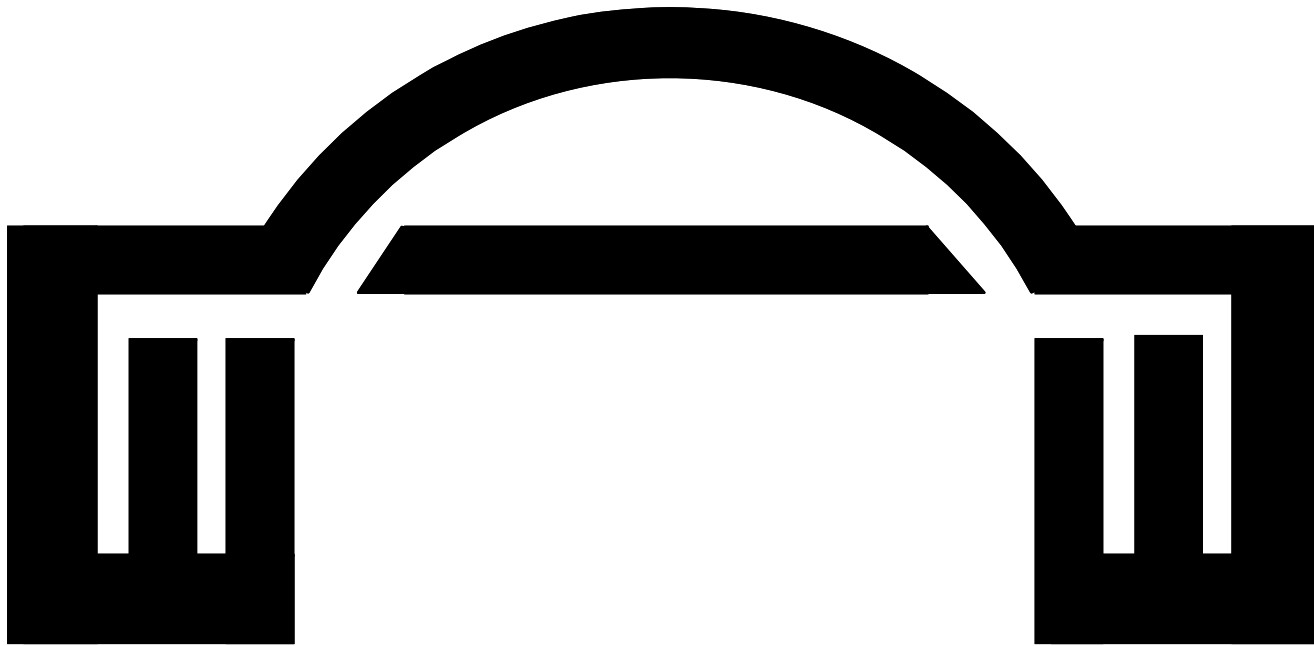


*Rankings of the Most Influential Lobbyists
in the North Carolina General Assembly*



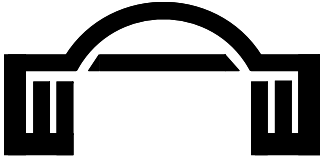
A report by

The North Carolina Center for Public Policy Research

*Sam Watts
September 2010*

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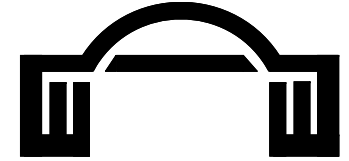
Rankings of the Most Influential Lobbyists in the North Carolina General Assembly



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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 November and December of 2009. At that time, all 50 state Senators, 119* Representatives, 471 registered lobbyists (including the lead state agency legislative liaisons), and 14 state capital news correspondents were asked to list the 10 most influential lobbyists and/or state agency legislative liaisons during the 2009 session of the North Carolina General Assembly.

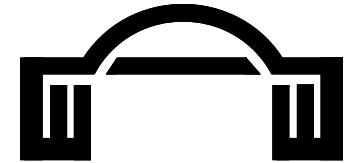
Seventy-one of the 119* House members (60%) responded to the Center's survey, as did 28 of the 50 Senators (56%), 156 of the 471 lobbyists and lead legislative liaisons who regularly work in the legislature and who are based in North Carolina (33%), and 8 of 14 capital news correspondents (57%). The overall response rate was 40%.

At the end of the 2009 session, 765 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 106 legislative liaisons, representing 73 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.

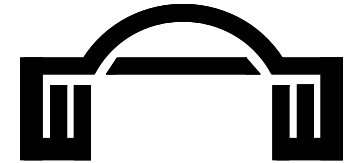
*Rep. Chris Heagarty did not take office until October 30, 2009 and was not surveyed.

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



	<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>JOHN B. McMILLAN, of the Raleigh law firm of Manning, Fulton & Skinner, representing Allstate Insurance Co., American Insurance Association, Anheuser-Busch Companies Inc., Burke Partnership for Economic Development Inc., Cancer Centers of North Carolina (MultiState Associates), Citizens for Fire Safety Institute, Citizens for Higher Education, City of Morganton, Deloitte Consulting LLP, Food Lion Inc., Insurance Federation of N.C., MAG Mutual Insurance Company, The Nature Conservancy, N.C. Association of Realtors, 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, and Value Options Inc.</p>	1	2	6	9	8	12	9	9	18	no	yes
<p>ANDY ELLEN, representing primarily the N.C. Retail Merchants Association, as well as the Consumer Data Industry Association, Entertainment Software Association, International Bottled Water Association, and the N.C. Association of Medical Equipment Services.</p>	2	9	11	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

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



ALEXANDER "SANDY" P. SANDS, III,

of the Raleigh office of the law firm of Williams Mullen, representing Altria Client Services Inc. and its Affiliates, American Tort Reform Association, Association for Home & Hospice Care of N.C. Inc., Bank of America Corporation and Subsidiaries, BD (Becton, Dickinson and Company), Belron U.S. Inc., Biogen Idec, Blackwater Lodge and Training Center Inc., Carolinas HealthCare System, Catawba County, Childress Klein Properties Inc., Cisco Systems Inc., City of Hickory, City of Wilson, DaVita Inc., DPH Vending Inc., HCL America Inc., Homes for Children, Horne LLP, Interactive Travel Services Association, Krispy Kreme Doughnut Corporation, MillerCoors LLC, NAIOP Chapters of North Carolina (formerly known as the National Association of Industrial and Office Properties), National Certification Board for Therapeutic Massage and Bodywork, National Popular Vote Inc., N.C. Association of Hearing Care Professionals, North Carolina Chiropractic Association, N.C. Retired Governmental Employees' Association, Onslow Water and Sewer Authority, RF Micro Devices Inc., Southern Research Institute — North Carolina, The Resourcing Solutions Group Inc., Ticketmaster LLC, Town of Cary, VS2 Worldwide Communications LLC, and YMCAs of N.C. — State Alliance.

2009-2010
3

2007-2008
6

2005-2006
4

2003-2004
5

2001-2002
9

1999-2000
9

1997-1998
16

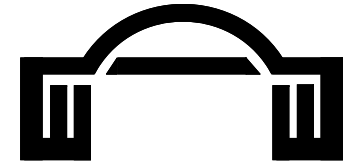
1995-1996
50 (tie)

1993-1994
n/a

Former
Legislator
yes

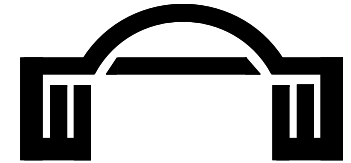
Lawyer
yes

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



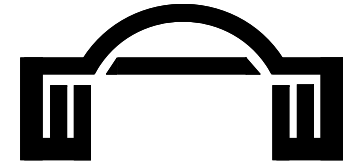
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
JOHN T. BODE, of the Raleigh law firm of Bode, Call & Stroupe, representing Accenture LLP, Alcoa, American College of Radiology — N.C. Chapter, Asurion Insurance Services Inc., Balfour Beatty Construction LLC, AT&T North Carolina (formerly BellSouth Telecommunications), Consumer Healthcare Products Association, Goodyear Tire & Rubber Company (MultiState Associates), Independent Insurance Agents of N.C. Inc., Lilly USA LLC, N.C. Academy of Physician Assistants, N.C. Hospital Association, N.C. Ski Areas Association, Progress Energy, UST Public Affairs Inc., Wake Forest University Health Sciences, and the Wine Institute.	4	3	9	14	7	5	6	4	13	no	yes
JACK L. COZORT, of the lobbying firm of North State Strategies, representing Association for Home & Hospice Care of North Carolina Inc., BD (Becton, Dickinson and Company), Biogen Idec, Blackwater Lodge and Training Center Inc., Catawba County, City of Hickory, City of Wilson, Competitive Carriers of the South Inc., DaVita Inc., Dell Inc., HCL America Inc., NAIOP Chapters of North Carolina, National Certification Board of Therapeutic Massage & Bodywork, National Popular Vote Inc., N.C. Association of Hearing Care Professionals, N.C. Retired Governmental Employees' Association Inc., Skanska USA Building Inc., Southern Research Institute — North Carolina, Sunrock Group Holdings, Town of Cary, Well Spring Foundation, and YMCAs of North Carolina — State Alliance.	5	8	8	34	17	24	n/a	n/a	n/a	no	yes

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



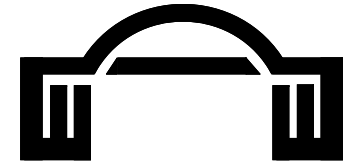
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>ZEBULON D. ALLEY, of the Raleigh office of the law firm of Nelson Mullins Riley & Scarborough LLP, representing the Association of Hospitality Executives, Colonial Life & Accident Insurance Company, General Electric Company, the Museum of the Marine, N.C. Veterans Council, Progress Energy, and Veterans of Foreign Wars.</p>	6	5	2	2	1	1	1	1	1	yes	yes
<p>B. DAVIS HORNE, JR., of the Raleigh law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Abbott Laboratories, Aircraft Owners and Pilots Association (MultiState Associates), American Honda Motor Co., American International Group (AIG), Cree Inc., Explore Information Services LLC, FMR LLC (Fidelity Investments), Hewlett-Packard Company, L-1 Identity Solutions, Motion Picture Association of America, N.C. Association of Certified Public Accountants, N.C. Economic Development Group, N.C. Medical Society, N.C. Travel and Tourism Coalition, Waste Management Carolinas, and Wexford Heath Services Inc. (MultiState Associates).</p>	7	7	5	7	4	20	21	22	n/a	no	yes
<p>FRED BONE, of Bone and Associates, representing the Association of Official Court Reporters, Boehringer Ingelheim Pharmaceuticals Inc., Carolinas Independent Automobile Dealers Association, Lilly USA LLC, Lorillard Tobacco Company, N.C. Association of Long Term Care Facilities, N.C. Association of Rescue & Emergency Medical Services Inc., N.C. Propane Gas Association, N.C. State Firemen's Association, N.C. Sweet Potato Commission, Resident Lenders of North Carolina, and Secure Exchange Solutions.</p>	8	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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



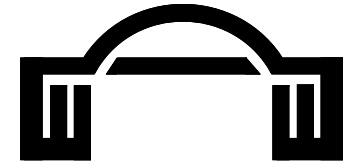
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
HARRISON J. "HARRY" KAPLAN, of the Raleigh office of McGuireWoods Consulting, a subsidiary of the McGuireWoods law firm, representing AAA of the Carolinas, ACS State Healthcare LLC, AMERIGROUP Corporation, Country Vinter, Crown Holdings Inc. CVS/ Caremark Corporation, EUE Screen Gems Studios, Food Bank of Central & Eastern North Carolina Inc., Geo Care, Koch Companies Public Sector LLC, Maximus Inc., Medsolutions, N.C. Association of Health Plans Inc., N.C. Community Health Center Association, N.C. Partnership for Children Inc., Purdue Pharma, State Farm Mutual Automobile Insurance Company, ValueOptions Inc., and the Village of Bald Head Island.	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, Alcoa Inc., AOL Inc., Compass Group USA Inc., Council on State Taxation, CSX Transportation Inc., Highwood Properties, Interactive Travel Services Association., 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.	10	45	34	50	16	n/a	n/a	n/a	n/a	yes	yes
HUGH H. TILSON, JR., representing the N.C. Hospital Association.	11	40	25	41	33	n/a	n/a	n/a	n/a	no	yes

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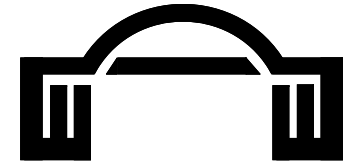
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
ANDY WILLIS, representing the Office of the Governor of North Carolina as legislative liaison.	12	29	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
JOHN W. McALISTER, representing the North Carolina Chamber (formerly North Carolina Citizens for Business & Industry).	13	36	44	37	39	44	n/a	n/a	n/a	no	no
DANA E. SIMPSON, of the law firm of Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing AT&T North Carolina (formerly BellSouth Telecommunications), Gilead Sciences Inc., N.C. Oncology Association, N.C. Society of Anesthesiologists, N.C. Travel and Tourism Coalition, Novartis Pharmaceuticals Corp., and WakeMed Health & Hospitals.	14	15	48	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
RANDOLPH E. CLOUD, of the firm Randolph E. Cloud and Associates, representing the American Lung Association, American Massage Therapy Association of N.C., American Planning Association of N.C., The Autism Society of North Carolina, Easter Seals UCP North Carolina, Lilly USA LLC, National Association of Social Workers — N.C. Chapter, National Multiple Sclerosis Society, N.C. Advocates for Justice (formerly the N.C. Academy of Trial Lawyers), N.C. Association on Aging, N.C. Association of Sleep Technologists, N.C. High School Athletic Association, N.C. Locksmiths Association Inc., N.C. Psychological Association Inc., Our Children's Place, Partnership for a Drug-Free North Carolina, and ValueOptions Inc.	15	13	15	47	29	27	n/a	n/a	n/a	no	no

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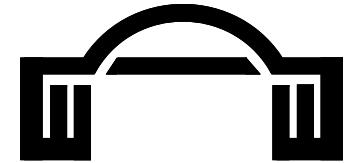
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
RICHARD M. TAYLOR, JR., representing N.C. Advocates for Justice (formerly the North Carolina Academy of Trial Lawyers).	16	28	17	13	28	49	n/a	n/a	n/a	no	yes
KATHY HAWKINS, then representing Progress Energy, but now with Duke Energy Carolinas LLC.	17	18	31	n/a	n/a	n/a	n/a	n/a	n/a	no	no
KENNETH D. WRIGHT, representing Blue Cross and Blue Shield of N.C.	18	48	n/a	n/a	48	n/a	n/a	n/a	n/a	no	no
GEORGE M. TEAGUE, of the Raleigh office of the law firm of Nelson Mullins Riley & Scarborough LLP, representing Aetna, American Council of Life Insurers, Association of Hospitality Executives, Baxter Healthcare Corporation, Colonial Life & Accident Insurance Company, Connecticut General Life Insurance Co., DriversEd.com, Express Scripts Inc., General Electric Company, Hilex Poly Co. LLC, Liberty Healthcare Corp., Med-Trans Corporation, Metropolitan Life Insurance Company, Mortgage Bankers Association of the Carolinas, National Home Service Contract Association, N.C. Association of Electric Cooperatives Inc., N.C. Association of Registers of Deeds, N.C. Insurance Guaranty Association, N.C. Medicaid Dental Providers Inc., Nucor Corporation, Property Casualty Insurers Association of America, Prudential Financial, Reed Elsevier, and Sunrock Group Holdings Corporation.	19	10	21	23	24	36 (tie)	49	n/a	37	no	yes
RICHARD (RICK) A. ZECHINI, representing the N.C. Association of Realtors.	20	12	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
J. MICHAEL CARPENTER, representing the North Carolina Home Builders Association.	21	14	22	21	37	6	15	11	29	no	yes

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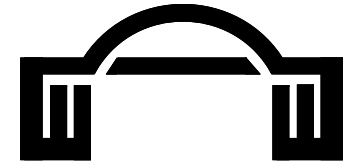
	<u>2009-2010</u>	<u>2007-2008</u>	<u>2005-2006</u>	<u>2003-2004</u>	<u>2001-2002</u>	<u>1999-2000</u>	<u>1997-1998</u>	<u>1995-1996</u>	<u>1993-1994</u>	<u>Former Legislator</u>	<u>Lawyer</u>
STEVE METCALF, of the lobbying firm, The Policy Group Inc., representing the Eastern Band of Cherokee Indians, Festiva Resorts, The Keane Organization Inc., Lilly USA LLC, Mission Hospital Inc., NarTest Technologies Inc., N.C. Association of Community College Trustees, N.C. Association of Electric Cooperatives Inc., N.C. Association of Teacher Assistants, N.C. City Schools Consortium, N.C. Housing Coalition, North Carolina Mentor, N.C. Pork Council, RHA Health Services Inc., School Nurse Association of North Carolina, School Nutrition Association of N.C., Small Rural Schools Consortium, T-Mobile USA Inc., Town of Boone, Town of Woodfin, Toyota North America Inc., Village of Lake James Task Force, White's Tire Service of Wilson Inc., and the Wine Institute.	22	47	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
THERESA KOSTRZEWA, of Capitol Advantage Associates Inc., representing Distilled Spirits Council of the United States, Eaton Corporation, IGT, JM Family Enterprises, Murphy-Brown LLC, News Corporation, N.C. Public Library Directors Association, N.C. State Optometric Society, Rent-A-Center, Save Our Sand: The Inlet Solution, Smithfield Foods Inc., Smithfield Packing, Special Olympics North Carolina, SunEdison LLC, and Wal-Mart Stores Inc.	23	16	10	n/a	n/a	n/a	n/a	n/a	n/a	no	no

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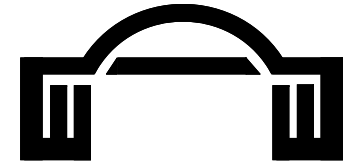
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JOHNNY L. TILLET, of McGuire Woods Consulting, representing American Association of Physician Specialists, AMERIGROUP Corporation, Apollo Group Inc./University of Phoenix, Centurytel Inc., Country Vinter, Crown Holdings Inc., CVS/Caremark, Edison Learning Inc., Electricities of North Carolina Inc., Entertainment Group of North Carolina, Maximus Inc., Medsolutions, N.C. Association of Long Term Care Facilities, N.C. Community Health Center Association, N.C. Partnership for Children Inc., N.C. Self Storage Association, Omega Protein Corporation, Purdue Pharma, State Farm Mutual Automobile Insurance Company, Titan America LLC, Transcore, ValueOptions Inc., Village of Bald Head Island, and Woolpert.	24	n/a	n/a	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, Breezeplay LLC, CA Inc. (formerly Computer Associates), CIBER Inc., Cisco Systems Inc., Owen G. Dunn Company, High Point Market Authority, Houghton Mifflin Harcourt Publishing Co., Infrastructure Corporation of America, Mark IV IVHS Inc., MCNC (formerly the Microelectronics Center of N.C.), National Association of Professional Employer Organizations (NAPEO), National Fire Sprinkler Association, N.C. Association of Broadcasters, N.C. Cable Telecommunications Association, N.C. Petroleum and Convenience Marketers Inc., N.C. Technology Association, Prison Health Services Inc. Red Hat, Roche Diagnostics Corporation, Time Warner Cable, and United Healthcare Services Inc.	25	39	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

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



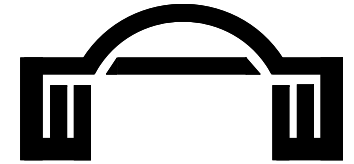
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
KEVIN HOWELL, representing North Carolina State University as Assistant to the Chancellor for External Affairs.	26	51	13	10	40	n/a	n/a	n/a	n/a	no	yes
LORI ANN HARRIS, of L.A. Harris & Associates Inc., representing AT&T North Carolina (formerly Bellsouth Telecommunications), Blue Cross and Blue Shield of North Carolina, Lilly USA LLC, Lorillard Tobacco Company, N.C. Association of Community Development Corporations Inc., N.C. Association of County Directors of Social Services, N.C. Association of Electric Cooperatives Inc., N.C. Community Development Initiative Inc., N.C. Institute of Minority Economic Development Inc., N.C. Minority Support Center, Save Our Sand: The Inlet Solution, and Waste Management Carolinas.	27	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
R. MARK FLEMING, representing Blue Cross & Blue Shield of N.C.	28	38	16	40	n/a	n/a	n/a	n/a	n/a	no	no

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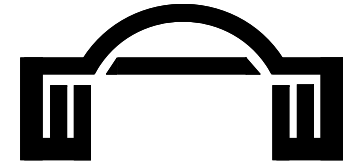
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WILLIAM (BILL) G. SCOGGIN, of the Raleigh office of the law firm of Troutman Sanders Strategies, representing Alcatel-Lucent, The American Institute of Architects — N.C. Chapter, America's Health Insurance Plans, DBA International Inc. (formerly the Debt Buyer's Association), eBay Inc., Ecast Settlement Corporation, Fidelity National Financial Inc., Liberty Media Corporation, Mecklenburg County, MI Connection Communications System, Microsoft Corporation, North Carolina Biosciences Organization, North Carolina Renderers Association, Piedmont Natural Gas Company Inc., Shapiro & Ingle LLP, State Auto Insurance Companies, Surgical Care Affiliates, Swedish Match North America Inc., Thomson Healthcare Inc., and Wells Fargo.	29	24	32	39	35	n/a	n/a	n/a	n/a	no	yes
DEAN PLUNKETT, representing the N.C. Beer & Wine Wholesalers Association.	30	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
KEN MELTON, of Ken Melton & Associates Inc., representing Carolina Asphalt Pavement Association, Cherokee Tribal Gaming Commission, The Conservation Campaign, DBA International Inc., The 4th Branch, MedImmune Inc., National Association of Publicly Traded Partnerships, N.C. Beer & Wine Wholesalers Association, Pfizer Inc., Progress Energy, United Mental Health Providers of North Carolina, and Walter Kidde Portable Equipment Inc.	31	n/a	n/a	35	n/a	n/a	n/a	n/a	n/a	no	no
EDMOND W. CALDWELL, JR., representing the N.C. Sheriffs' Association Inc.	32	n/a	n/a	n/a	41	45	n/a	n/a	n/a	no	yes

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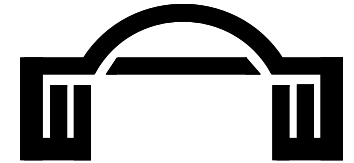
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
<p>R. BRUCE THOMPSON, II, of the Raleigh law firm of Parker Poe Adams & Bernstein LLP, representing Acciona Wind Energy USA LLC, AES Carolina Wind LLC, American Wind Energy Association, Apple Inc., Burroughs & Chapin Co. Inc., Celtic Insurance Company, Centene Corporation, Cheyenne International LLC, Coastal Conservation Association North Carolina, Competitor Group, Daimler Trucks North America LLC, Diagnostic Devices Inc., Fibrowatt LLC, GTECH Corporation, Headway Corporate Resources Inc., Iberdrola Renewable Inc., Invenergy LLC, Laboratory Corporation of America Holdings, Psychiatric Solutions Inc., Republic Services of NC LLC, Reventure Park Investments I LLC, Stanly County, Thermochem Recovery International Inc., Town of Clayton, Town of Louisburg, and Uniboard USA LLC.</p>	33	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
<p>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, Carolinas Electrical Contractors Association Inc., Commercial Laboratories Association of N.C. Inc., Community Associations Institute — N.C. Chapter Inc., Institutional Life Markets Association, N.C. Association of Launderers and Cleaners Inc., N.C. Chapter of the American Society of Home Inspectors, N.C. Pediatric Society, N.C. Poultry Federation Inc., N.C. Society of Accountants Inc., N.C. Veterinary Medical Association Inc., and Plumbing-Heating-Cooling Contractors of North Carolina Inc.</p>	34	27	40	n/a	42	n/a	n/a	n/a	n/a	no	yes

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



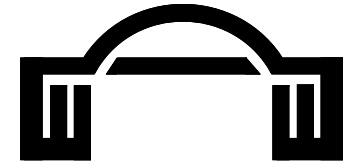
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
W. EUGENE AINSWORTH, of the firm Ainsworth & Associates LLC, representing ElectriCities of N.C., IGT (International Game Technology), RAI Services Company (Reynolds American Inc.), and Swisher International.	35	44	14	8	22	33	43	28	n/a	no	yes
JENNIE DORSETT, of the law firm of Jennie Dorsett, Attorney at Law P.A., representing 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, Primerica Financial Services Home Mortgages Inc., and Sanofi Pasteur Inc.	36	41	29	26	34	23	45	50 (tie)	n/a	no	yes
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., The Green Industry Council, and Life with Bills LLC.	37	30	27	19	31	36 (tie)	32	13	16	no	no
S. ELLIS HANKINS, representing the N.C. League of Municipalities.	38	22	26	25	44 (tie)	n/a	14	36	6	no	yes
TIMOTHY (TIM) D. KENT, representing the N.C. Association of Realtors.	39	11	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
CECIL BANKS, representing the N.C. Association of Educators.	40	21	n/a	n/a	n/a	n/a	n/a	26	n/a	no	no

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



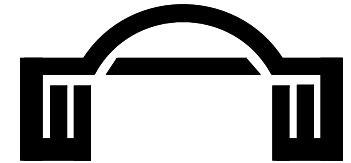
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
RUFUS L. EDMISTEN, of the Raleigh law firm of Edmisten & Webb, representing AECOM Services of NC Inc., AECOM Technical Services Inc., AECOM USA Inc., American Legal Finance Association, Bearing Point, Compucredit Corporation, Computer Sciences Corporation, Curam Software, Deloitte Consulting LLP, EMC Corporation/State Partners LLC, General Motors Corporation, Indoor Tanning Association Inc., Intel, J & B Medical Supply Inc., Morganti Group Inc., N.C. ABC Law Enforcement Officers Association, N.C. Association of Career Colleges & Schools, N.C. Licensed Home Inspector Association, N.C. Machine Manufacturers and Repairers Association, Oracle America Inc., Pepco Energy Services Inc., Rehabilitation Support Services LLC, ResCare Inc., Sanstar Enterprises Inc., Sprint Nextel Communications, and Trilegiant Corporation (formerly Cendant Membership Services Inc.).	41	23	20	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
PAUL H. STOCK, representing the N.C. Bankers Association.	42	37	n/a	24	n/a	n/a	n/a	n/a	n/a	no	yes
ROBERT W. KAYLOR, of the Law Office of Robert W. Kaylor, PA, representing Alltel Communications, Biologics 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.	43	53	38	n/a	n/a	48	n/a	n/a	n/a	no	yes
SUSAN R. VALAURI, representing Nationwide Insurance & Affiliates.	44	n/a	n/a	n/a	n/a	42	23	29	28	no	no

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



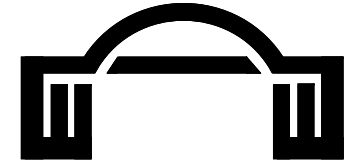
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
LISA D. MARTIN, representing the North Carolina Home Builders Association.	45	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
AL RIPLEY, representing the North Carolina Justice Center.	46	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
DAVID M. BARNES, of the Raleigh law firm of Poyner Spruill LLP, representing The Baldwin Company Inc., Camden County, Carolinas Center for Hospice and End of Life Care, City of Concord, City of Kannapolis, Community Health Inc., Currituck County, ElectriCities of North Carolina Inc., Medco Health Solutions Inc., National Solid Wastes Management Association, N.C. Association of Textile Services, N.C. OBGYN Society, SCI North Carolina Funeral Services Inc., TracFone Wireless Inc., and UHS of Delaware Inc. (management company of Universal Health Services Inc.).	47	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
JOE STEWART, representing the North Carolina Chamber (formerly North Carolina Citizens for Business & Industry).	48	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
TONY L. ADAMS, representing the N.C. Outdoor Advertising Association.	49	43	45	31	43	n/a	n/a	n/a	n/a	no	no
G. PEYTON MAYNARD, of G. Peyton Maynard and Associates, representing Charlotte-Mecklenburg Board of Education, Core Education and Consulting Solutions Inc., Developmental Disabilities Facilities Association Inc., Johnson & Johnson Services Inc., North Carolina Academy of Family Physicians, N.C. Speech, Hearing and Language Association Inc., Prevent Blindness North Carolina, and ResCare Inc.	50	n/a	n/a	n/a	36	n/a	n/a	n/a	n/a	no	no

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



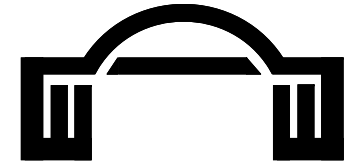
	<i>2009-2010</i>	<i>2007-2008</i>	<i>2005-2006</i>	<i>2003-2004</i>	<i>2001-2002</i>	<i>1999-2000</i>	<i>1997-1998</i>	<i>1995-1996</i>	<i>1993-1994</i>	<i>Former Legislator</i>	<i>Lawyer</i>
SCOTT GARDNER, representing Duke Energy Carolinas LLC.	51	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
ESTHERINE KING DAVIS, representing ElectriCities of North Carolina Inc.	52	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
HURSELL BAGGETT, representing the North Carolina Medical Society.	53	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
R. FRANK GRAY, of the law firm of Jordan Price Wall Gray Jones & Carlton, representing CNA Surety, N.C. Association of Nurse Anesthetists, N.C. Collectors Association, N.C. Manufactured and Modular Homebuilders Association, and the N.C. Restaurant & Lodging Association.	54	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
LEANNE E. WINNER, representing the N.C. School Boards Association and the North Carolina Council of School Attorneys.	55	n/a	46	n/a	46	n/a	n/a	n/a	n/a	no	no

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



Lobbyist	2009 Ranking	Lobbyist	2009 Ranking	Lobbyist	2009 Ranking
McMillan, John B.	1	Zechini, Richard (Rick) A.	20	Kent, Timothy (Tim) D.	39
Ellen, Andy	2	Carpenter, J. Michael	21	Banks, Cecil	40
Sands, Alexander (Sandy) P., III	3	Metcalf, Steve	22	Edmisten, Rufus L.	41
Bode, John T.	4	Kostrzewa, Theresa	23	Stock, Paul H.	42
Cozort, Jack L.	5	Tillett, Johnny L.	24	Kaylor, Robert W.	43
Alley, Zebulon (Zeb) D.	6	Turlington, Ed	25	Valauri, Susan R.	44
Horne, B. Davis, Jr.	7	Howell, Kevin	26	Martin, Lisa D.	45
Bone, Fred	8	Harris, Lori Ann	27	Ripley, Al	46
Kaplan, Harrison (Harry) J.	9	Fleming, R. Mark	28	Barnes, David M.	47
Neely, Charles (Chuck) B., Jr.	10	Scoggin, William (Bill) G.	29	Stewart, Joe	48
Tilson, Hugh H., Jr.	11	Plunkett, Dean	30	Adams, Tony L.	49
Willis, Andy	12	Melton, Ken	31	Maynard, G. Peyton	50
McAlister, John W.	13	Caldwell, Edmond W., Jr.	32	Gardner, Scott	51
Simpson, Dana E.	14	Thompson, R. Bruce, II	33	Davis, Estherine King	52
Cloud, Randolph E.	15	Jones, Henry W., Jr.	34	Baggett, Hurshell	53
Taylor, Richard M., Jr.	16	Ainsworth, W. Eugene	35	Gray, R. Frank	54
Hawkins, Kathy	17	Dorsett, Jennie	36	Winner, Leanne E.	55
Wright, Kenneth D.	18	Bewley, Lawrence A.	37		
Teague, George M.	19	Hankins, S. Ellis	38		

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



Lobbyist	2009 Ranking	Lobbyist	2009 Ranking	Lobbyist	2009 Ranking
Adams, Tony L.	49	Gray, R. Frank	54	Ripley, Al	46
Ainsworth, W. Eugene	35	Hankins, S. Ellis	38	Sands, Alexander (Sandy) P., III	3
Alley, Zebulon (Zeb) D.	6	Harris, Lori Ann	27	Scoggin, William (Bill) G.	29
Baggett, Hurshell	53	Hawkins, Kathy	17	Simpson, Dana E.	14
Banks, Cecil	40	Horne, B. Davis, Jr.	7	Stewart, Joe	48
Barnes, David M.	47	Howell, Kevin	26	Stock, Paul H.	42
Bewley, Lawrence A.	37	Jones, Henry W., Jr.	34	Taylor, Richard M., Jr.	16
Bode, John T.	4	Kaplan, Harrison (Harry) J.	9	Teague, George M.	19
Bone, Fred	8	Kaylor, Robert W.	43	Thompson, R. Bruce, II	33
Caldwell, Edmond W., Jr.	32	Kent, Timothy (Tim) D.	39	Tillett, Johnny L.	24
Carpenter, J. Michael	21	Kostrzewa, Theresa	23	Tilson, Hugh H., Jr.	11
Cloud, Randolph E.	15	Martin, Lisa D.	45	Turlington, Ed	25
Cozort, Jack L.	5	Maynard, G. Peyton	50	Valauri, Susan R.	44
Davis, Estherine King	52	McAlister, John W.	13	Willis, Andy	12
Dorsett, Jennie	36	McMillan, John B.	1	Winner, Leanne E.	55
Edmisten, Rufus L.	41	Melton, Ken	31	Wright, Kenneth D.	18
Ellen, Andy	2	Metcalf, Steve	22	Zechini, Richard (Rick) A.	20
Fleming, R. Mark	28	Neely, Charles (Chuck) B., Jr.	10		
Gardner, Scott	51	Plunkett, Dean	30		



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