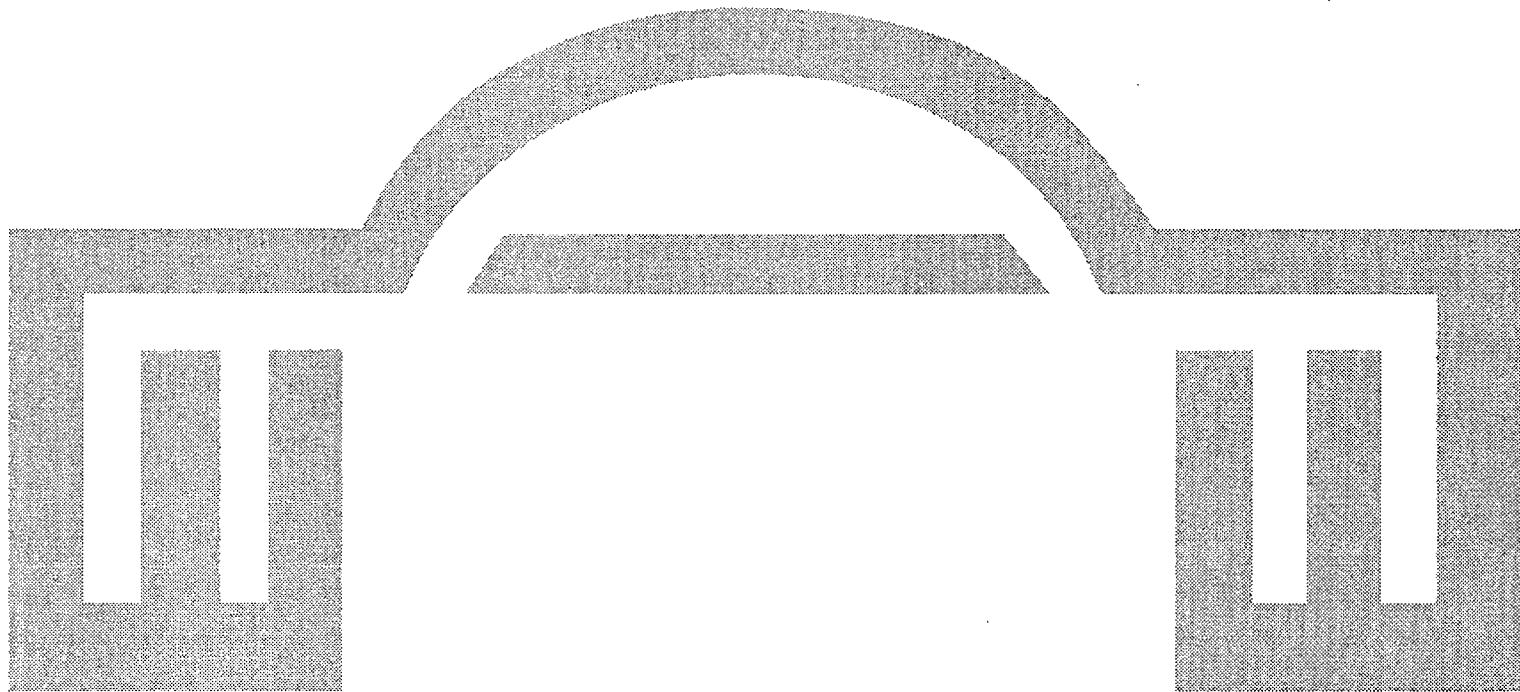

The 50 Most Influential Lobbyists

Rankings in the 1995 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 1995, after the adjournment of the regular session. All state Senators and Representatives, 371 legislative liaisons and lobbyists based in North Carolina, and 26 capital news correspondents were asked to list the ten most influential lobbyists and/or legislative liaisons during the 1995 session of the North Carolina General Assembly. Respondents received a list of all the lobbyists and legislative liaisons registered with the Secretary of State.

Ninety-four of the 120 House members (78%) responded to the Center's survey, as did 40 of the 50 Senators (80%), 148 of the 371 legislative liaisons and registered lobbyists based in North Carolina (40%), and 8 of 26 capital news correspondents (31%). The overall rate of response was 51%.

During the 1995 session, 500 lobbyists were registered with the Secretary of State, representing 576 different companies or organizations. The Center's calculations of the number of lobbyists counts each lobbyist only once, even if they represent more than one client. There were also 286 legislative liaisons representing 44 different state government agencies and licensing boards.

The following pages list the 50 most influential lobbyists during the 1995 session of the North Carolina General Assembly, as ranked by legislators, fellow lobbyists, and the capital news correspondents. Where applicable, rankings from previous legislative sessions are included. Whether the lobbyist is a former legislator or lawyer also is indicated.

*The North Carolina Center for Public Policy Research gratefully acknowledges the support of FG*I of Chapel Hill, N.C. for 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.*

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Lobbyist	previous rankings where applicable									former legislator	lawyer
	1995-96	1993-94	1991-92	1989-90	1987-88	1985-86	1983-84	1981-82			
Zebulon D. Alley of the Raleigh law firm Zebulon D. Alley PA, representing 18 clients with business/industry interests including Carolina Power & Light Company, Columbia/HCA Healthcare Corporation, Duke Power Company, Farmers for Fairness, First Union Corporation, MCNC (Microelectronics Center of NC), National Institute of Statistical Sciences, NC Accountants Coalition, NC Legislative Task Force of Massage Therapists, NC Non-Profit/Non-Denominational Association of Continuing Care Homes, NC Vending Association, NC Zoological Society, PCS Phosphate Company, Public Service Company of NC, Premier Venture Capital Corporation, R.J. Reynolds Tobacco Company, Sprint, and USAir.	1	1	1	1	1	4	3	5		yes	yes
Roger W. Bone of the Raleigh lobbying firm Bone & Associates, representing 14 clients with business/industry and health-care 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, Securities Industry Association, NC Propane Gas Association, Automated Wagering International, Eli Lilly, the NC Sweet Potato Commission, and the Tobacco Institute.	2	3	4	10	14	n/a	n/a	n/a		yes	no

<u>Lobbyist</u>	previous rankings where applicable							<u>former legislator</u>	<u>lawyer</u>	
	<u>1995-96</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>
Don Beason representing 16 clients including the NC Restaurant Association, Amusement Machine Association, NC State HMO Association, First Union Corporation, National Institute of Statistical Sciences, MCNC (Microelectronics Center of NC), BellSouth Telecommunications, Inc., Unisys Corporation, Professional Engineers of NC, and the American Council of Life Insurance.	3	32	n/a	n/a	n/a	n/a	n/a	n/a	no	no
John T. Bode of the Raleigh law firm Bode, Call & Green, representing 8 clients with health care and business/industry interests including the American College of Radiology, BellSouth Telecommunications, Inc., Bowman Gray School of Medicine, Carolina Power & Light Company, First Union Corporation, Independent Insurance Agents of NC, and the NC Hospital Association.	4	13	10	9	18	n/a	n/a	n/a	no	yes
J. Allen Adams of the Raleigh office of the law firm Parker, Poe, Adams & Bernstein, representing 18 clients with business/industry, arts, and health-care interests including Arts Advocates of NC, Addington Environmental, Center for Employment Training (CET), NC Society for Clinical Social Workers, Consulting Engineers Council (CEC/NC), Lau Technologies, Friends of the Maritime Museum, Softech, Magellan Health Services, VOCA Corporation, GRW, Inc., GTECH, Asahi Glass America, Inc., National Computer Systems, NC Community Action Agencies, Maxicare Healthplans, NC Biotechnology Center, and the NC Retired Governmental Employees Association.	5	2	2	3	3	3	n/a	n/a	yes	yes
William C. Rustin Jr. then representing the NC Retail Merchants Association, now with the Florida Retail Federation.	6	7	6	4	6	8	n/a	n/a	no	no

<u>Lobbyist</u>	previous rankings where applicable							<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
	<u>1995-96</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>			
William E. Holman representing the NC Chapter of the American Planning Association, Conservation Council of NC, NC Coalition for Public Transportation, and the NC Chapter of the Sierra Club.	7	5	5	5	5	6	10(tie)	n/a	no	no
Marvin D. Musselwhite Jr. of the Raleigh office of the law firm Poyner & Spruill, representing 16 clients with business/industry and health-care interests including Browning-Ferris Industries of the South Atlantic, ElectriCities of NC, Hertz Corporation, the NC Enterprise Corporation, Sprint Communications Company, Martin Marietta Materials, NC Association of Mortgage Bankers, NC Obstetrical & Gynecological Society, the Smokeless Tobacco Council, and the NC Association of Textile Services.	8	8	9	30	n/a	n/a	n/a	n/a	yes	yes
John B. McMillan of the Raleigh law firm Manning, Fulton & Skinner PA, representing 17 clients with business/industry interests including Anheuser-Busch Companies, Allstate Insurance Company, Pharmaceutical Research and Manufacturers of America, and NC Citizens for Business and Industry; also represents Legal Services of NC.	9	18	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Phillip J. Kirk Jr. representing NC Citizens for Business and Industry.	10	26	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
J. Michael Carpenter representing the NC Home Builders Association.	11	29	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
William A. Pully representing the NC Hospital Association.	12	9	15	15(tie)	30	n/a	n/a	n/a	no	yes

<u>Lobbyist</u>	previous rankings where applicable							former legislator	lawyer	
	<u>1995-96</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>
Lawrence A. Bewley representing 11 clients with business/industry interests including American Express Company, Asarco Inc., JM Family Enterprises, Inc., BellSouth Telecommunications, Inc., Merck and Company, R.J. Reynolds Tobacco Company, and the International Council of Shopping Centers.	13	16	30	n/a	n/a	n/a	n/a	n/a	no	no
Samuel H. Johnson of the Raleigh law firm Johnson, Gamble, Mercer, Hearn & Vinegar, representing 13 clients with business/industry interests including NC Automobile Dealers Association, NC Association of Certified Public Accountants, IBM Corporation, Theater Owners of NC and SC, AMP Incorporated, and NC Associated Industries.	14	4	3	2	2	1	2	2	yes	yes
Brad Wilson then representing the Office of the Governor as legislative liaison, now with Blue Cross and Blue Shield of NC.	15	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Joseph McClees of the New Bern lobbying firm McClees Consulting, representing 13 clients with business/industry and environmental interests including American Farmers of the Sea, the National Rifle Association (NRA), NC Public School Bus Drivers Association, NC Septic Tank Association, Law Enforcement Legislative Committee of NC, Winston-Salem Professional Fire Fighters Association, Good Neighbors Association of NC, NC Burley Warehousemen, and Wackenhut Corrections Corporation.	16	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Thomas A. Morrow representing Sprint.	17	35	23	n/a	n/a	n/a	n/a	n/a	no	no
Harrison J. "Harry" Kaplan representing the Kaiser Foundation Health Plan of NC.	18	21	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Jeff Freeman representing the National Rifle Association Institute for Legislative Action.	19	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes (Kansas)	no

<u>Lobbyist</u>	previous rankings where applicable								former legislator	lawyer
	<u>1995-96</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>		
Dan DeVane then representing the NC Department of Transportation as legislative liaison, now deputy secretary of the NC Department of Transportation.	20	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
C. Ronald Aycock representing the NC Association of County Commissioners.	21	12	11	14	9	17	15	n/a	no	yes
B. Davis Horne Jr. of the law firm Smith Anderson Blount Dorsett Mitchell & Jernigan LLP, representing 9 clients with business/industry and health-care interests including Apple Computers, NC Financial Services Association, Simon & Schuster, West Publishing Corporation, NC Medical Society, National Association of Independent Insurers, NC Troopers Association, NC Association of Independent Schools, and Waste Management of the Carolinas, Inc.	22	n/a	33	32	n/a	n/a	n/a	n/a	no	yes
Ken Eudy representing the NC Press Association and Healthsource NC.	23	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Durward F. "Butch" Gunnells representing the NC Soft Drink Association.	24	42	n/a	n/a	13	n/a	n/a	n/a	no	yes
Glenn R. Jernigan representing 10 clients with business/industry interests including the Agriculture Alliance of NC, Monsanto Corporation, NC Pest Control Association, American Crop Protection Association, NC Natural Gas Corporation, the Podiatry Association of NC, the NC Poultry Federation, and the NC Sheriffs' Association.	25	25	26(tie)	n/a	n/a	n/a	n/a	n/a	yes	no
Cecil Banks representing the NC Association of Educators (NCAE).	26	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

<u>Lobbyist</u>	<u>1995-96</u>	<u>1993-94</u>	previous rankings where applicable					<u>1981-82</u>	<u>former legislator</u>	<u>lawyer</u>
			<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	<u>1983-84</u>			
Leslie H. Bevacqua with the law firm Porter & Steel, representing Education Everybody's Business Coalition, Glaxo Wellcome Inc., Hospice for the Carolinas, Clariant Corporation, NC Housing Finance Agency, and NC Healthy Start Foundation.	27	31	n/a	n/a	n/a	n/a	n/a	n/a	no	no
W. Eugene Ainsworth representing R.J. Reynolds Tobacco Company.	28	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Susan R. Valauri representing Nationwide Insurance.	29	28	14	34	n/a	n/a	n/a	n/a	no	no
John Fitch then representing the State Employees Association of NC, now representing the Association of Government Employees and Public Policy Management Inc.	30	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Janis L. Ramquist representing the Association of American Publishers, NC Association of Nurse Anesthetists, NC State Optometric Society, Carolinas Electrical Contractors Association, NC Educational Communications & Technology, NC Society of Accountants, NC Association of Teacher Assistants, NC Acupuncture Association, Learning Disabilities Association of NC, and NC Association of Plumbing-Heating-Cooling Contractors.	31	14	17(tie)	n/a	n/a	n/a	n/a	n/a	no	no
John I. Wilson representing the NC Association of Educators (NCAE).	32(tie)	27	n/a	n/a	n/a	n/a	10(tie)	n/a	no	no
Edwin Woodhouse representing the NC Poultry Federation.	32(tie)	n/a	31(tie)	n/a	n/a	n/a	n/a	n/a	no	no
Bradley T. Adcock representing Blue Cross and Blue Shield of NC.	34	44	n/a	n/a	n/a	n/a	n/a	n/a	no	no

<u>Lobbyist</u>	previous rankings where applicable							former legislator	lawyer	
	<u>1995-96</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>
Chris A. Valauri representing the NC Beer and Wine Wholesalers Association.	35	49	22	31	n/a	n/a	n/a	n/a	no	no
S. Ellis Hankins of the Raleigh office of the law firm Poyner & Spruill, representing 13 clients with business/industry and local government interests including International Paper, NC Retail Merchants Association, NC Nurses Association, Unisys Corporation, City of Charlotte, Liberty Mutual Insurance Company, and the Laurinburg-Maxton Airport Commission.	36	6	13	29	n/a	n/a	n/a	n/a	no	yes
Roslyn S. Savitt representing the American Civil Liberties Union of NC, NC HIV/AIDS Alliance, NC Child Care Coalition, and NC NOW (National Organization for Women).	37	17	12	15(tie)	19	n/a	n/a	n/a	no	no
Catherine Gallagher Smith representing the NC Victim Assistance Network (NC-VAN).	38	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
V.B. "Hawk" Johnson representing Miller Brewing Company and Philip Morris U.S.A.	39	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Walter Wilson Cherry representing the NC Pork Producers Association.	40	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Alice D. Garland representing ElectriCities of NC.	41	34	26(tie)	6	n/a	n/a	n/a	n/a	no	no
Joyce B. Peters of the Raleigh lobbying firm Bone & Associates, representing 10 clients with business/industry and health-care interests including the NC Firemen's Association, Chem-Nuclear Systems, NC Pork Producers Association, Securities Industry Association, NC Association of Long Term Care Facilities, Tobacco Institute, Blue Cross and Blue Shield of NC, and Eli Lilly.	42	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Brenda Dougherty representing Sprint.	43(tie)	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

<u>Lobbyist</u>	<u>1995-96</u>	<u>1993-94</u>	previous rankings where applicable						<u>former legislator</u>	<u>lawyer</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>			
D.G. Martin Jr. representing the University of North Carolina System as legislative liaison.	43(tie)	20	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Jerry Schill representing the NC Fisheries Association, Inc.	45	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Jack Hawke of the lobbying firm Southern Strategies, representing 9 clients with business/industry interests including Corrections Corporation of America, NC Chiropractic Association, NC Association of Private Process Servers, NC Bail Agents Association, Carolinas Electrical Contractors Association, and Citizens for Public Access.	46	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
Anne T. Griffith representing NC Citizens for Business and Industry.	47	33	19	39	n/a	n/a	n/a	n/a	n/a	no	no
Franklin Freeman , Secretary of Correction, representing the NC Department of Correction as legislative liaison.	48	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Bryan F. Houck representing BellSouth Telecommunications, Inc.	49	n/a	20	13	23(tie)	n/a	n/a	n/a	n/a	no	no
Jennie Dorsett representing 8 clients, including the NC Restaurant Association, Association of Official Court Reporters, NC State Optometric Society, and U.S. Corrections Corporation.	50(tie)	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
Alexander P. "Sandy" Sands III of the Raleigh office of the law firm Womble Carlyle Sandridge & Rice, representing 7 clients with business/industry interests including NC Counseling Association, Philip Morris U.S.A., Owens Corning Fiberglass Corporation, NC Biosciences Organization, and American Automobile Manufacturers Association.	50(tie)	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	yes



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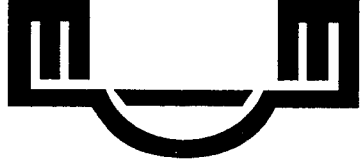
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