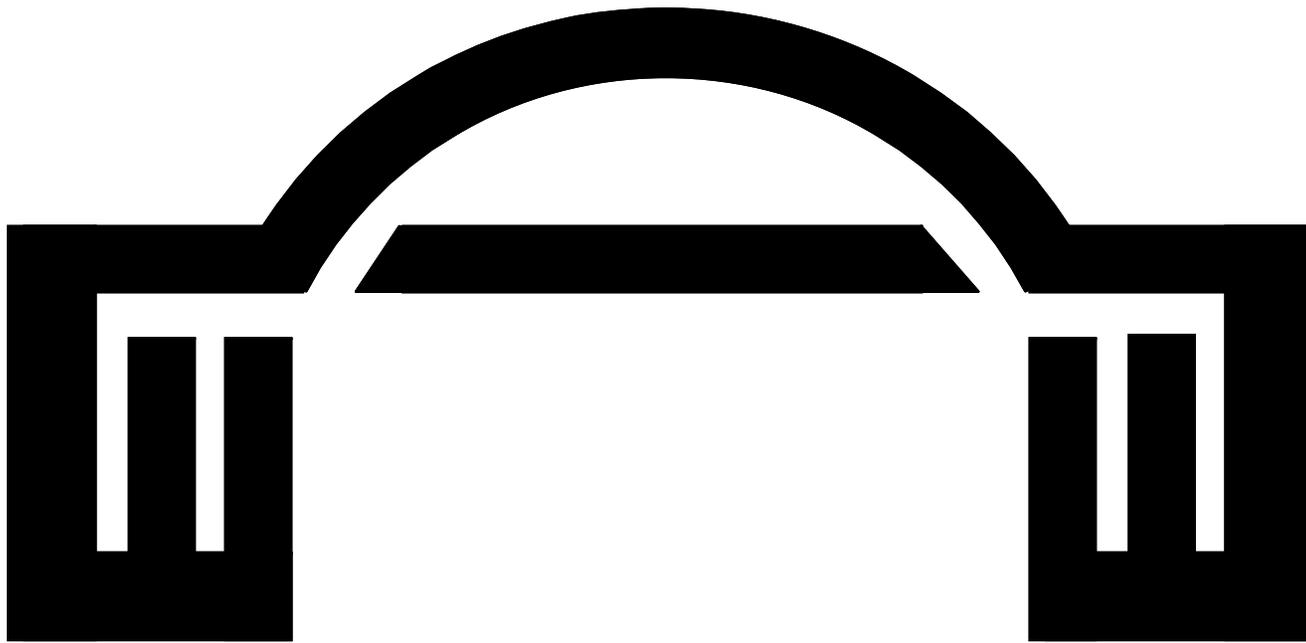


*Rankings of the Most Influential Lobbyists
in the North Carolina General Assembly*



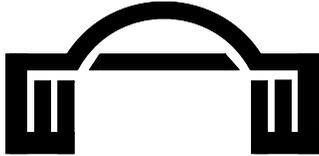
A report by

The North Carolina Center for Public Policy Research

*Sam Watts
August 2008*

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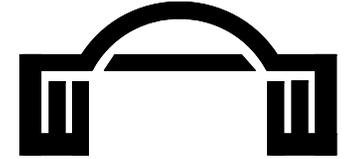
Rankings of the Most Influential Lobbyists in the North Carolina General Assembly



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Thanks to Center staff member Tammy Bromley for diligent data entry and proofreading on this project.

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



The N.C. Center for Public Policy Research conducted its survey during December, January, and February 2007-08. At that time, all 50 state Senators, 119 Representatives, 614 registered lobbyists (including the lead state agency legislative liaisons), and 12 state capital news correspondents were asked to list the 10 most influential lobbyists and/or state agency legislative liaisons during the 2007 session of the North Carolina General Assembly.

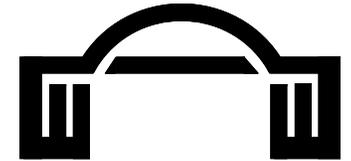
Seventy-eight of the 119* House members (66%) responded to the Center's survey, as did 37 of the 50 Senators (74%), 187 of the 614 lobbyists and lead legislative liaisons based in North Carolina (30%), and 6 of 12 capital news correspondents (50%). The overall response rate was 39%.

At the end of the 2007 session, 813 lobbyists were registered with the Secretary of State, representing 805 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. There were also 98 legislative liaisons, representing 66 different state government agencies and licensing boards, registered with the Secretary of State.

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 also is indicated.

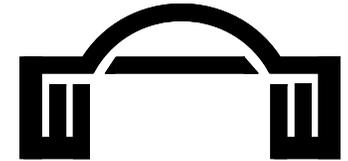
*Rep. Ken Furr did not take office until 8/15/07 and was not surveyed.

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



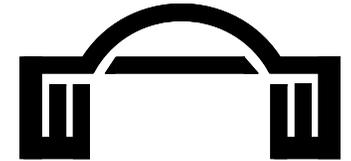
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
ROGER W. BONE, of the Raleigh lobbying firm of Bone & Associates, representing Born Free USA—United with Animal Protection Institute, Carolinas Independent Automobile Dealers Association, Eli Lilly & Company, Lorillard Tobacco Co., N.C. Association of Long Term Care Facilities, N.C. Association of Rescue & Emergency Medical Services, N.C. Firemen's Association, N.C. Propane Gas Association, N.C. Sweet Potato Commission, Resident Lenders of N.C., Save Our Summers—North Carolina, Southeastern Equipment Dealers Association, Underwriters Laboratories Inc., Universal Leaf Tobacco Company Inc., and Viva Life LLC.	1	3	3	3	2	3	2	3	4	yes	no
JOHN B. McMILLAN, of the Raleigh law firm of Manning, Fulton & Skinner, representing Allstate Insurance Co., American Petroleum Institute, Anheuser-Busch Companies Inc., Bayer Corporation, Belk Inc., Citizens for Fire Safety Institute, Citizens for Higher Education, City of Morganton, Community Reinvestment Association of N.C., Food Lion Inc., Friendship Chapel Commercial LLC, The Hertz Corporation, Independent Nephrology Services, Insurance Federation of N.C., Jordan Lumber & Supply Inc., LexisNexis, N.C. Association of Realtors, N.C. Coalition for Community Media Centers, N.C. Equal Justice Alliance, N.C. Health Care Facilities Association, N.C. Legal Education Assistance Foundation, N.C. Railroad Company, N.C. Self-Insurance Security Association, N.C. Symphony Society, Inc., Pharmaceutical Research and Manufacturers of America (PHARMA), SAS Institute Inc., Talecris Biotherapeutics, Union County, Value Options Inc., Vanguard Car Rental, Wal-Mart Stores Inc., and Waste Management Carolinas.	2	6	9	8	12	9	9	18	n/a	no	yes

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



	<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>1991-1992</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>JOHN T. BODE, of the Raleigh law firm of Bode, Call & Stroupe, representing Accenture LLP, Alcoa, American College of Radiology - N.C. Chapter, Asurion Insurance Services Inc., Balfour Beatty Construction LLC, BellSouth Telecommunications, Goodyear Tire & Rubber Company (MultiState Associates), Harnett County Dept. of Public Utilities, Independent Insurance Agents of N.C. Inc., N.C. Academy of Physician Assistants, N.C. Hospital Association, N.C. Ski Areas Association, Saint-Gobain Containers Inc., Progress Energy, UST Public Affairs Inc., Wake Forest University Health Sciences, and the Wine Institute.</p>	3	9	14	7	5	6	4	13	10	no	yes
<p>FRANKLIN FREEMAN, Governor Mike Easley's Senior Assistant for Governmental Affairs, representing the Governor as lead legislative liaison.</p>	4	7	4	10	26	7	48	n/a	n/a	no	yes
<p>ZEBULON D. ALLEY, of the Raleigh office of the law firm Nelson Mullins Riley & Scarborough LLP, representing Colonial Life & Accident Insurance Company, General Electric Company, North American Sports Media, Museum of the Marine, N.C. Vending Association, Progress Energy, and N.C. Veterans of Foreign Wars.</p>	5	2	2	1	1	1	1	1	1	yes	yes

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

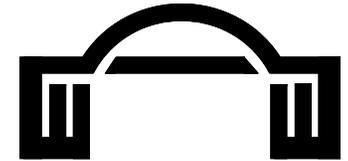


ALEXANDER P. "SANDY" SANDS, III,

of the Raleigh office of the law firm of Womble, Carlyle, Sandridge & Rice, representing Advantage Capital Partners, American Petroleum Institute, Army and Air Force Mutual Aid Association, Association for Home & Hospice Care of N.C. Inc., AXA Equitable Life Insurance Company, Bank of America Corporation and Subsidiaries, BB&T Assurance Company Ltd., Blackwater Lodge and Training Center Inc., Carolinas HealthCare System, Catawba County, Cisco Systems Inc., City of Hickory, City of Wilson, Coastal Communities Inc., Dell Inc., Elevator Industry Work Preservation Fund, Enterprise Leasing Company-Southeast, General Electric Company, INVISTA, Kraft Foods Global Inc. (Altria Corporate Services Inc.), Miller Brewing Company, MillerCoors LLC, Municipal Insurance Trust of N.C., National Popular Vote Inc., N.C. Association of Hearing Care Professionals, N.C. Association of Settlement Service Providers, N.C. Retired Governmental Employees' Association, Novartis Vaccines and Diagnostics Inc., Onslow Water and Sewer Authority, Philip Morris USA Inc. (Altria Corporate Services Inc.), Rockingham County, Safety-Kleen Systems Inc., Sprint Nextel Communications, TCR Sports Broadcasting Holding LLP, Ticketmaster LLC, Town of Cary, Triangle Transit Authority, Village of Bald Head Island, Walter Kidde Portable Equipment Inc., and YMCAs of N.C. - State Alliance.

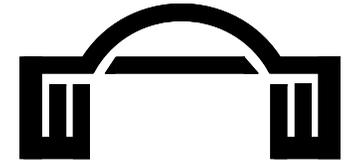
<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>1993-1994</u>	<u>1991-1992</u>	<u>Former Legislator</u>	<u>Lawyer</u>
6	4	5	9	9	16	50 (tie)	n/a	n/a	yes	yes

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



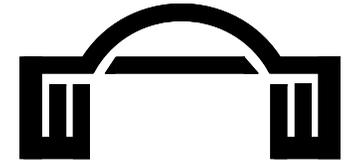
	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>1993-1994</u>	<u>1991-1992</u>	<u>Former Legislator</u>	<u>Lawyer</u>
<p>B. DAVIS HORNE, JR., of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing 21st Century Oncology, Abbott Laboratories, AIG, Aircraft Owners and Pilots Association (MultiState Associates), American Honda Motor Co., Apple Inc., Catawba Coalition, DuPont, Electronic Data Systems, Explore Information Services LLC, FMR LLC (Fidelity Investments), L-1 Identity Solutions, Liggett Vector Brands Inc., Motion Picture Association of America, North American Insulation Manufacturers Association, N.C. Association of Certified Public Accountants, N.C. Economic Development Group, N.C. Medical Society, N.C. Travel and Tourism Coalition, The Pantry Inc., Sanderson Farms Inc., Visage Technology, and Waste Management Carolinas.</p>	7	5	7	4	20	21	22	n/a	33	no	yes
<p>JACK L. COZORT, of the Raleigh office of the law firm of Womble Carlyle, Sandridge & Rice PLLC, representing Advantage Capital Partners, Association for Home & Hospice Care of North Carolina Inc., Blackwater Lodge and Training Center Inc., Catawba County, City of Hickory, City of Wilson, Decision Support LLP, Dell Inc., Elevator Industry Work Preservation Fund, Epic Learning LLC, Key Risk Management Services Inc., National Popular Vote Inc., N.C. Association of Hearing Care Professionals, N.C. Association of Premium Service Companies, N.C. Retired Governmental Employees' Association Inc., Northwoods Consulting Partners Inc., Sprint Nextel Communications, Stanly County, TCR Sports Broadcasting Holding LLP, Town of Cary, Village of Bald Head Island, Walter Kidde Portable Equipment Inc., Wireless Generation Inc., and YMCAs of North Carolina - State Alliance.</p>	8	8	34	17	24	n/a	n/a	n/a	n/a	no	yes

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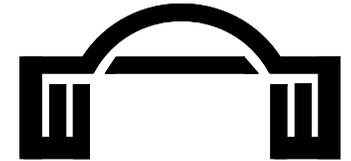
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
ANDY ELLEN, representing primarily the N.C. Retail Merchants Association, as well as the Coastal Conservation Association - North Carolina, Consumer Data Industry Association, Entertainment Software Association, International Bottled Water Association, and the N.C. Association of Medical Equipment Services.	9	11	n/a	no	yes						
GEORGE M. TEAGUE, of the Raleigh office of the law firm of Nelson Mullins Riley & Scarborough LLP, representing Aetna, American Council of Life Insurers, Assurant Inc., Baxter Healthcare Corporation, CIGNA, CitiGroup Management Corporation, Colonial Life & Accident Insurance Company, Environmental Technology Council, General Electric Company, Kimberly Clark Corporation, Metropolitan Life Insurance Company, Mortgage Bankers Association of the Carolinas, Navy Mutual Aid Association, North America Sports Media Inc., N.C. Association of Electric Cooperatives Inc., N.C. Insurance Guaranty Association, Novant Health Inc., Property Casualty Insurers Association of America, Prudential Financial, and Reinsurance Association of America.	10	21	23	24	36 (tie)	49	n/a	37	26 (tie)	no	yes
TIMOTHY (TIM) D. KENT, representing the N.C. Association of Realtors.	11	n/a	no	no							
RICHARD (RICK) A. ZECHINI, representing the N.C. Association of Realtors.	12	n/a	no	yes							

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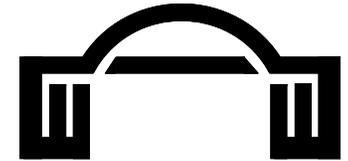
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
RANDOLPH E. CLOUD, of the firm Randolph E. Cloud and Associates, representing the American Lung Association of N.C., American Massage Therapy Association of N.C., American Planning Association of N.C., The Autism Society of North Carolina, BDGR Inc., Children and Family Services Association-N.C., Equality N.C., Families Against Mandatory Minimums, Friends of Residents in Long Term Care, Martin Manufacturing, National Multiple Sclerosis Society, N.C. Academy of Trial Lawyers, N.C. Association on Aging, N.C. High School Athletic Association, N.C. Psychological Association Inc., Partnership for a Drug-Free North Carolina, Pharmaceutical Research & Manufacturers of America (PHARMA), The Standard Register Company, and ValueOptions Inc.	13	15	47	29	27	n/a	n/a	n/a	n/a	no	no
J. MICHAEL CARPENTER, representing the North Carolina Home Builders Association.	14	22	21	37	6	15	11	29	n/a	no	yes
DANA E. SIMPSON, of the law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing American Honda Motor Co., BellSouth Telecommunications Inc., Catawba Coalition, CT Communications Inc., Gilead Sciences Inc., The Glutamate Association, N.C. Economic Development Group, N.C. Society of Anesthesiologists, N.C. Telephone Cooperative Coalition, N.C. Travel and Tourism Coalition, and WakeMed Health & Hospital.	15	48	n/a	no	yes						

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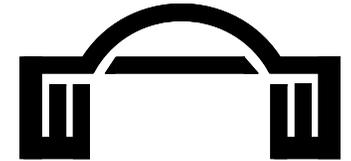
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
THERESA KOSTRZEWA, of Capitol Advantage Associates Inc., representing American Initiatives, Association of Perioperative Registered Nurses, Distilled Spirits Council of the United States, Doral Dental USA, Hest Technology, Murphy-Brown LLC, News Corporation, N.C. Public Library Directors Association, N.C. State Optometric Society, Rent-A-Center, Smithfield Foods Inc., Smithfield Packing, Solar Alliance, Wal-Mart Stores Inc., Waste Management Carolinas, and ZipRealty Inc.	16	10	n/a	no	no						
R. PAUL WILMS, representing the North Carolina Home Builders Association.	17	35	29	n/a	n/a	n/a	n/a	n/a	n/a	no	no
KATHY HAWKINS, representing Progress Energy.	18	31	n/a	no	no						
ROBERT (BOB) HALL, representing Democracy North Carolina.	19	49	n/a	no	no						
BILLY RAY HALL, representing the N.C. Rural Economic Development Center.	20	n/a	no	no							
CECIL BANKS, representing the N.C. Association of Educators.	21	n/a	n/a	n/a	n/a	n/a	26	n/a	n/a	no	no
S. ELLIS HANKINS, representing the N.C. League of Municipalities.	22	26	25	44 (tie)	n/a	14	36	6	13	no	yes

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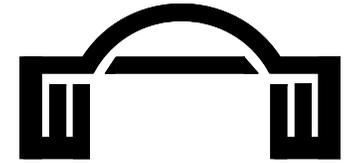
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RUFUS L. EDMISTEN, of the Raleigh law firm of Edmisten & Webb, representing Apollo Group Inc./University of Phoenix, Bearing Point, Citi Street, City of Chesapeake, The Coalition for Natural Health Inc., Compucredit Corporation, Computer Sciences Corporation, Curam Software, Education Networks of America, Fiberglass Tank & Pipe Institute, General Motors Corporation, Global Healthcare Resources, Hayes Seay Mattern & Mattern Inc., Hewlett-Packard Company (MultiState Associates), Indoor Tanning Association Inc., Morganti Group Inc., National Association of Responsible Home Rebuilders and Investors, N.C. Amusement Machine Association, N.C. Association of Career Colleges & Schools, N.C. Licensed Home Inspector Association, N.C. Real Estate Investors Coalition, Oracle Corporation, Pepco Energy Services Inc., Providence Service Corporation, Rehabilitation Support Services LLC, ResCare Inc., Sanstar Enterprises Inc., Sprint Nextel Communications, and State Street Financial Center.	23	20	n/a	no	yes						
WILLIAM (BILL) G. SCOGGIN, of the Raleigh office of the law firm of K&L Gates LLP, representing Alligator River Recycling LLC, American Insurance Association, The American Institute of Architects - N.C. Chapter, The American Land Fund, America's Health Insurance Plans, Cogent RxAccord LLC, Deloitte Consulting LLP, eBay Inc., Electricities of North Carolina Inc., Integrated Business Systems & Services Inc., Mecklenburg County, The MEDSTAT Group Inc., MI Connection Communications System, Microsoft Corporation, NarTest Technologies Inc., National Association of Industrial & Office Properties, Novozymes North America Inc., Peabody Energy Corporation, Pfizer Inc., Shapiro & Ingle LLP, Surgical Care Affiliates, Thomson Healthcare Inc., Town of Oak Island, Town of Ocean Isle Beach, Wachovia Corporation, and Weil Gotshal & Manges LLP.	24	32	39	35	n/a	n/a	n/a	n/a	n/a	no	yes

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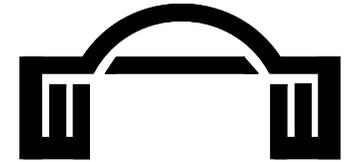
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
PAUL A. MEYER, representing the N.C. Association of County Commissioners.	25	n/a	no	yes							
HARRISON J. "HARRY" KAPLAN, of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing AAA of the Carolinas, AIM Healthcare Services Inc., American Heart Association/American Stroke Association - Mid-Atlantic Affiliate, AMERIGROUP Corporation, Apollo Group Inc./ University of Phoenix, Associated Builders and Contractors of the Carolinas Inc., CVS/Caremark Corporation, Donley's, Food Bank of Central & Eastern North Carolina Inc., HCC Life Insurance Company, Insurers Administrative Corporation on Behalf of Madison National Life Insurance Company, Macquarie Capital (USA) Inc., N.C. Association of Health Plans Inc., N.C. Community Health Center Association, N.C. Environmental Restoration Association, The N.C. Partnership for Children Inc., Northrop Grumman Corporation, Novartis Pharmaceuticals Corporation, Purdue Pharma, Schering Corporation, Skanska USA Civil Southeast Inc., Titan America, and Transcore.	26	28	17	27	35	31	18	21	n/a	no	yes

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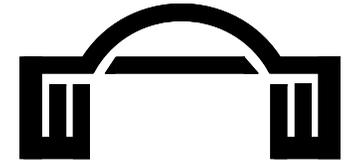
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HENRY W. JONES, JR., of the Raleigh law firm of Jordan Price Wall Gray Jones & Carlton, PLLC, representing the Alliance of Automobile Manufacturers, American Fire Sprinkler Association Carolinas Chapter, American Forest and Paper Association, Blue Ridge Paper Products Inc., Carolinas Electrical Contractors Association Inc., Carolinas Surety Association, Commercial Laboratories Association of N.C. Inc., Community Associations Institute - N.C. Chapter Inc., DaimlerChrysler Company LLC, Institutional Life Markets Association, N.C. Association of Launderers and Cleaners Inc., N.C. Chapter of the American Society of Home Inspectors, N.C. Dietetics Association, N.C. Pediatric Society, N.C. Poultry Federation Inc., N.C. Society of Accountants Inc., N.C. Veterinary Medical Association Inc., Plumbing-Heating-Cooling Contractors of North Carolina Inc., SAS Institute Inc., and Settlement Funding LLC d/b/a Peachtree Settlement Funding.	27	40	n/a	42	n/a	n/a	n/a	n/a	n/a	no	yes
RICHARD M. TAYLOR, JR., representing the North Carolina Academy of Trial Lawyers.	28	17	13	28	49	n/a	n/a	n/a	n/a	no	yes
ANDY WILLIS, representing the University of North Carolina	29	n/a	no	no							
LAWRENCE A. BEWLEY, of the Raleigh lobbying firm of Lawrence Bewley & Associates, representing American Express Company, Baucom`s Nursery Company, Cigar Association of America Inc., Dolex Dollar Express Inc., The Green Industry Council, JM Family Enterprises Inc., Metrolina Greenhouses Inc., National Vehicle Protection Association, Reed Elsevier, and Securities Industry and Financial Markets Association.	30	27	19	31	36 (tie)	32	13	16	30	no	no

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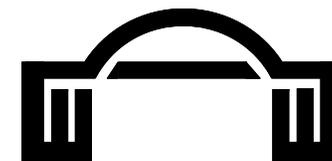
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JAMES (JIM) B. BLACKBURN, representing the N.C. Association of County Commissioners	31	n/a	n/a	44 (tie)	47	n/a	n/a	43	n/a	no	yes
DAN GERLACH, the Senior Policy Advisor for Fiscal Affairs for Governor Mike Easley.	32	n/a	44	11	n/a	n/a	n/a	n/a	n/a	no	no
JOHN L. RUSTIN, representing the N.C. Family Policy Council.	33	50	n/a	no	no						
LESLIE BEVACQUA COMAN, of the Raleigh public relations firm, Capstrat, representing ACS State and Local Solutions Inc., CareOne Services Inc., Castle & Cooke North Carolina LLC, Charlotte Mecklenburg Public Television Station - WTVI, Cherokee Investment Partners, City of Concord, City of Kannapolis, Cree Inc., Google Inc., Imperial Finance and Trading LLC, Land for Tomorrow, Lenovo, Lyondell Chemical Company, McGraw Hill Education, Quintiles Transnational, and Tekelec.	34	n/a	6	5	7	12	27	31	n/a	no	no
DON BEASON, of the Raleigh lobbying firm, Beason Government Affairs, representing Albemarle Mental Health Centers, Association of Health Information Outsourcing Services (MultiState Associates), Association of Settlement Companies (MultiState Associates), BB&T, BellSouth Telecommunications Inc., Carolina Ballet Inc., Catawba County, Cingular Wireless, City of Hickory, Colonial Life & Accident Insurance Company, Dale Earnhardt Inc., IBM Corporation, N.C. Railroad Company, Progress Energy, S & M Brands Inc., and Sigma Corporation.	35	1	1	2	3	2	3	32	n/a	no	no

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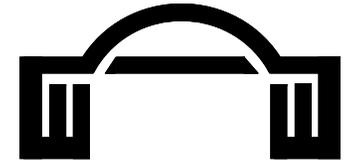
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JOHN W. McALISTER, representing the North Carolina Chamber.	36	44	37	39	44	n/a	n/a	n/a	n/a	no	no
PAUL H. STOCK, representing the N.C. Bankers Association.	37	n/a	24	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
R. MARK FLEMING, representing Blue Cross & Blue Shield of N.C.	38	16	40	n/a	n/a	n/a	n/a	n/a	n/a	no	no
ED TURLINGTON, of the Raleigh office of the law firm of Brooks, Pierce, McLendon, Humphrey & Leonard, LLP, representing The Bank of New York Mellon, Computer Associates Inc., Coastal Regional Solid Waste Management Authority, Digimarc Corporation, Owen G. Dunn Company, Infrastructure Corporation of America, Keane Inc., Mark IV IVHS, Inc., Microelectronics Center of N.C., Morganti Group Inc., N.C. Association of Broadcasters, N.C. Association of Convenience Stores, N.C. Cable Telecommunications Association, N.C. Petroleum and Convenience Marketers Inc., N.C. Technology Association, Office Depot Inc., Schenkelshultz, Time Warner Cable, and United Healthcare Services Inc.	39	n/a	no	yes							
HUGH H. TILSON, JR., representing the N.C. Hospital Association.	40	25	41	33	n/a	n/a	n/a	n/a	n/a	no	yes

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



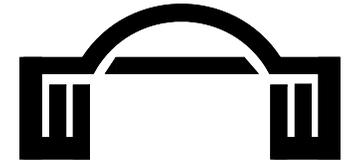
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JENNIE DORSETT, of the law firm of Jennie Dorsett, Attorney at Law P.A., representing the Design Professionals of N.C., ElectriCities of N.C. Inc., N.C. Alliance of Boys & Girls Clubs, N.C. Association of Athletic Trainers, N.C. Association of Health Plans Inc., N.C. Outdoor Advertising Association, N.C. Wholesalers Association, and Sanofi Pasteur Inc.	41	29	26	34	23	45	50 (tie)	n/a	n/a	no	yes
DEBRA L. DERR, representing BellSouth Telecommunications doing business as AT&T, North Carolina.	42	n/a	43	n/a	n/a	n/a	n/a	n/a	n/a	no	no
TONY L. ADAMS, representing the N.C. Outdoor Advertising Association.	43	45	31	43	n/a	n/a	n/a	n/a	n/a	no	no
W. EUGENE AINSWORTH, of the firm Ainsworth & Associates LLC, representing ElectriCities of N.C., ING North America Insurance Corporation, Reynolds American, Swisher International, and United Rentals Inc.	44	14	8	22	33	43	28	n/a	n/a	no	yes
CHARLES (CHUCK) B. NEELY, JR., of the Raleigh office of the law firm of Williams Mullen, representing Accenture LLP, Alcoa Inc., AOL LLC Automatic Data Processing Inc., City of Raleigh, Council on State Taxation, CSX Transportation Inc., Goodyear Tire & Rubber Company (MultiState Associates), N.C. Chapter of the American Society of Landscape Architects, N.C. Hospital Association, N.C. Housing Finance Agency, N.C. School Boards Trust, Southeastern Orthopaedic Specialists, and Titan America.	45	34	50	16	n/a	n/a	n/a	n/a	n/a	yes	yes

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



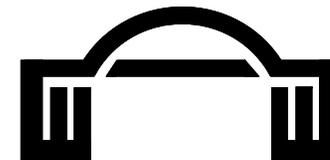
	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JEFF VAN DYKE, representing BellSouth Telecommunications doing business as AT&T, North Carolina.	46	18	11	20	n/a	n/a	n/a	n/a	n/a	no	no
STEVE METCALF, of the lobbying firm, The Policy Group Inc., representing Aurora Lighting Inc., Eastern Band of Cherokee Indians, Festiva Resorts, Hayes Seay Mattern & Mattern Incorporated, MGT of America Inc., N.C. Association of Electric Cooperatives Inc., N.C. City Schools Consortium, N.C. Housing Coalition, N.C. Pork Council, RHA Health Services Inc., School Nutrition Association of N.C., Small Rural Schools Consortium, SOE Software Corporation, Town of Boone, and White's Tire Service of Wilson Inc.	47	n/a	yes	no							
KENNETH WRIGHT, representing Blue Cross and Blue Shield of N.C.	48	n/a	n/a	48	n/a	n/a	n/a	n/a	n/a	no	no
RICHARD H. CARLTON, representing Community Health Incorporated, The Green Industry Council, Le Bleu Corporation, Merck & Company Inc., Metrolina Greenhouses Inc., N.C. Colon Hydrotherapy Safety Association, N.C. Financial Services Association, N.C. Independent Finance Association, N.C. National Guard Association, Reed Elsevier, and Securities Industry and Financial Markets Association.	49	n/a	42	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
P.E. (GENE) UPCHURCH, III, representing Progress Energy.	50	n/a	20	23	21	26	n/a	22	n/a	no	no

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



	<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>1991-1992</i>	<i>Former Legislator</i>	<i>Lawyer</i>
KEVIN HOWELL , representing North Carolina State University as Assistant to the Chancellor for External Affairs.	51	13	10	40	n/a	n/a	n/a	n/a	n/a	no	yes
MARION A. SUITT , of the firm Marion A. Suitt & Associates, representing GlaxoSmithKline Inc., Health Management Systems, N.C. Association of Health Plans Inc., N.C. Society of Anesthesiologists, and N.C. Society of Eye Physicians & Surgeons.	52	19	30	n/a	50	n/a	n/a	n/a	n/a	no	no
ROBERT W. KAYLOR , of the Law Office of Robert W. Kaylor, PA, representing Alltel Communications, Carolina Flight Promotions Inc., Dominion North Carolina Power, Duke Energy Carolinas LLC, McLane Company Inc., N.C. Association of Defense Attorneys, N.C. Association of Self-Insurers, One Call Medical, Verizon, and Verizon Wireless.	53	38	n/a	n/a	48	n/a	n/a	n/a	n/a	no	yes
BRADLEY ADCOCK , representing Blue Cross & Blue Shield of N.C.	54	36	n/a	n/a	34	11	34	44	n/a	no	no
JOSEPH D. McCLEES , of the New Bern lobbying firm of McClees Consulting Inc., representing American Watercraft Association, Beaufort County, CGI Technologies and Solutions Inc., Fisheries Development Foundation of N.C. Inc., Land Management Group Inc., N.C. Firearms Dealers Group, N.C. Portable Toilet Group, N.C. Pumper Group, N.C. Sporting Dog Association Inc., Swedish Match North America Inc., and Trade Oil Company.	55	30	15	19	16	25	16	n/a	n/a	no	no

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

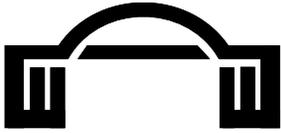


Lobbyist	2007 Ranking	Lobbyist	2007 Ranking	Lobbyist	2007 Ranking
Bone, Roger W.	1	Hall, Billy Ray	20	Turlington, Ed	39
McMillan, John B.	2	Banks, Cecil	21	Tilson, Hugh H., Jr.	40
Bode, John T.	3	Hankins, S. Ellis	22	Dorsett, Jennie	41
Freeman, Franklin	4	Edmisten, Rufus L.	23	Derr, Debra L.	42
Alley, Zebulon (Zeb) D.	5	Scoggin, William (Bill) G.	24	Adams, Tony L.	43
Sands, Alexander P., "Sandy", III	6	Meyer, Paul A.	25	Ainsworth, W. Eugene	44
Horne, B. Davis, Jr.	7	Kaplan, Harrison (Harry) J.	26	Neely, Charles (Chuck) B., Jr.	45
Cozort, Jack L.	8	Jones, Henry W., Jr.	27	Van Dyke, Jeff	46
Ellen, Andy	9	Taylor, Richard M., Jr.	28	Metcalf, Steve	47
Teague, George M.	10	Willis, Andy	29	Wright, Kenneth D.	48
Kent, Timothy (Tim) D.	11	Bewley, Lawrence A.	30	Carlton, Richard H.	49
Zechini, Richard (Rick) A.	12	Blackburn, James (Jim) B., III	31	Upchurch, P.E. (Gene), III	50
Cloud, Randolph E.	13	Gerlach, Dan	32	Howell, Kevin	51
Carpenter, J. Michael	14	Rustin, John L.	33	Suitt, Marion A.	52
Simpson, Dana E.	15	Coman, Leslie Bevacqua	34	Kaylor, Robert W.	53
Kostrzewa, Theresa	16	Beason, Don	35	Adcock, Bradley T.	54
Wilms, R. Paul	17	McAlister, John W.	36	McClees, Joseph D.	55
Hawkins, Kathy	18	Stock, Paul H.	37		
Hall, Robert (Bob)	19	Fleming, R. Mark	38		

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



Lobbyist	2007 Ranking	Lobbyist	2007 Ranking	Lobbyist	2007 Ranking
Adams, Tony L.	43	Fleming, R. Mark	38	Neely, Charles (Chuck) B., Jr.	45
Adcock, Bradley T.	54	Freeman, Franklin	4	Rustin, John L.	33
Ainsworth, W. Eugene	44	Gerlach, Dan	32	Sands, Alexander P., "Sandy", III	6
Alley, Zebulon (Zeb) D.	5	Hall, Billy Ray	20	Scoggin, William (Bill) G.	24
Banks, Cecil	21	Hall, Robert (Bob)	19	Simpson, Dana E.	15
Beason, Don	35	Hankins, S. Ellis	22	Stock, Paul H.	37
Bewley, Lawrence A.	30	Hawkins, Kathy	18	Suitt, Marion A.	52
Blackburn, James (Jim) B., III	31	Horne, B. Davis, Jr,	7	Taylor, Richard M., Jr.	28
Bode, John T.	3	Howell, Kevin	51	Teague, George M.	10
Bone, Roger W.	1	Jones, Henry W., Jr.	27	Tilson, Hugh H., Jr.	40
Carlton, Richard H.	49	Kaplan, Harrison (Harry) J.	26	Turlington, Ed	39
Carpenter, J. Michael	14	Kaylor, Robert W.	53	Upchurch, P.E. (Gene), III	50
Cloud, Randolph E.	13	Kent, Timothy (Tim) D.	11	Van Dyke, Jeff	46
Coman, Leslie Bevacqua	34	Kostrzewa, Theresa	16	Willis, Andy	29
Cozort, Jack L.	8	McAlister, John W.	36	Wilms, R. Paul	17
Derr, Debra L.	42	McClees, Joseph D.	55	Wright, Kenneth D.	48
Dorsett, Jennie	41	McMillan, John B.	2	Zechini, Richard (Rick) A.	12
Edmisten, Rufus L.	23	Metcalf, Steve	47		
Ellen, Andy	9	Meyer, Paul A.	25		



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