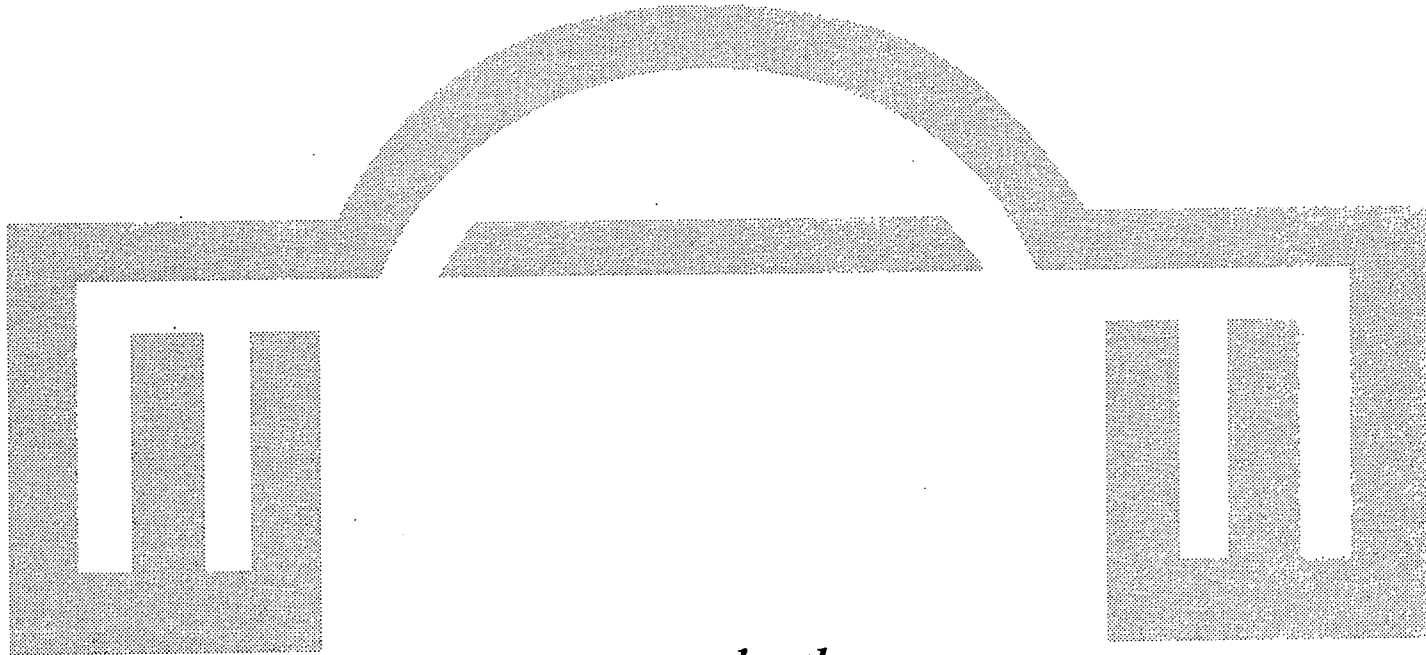

The 50 Most Influential Lobbyists

Rankings in the 1993 North Carolina General Assembly



a report by the:

North Carolina Center for Public Policy Research

The 50 Most Influential Lobbyists

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The North Carolina Center for Public Policy Research conducted its legislative survey during the fall of 1993, after adjournment of the regular session. State Senators and Representatives, as well as 350 legislative liaisons and registered lobbyists based in North Carolina, and 33 capital news correspondents were asked to list the 10 most influential lobbyists and/or legislative liaisons of the 1993 North Carolina General Assembly session.

Eighty-six of the then-119 House members (72%) responded to the Center's survey (Rep. Raymond C. "Pete" Thompson died in April 1993 and his replacement was not named until after the 1993 session), as did 44 of the 50 Senators (88%), 168 of the 350 lobbyists and legislative liaisons (48%), and 17 of the 33 capital news correspondents (52%). The overall response rate was 57%.

During the 1993 session, 493 lobbyists were registered with the Secretary of State, representing 548 different companies or organizations. The Secretary of State says there are 1,141 lobbyists registered, but this figure may count the same lobbyist 10 times if she or he has 10 different clients. The Center's calculations count each lobbyist only once. There were also 205 legislative liaisons representing 25 different state government agencies and licensing boards.

The following pages list the 50 Most Influential Lobbyists in the 1993 North Carolina General Assembly session. Where applicable, rankings from previous legislative sessions are included. Whether the lobbyist is a former legislator or lawyer is also indicated.

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*The North Carolina Center for Public Policy Research gratefully acknowledges the support of FG*I in this project. FG*I provided statistical analysis of the survey data as an in-kind contribution to the Center. All of us at the Center thank FG*I for helping us make this independent evaluation of lobbyists' performance available to the citizens of North Carolina.*

The 50 Most Influential Lobbyists

Rankings in the 1993 North Carolina General Assembly

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>previous rankings where applicable</u>				<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
			<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>			
Zebulon D. Alley of the Raleigh law firm Zebulon D. Alley, PA, representing 18 clients with business/industry interests including the American Petroleum Institute, Amusement Machine Association, NC Bankers Association, Carolina Power & Light Company, Citizens for Property Rights, Duke Power Company, Kaiser Foundation Health Plan of NC, Microelectronics Center of NC, Public Service Company of NC, Southern Bell, R.J. Reynolds Tobacco Company, and the NC Vending Association.	1	1	1	1	4	3	5	yes	yes
J. Allen Adams of the Raleigh office of the law firm Parker, Poe, Adams & Bernstein, representing 15 clients with business/industry, arts, and health care interests including Arts Advocates of NC, NC Citizens for Community Action, Digital Equipment Corporation, NC Headstart Association, Maxicare North Carolina, and the NC Retired Governmental Employees Association.	2	2	3	3	3	n/a	n/a	yes	yes
Roger W. Bone of the Raleigh lobbying firm Bone & Associates, representing 10 clients with business/industry, health care, and education interests including Blue Cross and Blue Shield of NC, Chem-Nuclear Systems, NC Association of Long Term Care Facilities, NC Firemen's Association, NC Pork Producers Association, and the Tobacco Institute. Also representing the Department of Community Colleges as a legislative liaison.	3	4	10	14	n/a	n/a	n/a	yes	no

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
Samuel H. Johnson of the Raleigh law firm Johnson, Gamble, Mercer, Hearn & Vinegar, representing 14 clients with business/industry interests including Auto Insurance Agents of NC, Automobile Dealers Association of NC, NC Association of Certified Public Accountants, IBM Corporation, and NC Associated Industries.	4	3	2	2	1	2	2	yes	yes
William E. Holman representing the NC Chapter of the American Planning Association, Conservation Council of NC, NC Coalition for Public Transportation, NC Public Transportation Association, and the NC Chapter of the Sierra Club.	5	5	5	5	6	10(tie)	n/a	no	no
S. Ellis Hankins then representing the NC League of Municipalities, now with the Raleigh office of the law firm McNair & Sanford.	6	13	29	n/a	n/a	n/a	n/a	no	yes
William C. Rustin Jr. representing the NC Retail Merchants Association.	7	6	4	6	8	n/a	n/a	no	no
Marvin D. Musselwhite Jr. of the Raleigh office of the law firm Poyner & Spruill, representing 19 clients with business/industry and health care interests including the American Petroleum Institute, Browning-Ferris Industries of the South Atlantic, Electricities of NC, Hertz Corporation, Martin Marietta Aggregates, NC Obstetrical & Gynecological Society, PepsiCo. Inc., the Smokeless Tobacco Council, and the NC Association of Textile Services.	8	9	30	n/a	n/a	n/a	n/a	yes	yes

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
William A. Pully representing the NC Hospital Association.	9	15	15(tie)	30	n/a	n/a	n/a	no	yes
Jay M. Robinson representing the University of North Carolina system as a legislative liaison.	10	8	11	10	n/a	n/a	n/a	no	no
Jim W. Phillips Jr. representing the Office of the Governor as a legislative liaison.	11	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
C. Ronald Aycock representing the NC Association of County Commissioners.	12	11	14	9	17	15	n/a	no	yes
John T. Bode of the Raleigh law firm Bode, Call & Green, representing 11 clients with health care and business/industry interests including the Bowman Gray School of Medicine, Carolina Power & Light Company, Managed Health Services, Inc., NC Hospital Association, NC Radiologists, and Southern Bell.	13	10	9	18	n/a	n/a	n/a	no	yes
Janis L. Ramquist representing 9 clients with health care, education, and business interests including the Association of American Publishers, Learning Disabilities Association of NC, NC Association of Nurse Anesthetists, and NC State Optometric Society.	14	17(tie)	n/a	n/a	n/a	n/a	n/a	no	no
Pam C. Silberman then representing the NC Legal Services Resource Center and the NC Primary Health Care Association, now the deputy director of the NC Health Planning Commission.	15	35(tie)	37	n/a	n/a	n/a	n/a	no	yes

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
Lawrence A. Bewley representing 12 clients with business/industry interests including the American Automobile Manufacturers Association, American Express Travel Related Services, Inc., American Petroleum Institute, Asarco Inc., JMF Family Enterprises, Inc./Southeast Toyota Distributors, Inc., R.J. Reynolds Tobacco Company, and Citizens for Property Rights.	16	30	n/a	n/a	n/a	n/a	n/a	no	no
Roslyn S. Savitt representing the NC Chapter of the National Association of Social Workers and NC NOW (National Organization for Women).	17	12	15(tie)	19	n/a	n/a	n/a	no	no
John B. McMillan representing 14 clients with business interests including the Alliance of American Insurers, American Insurance Association, Anheuser-Busch Companies, the NC Bar Association, and Legal Services of NC.	18	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Gene Causby representing the NC School Boards Association.	19	n/a	25	n/a	n/a	n/a	n/a	no	no
D.G. Martin Jr. representing the University of North Carolina system as a legislative liaison.	20	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Harrison J. "Harry" Kaplan representing the Kaiser Foundation Health Plan of NC.	21	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
P.E. "Gene" Upchurch III representing Southern Bell.	22	n/a	n/a	n/a	n/a	n/a	n/a	no	no

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
John S. Niblock representing the NC Child Advocacy Institute.	23	n/a	n/a	n/a	n/a	n/a	n/a	no	no
John R. Jordan Jr. of the Raleigh law firm Jordan, Price, Wall, Gray & Jones, representing 11 clients with business/industry interests including the NC Association of ABC Boards, American Express, Association of NC Life Insurance Companies, the Nature Conservancy, NC Tobacco Distributors Committee, First Citizens Bank, and First Union Bank.	24	17(tie)	8	4	2	1	1	yes	yes
Glenn R. Jernigan representing 10 clients with business/industry interests including Agriculture Alliance, the NC Medical Society, Pesticide Association of NC, the NC Poultry Federation, and the NC Sheriffs' Association.	25	26(tie)	n/a	n/a	n/a	n/a	n/a	yes	no
Phillip J. Kirk Jr. representing the NC Citizens for Business and Industry.	26	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
John I. Wilson representing the NC Association of Educators.	27	n/a	n/a	n/a	n/a	10(tie)	n/a	no	no
Susan R. Valauri representing Nationwide Insurance.	28	14	34	n/a	n/a	n/a	n/a	no	no
J. Michael Carpenter representing the NC Home Builders Association.	29	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Jo Ann P. Norris representing the Public School Forum of NC.	30	24	38	31	18	n/a	n/a	no	no

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
Leslie H. Bevacqua representing 6 clients including Education - Everybody's Business, Glaxo Inc., Hospice for the Carolinas, the NC Housing Finance Agency, NC Salon Owners Association, and Sandoz Chemical Corporation.	31	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Don Beason representing 7 clients including the Amusement Machine Association, Citizens for Property Rights, the Microelectronics Center of NC, and the NC Transportation Association.	32	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Anne T. Griffith representing the NC Citizens for Business and Industry.	33	19	39	n/a	n/a	n/a	n/a	no	no
Alice D. Garland representing ElectriCities of NC.	34	26(tie)	6	n/a	n/a	n/a	n/a	no	no
Thomas A. Morrow representing Sprint/Carolina Telephone and Sprint/Centel -- North Carolina.	35	23	n/a	n/a	n/a	n/a	n/a	no	no
Robert A. Berlam representing the State Employees Association of NC.	36	31(tie)	n/a	n/a	n/a	n/a	n/a	no	no
George M. Teague of the law firm Moore & Van Allen, representing 15 clients with business/industry interests including Alliance of American Insurers, Alliance for Managed Competition, Marine Spill Response Corporation, Mortgage Bankers Association of the Carolinas, the NC Retail Merchants Association, and the Southeastern Dialysis Center.	37	26(tie)	n/a	n/a	n/a	n/a	n/a	no	yes

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
J. Ruffin Bailey of the Raleigh law firm Bailey & Dixon, representing the American Insurance Association and the NC Credit Union League.	38	16	12	8	5	4	4	yes	yes
Edmund P. Regan representing the NC Association of County Commissioners.	39(tie)	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Christopher Scott representing the NC State AFL-CIO.	39(tie)	n/a	n/a	22	n/a	n/a	n/a	no	no
Julia P. Kron representing the NC Association of Educators.	41	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Durward F. "Butch" Gunnells representing the NC Soft Drink Association.	42	n/a	n/a	13	n/a	n/a	n/a	no	yes
James B. Blackburn III representing the NC Association of County Commissioners.	43	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Bradley T. Adcock representing Blue Cross and Blue Shield of NC.	44	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Durwood S. Laughinghouse then representing 7 clients with business/industry interests including the American Forest and Paper Association, the NC Association of Independent Schools, and Philip Morris USA, now resident vice-president of Norfolk Southern Corporation.	45	26(tie)	n/a	n/a	n/a	n/a	n/a	no	yes
Jane P. Gray representing the NC Department of Justice as a legislative liaison.	46	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

<u>Lobbyist</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>	<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
Robert R. Harris representing Carolina Power & Light Company.	47	n/a	17	16	15	14	n/a	no	no
Charles D. "Chuck" Barbour representing the NC Financial Services Association.	48	35(tie)	n/a	n/a	n/a	n/a	n/a	no	no
Chris A. Valauri representing the NC Beer Wholesalers Association.	49	22	31	n/a	n/a	n/a	n/a	no	no
Fran E. Preston representing the NC Retail Merchants Association.	50	25	19	27	n/a	n/a	n/a	no	no



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