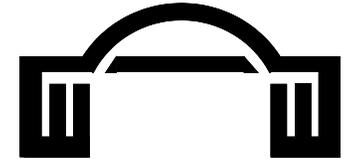
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<p>PATRICK BALLANTINE, of the lobbying firm of Ballantine Company Inc., representing Advocates for Free Commerce, Alcoa Inc., Autism Speaks Inc., Lorillard Tobacco Company, North Carolina Association of Nurse Anesthetists, North Carolina Nurses Association, Parents for Educational Freedom in North Carolina Inc., PMI (Philip Morris International) Global Services Inc., Robeson for Advancement, Taxi USA LLC, and Universal Leaf Tobacco Company.</p>	22	NA	yes	yes								
<p>JOSEPH (JOE) H. LANIER, of the Raleigh office of the law firm of Nelson, Mullins, Riley & Scarborough LLP, representing Cardinal Innovations Healthcare Solutions, CaroMont Health, Enterprise Holdings, Figure "8" Beach Homeowners Association, FirstHealth of the Carolinas Inc., Genworth Financial Inc., GlaxoSmithKline Inc., Hilex Poly Company LLC, International Business Machines (IBM) Corporation, John Deere, Johnson & Wales University, Monitech Inc., National Vision Inc., North Carolina Association of Electric Cooperatives Inc., North Carolina Association of School Administrators, North Carolina Community Development Initiative Inc., North Carolina Medicaid Dental Providers Inc., Novant Health Inc., Tenet Health System Medical Inc., US Airways, and VINtek Inc.</p>	23	15	NA	no	yes							

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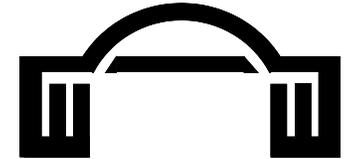
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>CHRISTOPHER (CHRIS) D. McCLURE, of the Raleigh office of the law firm of Brooks, Pierce, McLendon, Humphrey & Leonard LLP, representing Carillon Assisted Living LLC, Cisco Systems Inc., Computer Sciences Corp., Corizon Health Inc., Houghton Mifflin Harcourt Publishing Company, Mann Media Inc., NC Petroleum and Convenience Marketers Inc., Nestle Waters North America Inc., The New Southern Chapter of ISRI (Institute of Scrap Recycling Industries), North Carolina Cable Telecommunications Association, North Carolina Press Association, North Carolina Technology Association (NCTA), Recycling Association of NC (RANC), Tesla Motors Inc., United Healthcare Services Inc., United Oil of the Carolinas, and Village of Bald Head Island.</p>	24	NA	no	no								
<p>CONSTANCE (CONNIE) K. WILSON, of the lobbying firm of Connie Wilson Consulting, representing Accelerated Learning Solutions, AFLAC (American Family Life Assurance Company), Business and Education Leaders for Smart Start and Jobs, The Carolinas Ready Mixed Concrete Association, Coalition for North Carolina Jobs, Employers Coalition of North Carolina, North Carolina Society of Eye Physicians and Surgeons, North Carolina Cable Telecommunications Association, North Carolina Orthopaedic Association Inc., and Topsail Island Shoreline Protection Commission.</p>	25	7	NA	yes	no							

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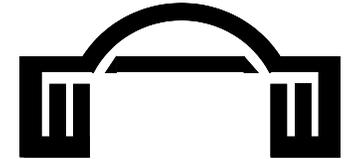
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B. DAVIS (DAVE) HORNE, JR., of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan LLP, representing AbbVie Inc., American International Group Inc., Explore Information Services LLC, Fidelity Management & Research LLC (Fidelity Investments), Honda North America Inc., International Code Council, 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, and Waste Management Carolinas.	26	20	7	7	5	7	4	20	21	22	no	yes
TIMOTHY (TIM) D. KENT, representing the North Carolina Beer & Wine Wholesalers Association.	27	41	39	11	NA	NA	NA	NA	NA	NA	no	no
KEN MELTON, of the lobbying firm of Ken Melton & Associates Inc., representing Autism Society of North Carolina Inc., Carolina Asphalt Pavement Association, Cherokee Tribal Gaming Commission, The Conservation Campaign, The 4th Branch, MedImmune Inc., National Football League Players Association, NC Youth Camp Association, North Carolina Dietetic Association, NC Licensed Child Care Association, NC Wholesalers Association, Pfizer Inc., and United Technologies Corporation.	28	37	31	NA	NA	35	NA	NA	NA	NA	no	no

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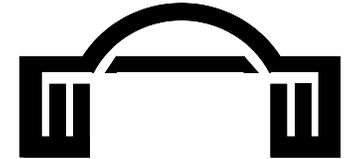
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
J. MICHAEL (MIKE) CARPENTER, representing the North Carolina Home Builders Association.	29	49	21	14	22	21	37	6	15	11	no	yes
R. MARK FLEMING, representing Blue Cross and Blue Shield of North Carolina.	30	51	28	38	16	40	NA	NA	NA	NA	no	no
DEBBIE A. CLARY, of the lobbying firm of NC Strategy Partners LLC, representing J. Mark Baiada/BAYADA Home Health Care Inc., NC Alliance for Public Charter Schools, NC Council of Community MH/DD/SA Programs, North Carolina State Firemen's Association, Truck and Engine Manufacturer's Association, and Volvo Group North America LLC.	31	NA	yes	no								
JOHN METCALF, of the lobbying firm The Policy Group Inc., representing The College Board, Eastern Band of Cherokee Indians, Mission Health System, NATO (National Association of Theater Owners) of North & South Carolina, NC City Schools Consortium, RHA Management Services Inc. (services for people with developmental disabilities), School Nutrition Association of NC, Small Rural Schools Consortium, and Town of Boone.	32	NA	no	no								

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



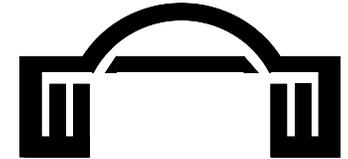
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
THOMAS (TOMMY) WAYNE SEVIER, JR., of the Research Triangle Park office of the law firm of Moore & Van Allen PLLC, representing Adams Outdoor Advertising, American Petroleum Institute, Bank of America Corporation, Consumer Electronics Association, Electrolux North America, Land for Tomorrow, Microsoft Corporation, North Carolina Transportation Museum Foundation, Panthers Stadium LLC, Piedmont Natural Gas Company Inc., Project L.I.F.T., Public Consulting Group by Multistate Associates Inc., and Teach for America.	33	NA	no	no								
DAVID (DAVE) N. SIMPSON, representing Carolinas Associated General Contractors and NC Association for Career & Technical Education.	34	NA	no	no								
LAURA H. DeVIVO, of the Raleigh office of the law firm of Womble, Carlyle, Sandridge & Rice LLP, representing the Alliance for Access to Dental Care, Arts North Carolina, Autism Speaks Inc., Blue Ridge Parkway Foundation, Charter Schools USA, eHealth Inc., EZCORP Inc. (“easy corporation”: pawnshops and loans), Friends of Great Smoky Mountains National Park, High Point Market Authority, Piedmont Triad Partnership, Southern Appalachian Highlands Conservancy, Titan America LLC, United Furniture Industries, and Vidant Health.	35	33	NA	no	no							
TONY L. ADAMS, then representing the North Carolina Outdoor Advertising Association, and now of Adams and Associates Government Relations.	36	NA	49	43	45	31	43	NA	NA	NA	no	no

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



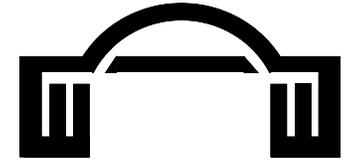
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
FRED F. STEEN, II , representing the N.C. Office of the Governor as legislative liaison.	37	NA	yes	no								
ALEXANDER (SANDY) P. SANDS, III , of the Raleigh office of the law firm of Nexsen Pruet LLC, representing Altria Client Services Inc. and its affiliates (Philip Morris USA Inc., John Middleton Co., and U.S. Smokeless Tobacco Co.), The Charlotte-Mecklenburg Hospital Authority d/b/a Carolinas HealthCare System, Fresenius Medical Care North America, International Internet Technologies LLC, Managed Care of North America, MillerCoors LLC, National Solid Wastes Management Association, and YMCAs of North Carolina - State Alliance.	38	14	3	6	4	5	9	9	16	50 (tie)	yes	yes
JACK COZORT , of the lobbying firm of North State Strategies, representing Advanced Imaging Systems Inc., Casino Party Aces Inc. City of Asheville, City of Wilson, GTL Inc., National Board for Professional Teaching Standards, North Carolina Retired Governmental Employees' Association Inc., North Carolina Zoological Society Inc., and the Town of Cary.	39	44	5	8	8	34	17	24	NA	NA	no	yes
JOY A. HICKS , representing the N.C. Department of Agriculture and Consumer Services as legislative liaison.	40	NA	no	no								

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



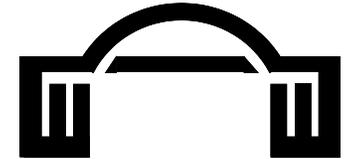
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
LISA D. MARTIN, representing the North Carolina Home Builders Association.	41	21	45	NA	no	no						
KIMBERLY (KIM) Y. CROUCH, representing the North Carolina Bar Association.	42	NA	no	yes								
DOUGLAS (DOUG) G. HERON, of the Raleigh office of the law firm of Williams Mullen PC, representing CSX Transportation Inc., Duke LifePoint Healthcare, Duke University and Duke Medicine, Greenville Utilities Commission, HealthPort by MultiState Associates Inc., Microsoft Corporation, NC Aquarium Society, North Carolina Association of Realtors Inc., North Carolina Credit Union League, NC School Boards Association, North Carolina School Boards Trust, Progressive Casualty Insurance Company, Public Works Commission of the City of Fayetteville, North Carolina, and TF Rankin & Associates Inc.	43	57	NA	no	yes							
JULIA ADAMS, representing primarily The Arc of North Carolina, and also Autism Society of North Carolina Inc. and North Carolina Association of Rehabilitation Facilities.	44	NA	no	no								

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



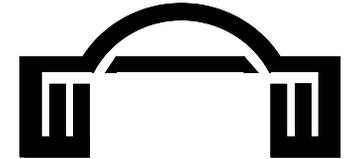
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>RICHARD (RICK) A. ZECHINI, of the Raleigh office of the law firm of Williams Mullen PC, representing Avison Young - North Carolina LLC, Coin Laundry Association by Multistate Associates Inc., CSX Transportation Inc., Greenville Utilities Commission, HealthPort by MultiState Associates Inc., Microsoft Corporation, NC Aquarium Society, North Carolina Alliance for Non-Profits, North Carolina Association of Realtors Inc., North Carolina Credit Union League, NC School Boards Association, North Carolina School Boards Trust, Progressive Casualty Insurance Company, Public Works Commission of the City of Fayetteville, North Carolina, and TF Rankin & Associates, Inc.</p>	45	32	20	12	NA	NA	NA	NA	NA	NA	no	yes
<p>PAULA G. PAGE, then representing the North Carolina Farm Bureau Federation Inc., and now retired.</p>	46	NA	no	no								
<p>CHRISTOPHER (CHRIS) S. HOLLIS, then with the firm of Troutman Sanders Strategies LLC, and now with the lobbying firm of CS Hollis and Associates, representing Ace Group North America, Aetna, Alcatel-Lucent, Alzheimer's Association, Astellas Pharma US Inc., Becton, Dickinson and Co., Carmax the Auto Superstore, CIGNA (Connecticut General Life Insurance Company), eBay Inc., General Cigar Company Inc., Liberty Mutual Insurance, Mecklenburg County, National Association of Vision Care Plans (NAVCP), North Carolina Renderers Association, Novo Nordisk Inc., Piedmont Natural Gas Company Inc., Prudential Financial, REVAA (Real Estate Valuation Advocacy Association), Scientific Games International Inc., Shapiro & Ingle LLP, Surgical Care Affiliates, Swedish Match North America Inc., 3M Traffic Safety Systems Division, TMX (TitleMax: title loans) Finance, Truven Health Analytics Inc., UCB Inc. (pharmaceuticals), US Travel Insurance Association, and Wells Fargo & Co.</p>	47	NA	no	no								

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



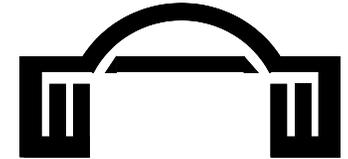
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
WILLIAM (BILL) G. SCOGGIN, of the Raleigh office of the law firm of Troutman Sanders LLP and of Troutman Sanders Strategies LLC, representing Ace Group North America, Aetna, Alcatel-Lucent, Astellas Pharma US Inc., Becton, Dickinson and Co., Carmax the Auto Superstore, CIGNA (Connecticut General Life Insurance Company), eBay Inc., General Cigar Company Inc., Liberty Mutual Insurance, Mecklenburg County, National Association of Vision Care Plans (NAVCP), North Carolina Renderers Association, Novo Nordisk Inc., Piedmont Natural Gas Company Inc., Prudential Financial, REVAA (Real Estate Valuation Advocacy Association), Scientific Games International Inc., Shapiro & Ingle LLP, Surgical Care Affiliates, Swedish Match North America Inc., 3M Traffic Safety Systems Division, TMX Finance (TitleMax: title loans), Truven Health Analytics, Inc., UCB Inc. (pharmaceuticals), US Travel Insurance Association, and Wells Fargo & Company.	48	16	29	24	32	39	35	NA	NA	NA	no	yes
CATHERINE (CADY) LOUISE THOMAS, representing the North Carolina Association of REALTORS® Inc.	49	NA	no	yes								
TAMI FITZGERALD, representing the North Carolina Values Coalition.	50	NA	no	yes								
JAMES (JIMMY) W. C. BROUGHTON, of the Raleigh office of the law firm of Womble, Carlyle, Sandridge & Rice LLP, representing Arts North Carolina, Autism Speaks Inc., Blue Ridge Parkway Foundation, Charter Schools USA, Friends of Great Smoky Mountains National Park, High Point Market Authority, Southern Appalachian Highlands Conservancy, United Furniture Industries, and Vidant Health.	51	43	NA	no	no							

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



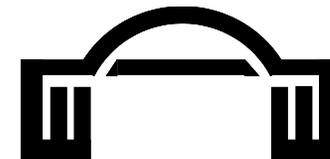
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ESTHERINE K. DAVIS, formerly of ElectriCities of North Carolina Inc., and now of the lobbying firm of Estherine Davis & Associates Inc., representing Jennick Inc. d/b/a Murphy Business & Financial Corp.	52	NA	52	NA	no	no						
JAKE CASHION, representing the North Carolina Chamber of Commerce.	53	NA	no	no								
SUSAN R. VALAURI, representing Nationwide Insurance & Affiliates, and now with the lobbying firm of Valauri Group.	54	23	44	NA	NA	NA	NA	42	23	29	no	no
THOMAS MOORE, of the Raleigh law firm of Edmisten, Webb & Moore, representing AECOM Technical Services Inc., Alcohol Countermeasure Systems Corp., American Legal Finance Association, American Suntanning Association, Computer Sciences Corporation, Deloitte Consulting LLP, EMC Corporation/State Partners LLC, General Motors LLC, Great -West Life & Annuity Insurance Company, MorphoTrust, 911 NCNENA/NCAPCO (North Carolina National Emergency Number Association/NC Association of Public Safety Communications), North Carolina Association of Career Colleges & Schools, Pepco Energy Services Inc., ResCare Inc., Sanstar Enterprises, and Sprint Communications.	55	NA	no	yes								

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



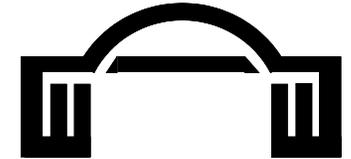
	<i>2013-2014</i>	<i>2011-2012</i>	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JON P. CARR, of the Raleigh law firm of Jordan Price Wall Gray Jones & Carlton PLLC, representing the Alliance of Automobile Manufacturers, American Cancer Society Cancer Action Network, The Carolinas Center for Hospice and End of Life Care, Carolinas Electrical Contractors Association Inc., North Carolina Association for Marriage and Family Therapy Inc., North Carolina Association of ABC Boards Inc., North Carolina Association of Free Clinics Inc., North Carolina Funeral Directors Association Inc., North Carolina Pediatric Society, North Carolina Plumbing and Mechanical Association Inc., North Carolina Propane Gas Association, North Carolina Rural Water Association Inc., North Carolina Society of Accountants Inc., and North Carolina Veterinary Medical Association Inc.	56	NA	no	yes								
NATHAN BABCOCK, representing the North Carolina Chamber of Commerce.	57	NA	no	no								
PHILLIP JACOB (JAKE) PARKER, JR., representing the North Carolina Farm Bureau Federation Inc.	58	NA	no	yes								
PHILIP ISLEY, of the Raleigh law firm of Blanchard, Miller, Lewis & Isley PA, representing Centene Corp, CGI Technologies and Solutions Inc. (business and IT consultants), City of Raleigh, Dix Visionaries, Election Systems and Software, Monroe Telecom Associates LLC d/b/a The Center for Municipal Solutions, North Carolina Advocates for Justice, North Carolina Psychological Association Inc., and Total Wine & More.	59	NA	no	yes								
BETTY DOSTER, representing UNC-Charlotte as legislative liaison.	60	NA	no	no								

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



Lobbyist	2013 Ranking	Lobbyist	2013 Ranking	Lobbyist	2013 Ranking
Brubaker, Harold	1	Tilson, Hugh H., Jr.	21	Martin, Lisa D.	41
Simpson, Dana E.	2	Ballantine, Patrick	22	Crouch, Kimberly (Kim) Y.	42
Fetzer, Tom	3	Lanier, Joseph (Joe) H.	23	Heron, Douglas (Doug) G.	43
Ellen, Andy	4	McClure, Christopher (Chris)	24	Adams, Julia	44
Kaplan, Harrison (Harry) J.	5	Wilson, Constance (Connie) K.	25	Zechini, Richard (Rick) A.	45
Kostrzewa, Theresa	6	Horne, B. Davis (Dave), Jr.	26	Page, Paula G.	46
Hawkins, Kathy G.	7	Kent, Timothy (Tim) D.	27	Hollis, Christopher (Chris) S.	47
Harrell, James (Jim) A., III	8	Melton, Ken	28	Scoggin, William (Bill)	48
Tillett, Johnny L.	9	Carpenter, J. Michael (Mike)	29	Thomas, Catherine (Cady) Louise	49
Salamido, Gary J.	10	Fleming, R. Mark	30	Fitzgerald, Tami	50
Harris, Lori Ann	11	Clary, Debbie A.	31	Broughton, James (Jimmy) W.C.	51
Cooper, John J.	12	Metcalf, John	32	Davis, Estherine K.	52
Barnhart, Jeff	13	Sevier, Thomas (Tommy) Wayne, Jr.	33	Cashion, Jake	53
Metcalf, Steve	14	Simpson, David (Dave) N.	34	Valauri, Susan R.	54
Neely, Charles (Chuck) B., Jr.	15	DeVivo, Laura H.	35	Moore, Thomas	55
Baggett, Hurshell (Chip) Eugene	16	Adams, Tony L.	36	Carr, Jon P.	56
McMillan, John B.	17	Steen, Fred F. II	37	Babcock, Nathan	57
Bode, John T.	18	Sands, Alexander (Sandy) P., III	38	Parker, Phillip Jacob (Jake), Jr.	58
Bone, Frederick (Fred) T.	19	Cozort, Jack	39	Isley, Philip	59
Stevens, Richard	20	Hicks, Joy A.	40	Doster, Betty	60

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



Lobbyist	2013 Ranking	Lobbyist	2013 Ranking	Lobbyist	2013 Ranking
Adams, Julia	44	Ellen, Andy	4	Metcalf, John	32
Adams, Tony L.	36	Fetzer, Tom	3	Metcalf, Steve	14
Babcock, Nathan	57	Fitzgerald, Tami	50	Moore, Thomas	55
Ballantine, Patrick	22	Fleming, R. Mark	30	Neely, Charles (Chuck) B., Jr.	15
Baggett, Hurshell (Chip) Eugene	16	Harrell, James (Jim) A., III	8	Page, Paula G.	46
Barnhart, Jeff	13	Harris, Lori Ann	11	Parker, Phillip Jacob (Jake), Jr.	58
Bode, John T.	18	Hawkins, Kathy G.	7	Salamido, Gary J.	10
Bone, Frederick (Fred) T.	19	Heron, Douglas (Doug) G.	43	Sands, Alexander (Sandy) P., III	38
Broughton, James (Jimmy) W.C.	51	Hicks, Joy A.	40	Scoggin, William (Bill)	48
Brubaker, Harold	1	Hollis, Christopher (Chris) S.	47	Sevier, Thomas (Tommy) Wayne, Jr.	33
Carpenter, J. Michael (Mike)	29	Horne, B. Davis (Dave), Jr.	26	Simpson, Dana E.	2
Carr, Jon P.	56	Isley, Philip	59	Simpson, David (Dave) N.	34
Cashion, Jake	53	Kaplan, Harrison (Harry) J.	5	Steen, Fred F. II	37
Clary, Debbie A.	31	Kent, Timothy (Tim) D.	27	Stevens, Richard	20
Cooper, John J.	12	Kostrzewa, Theresa	6	Thomas, Catherine (Cady) Louise	49
Cozort, Jack	39	Lanier, Joseph (Joe) H.	23	Tillett, Johnny L.	9
Crouch, Kimberly (Kim) Y.	42	Martin, Lisa D.	41	Tilson, Hugh H., Jr.	21
Davis, Estherine K.	52	McClure, Christopher (Chris)	24	Valauri, Susan R.	54
DeVivo, Laura H.	35	McMillan, John B.	17	Wilson, Constance (Connie) K.	25
Doster, Betty	60	Melton, Ken	28	Zechini, Richard (Rick) A.	45



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