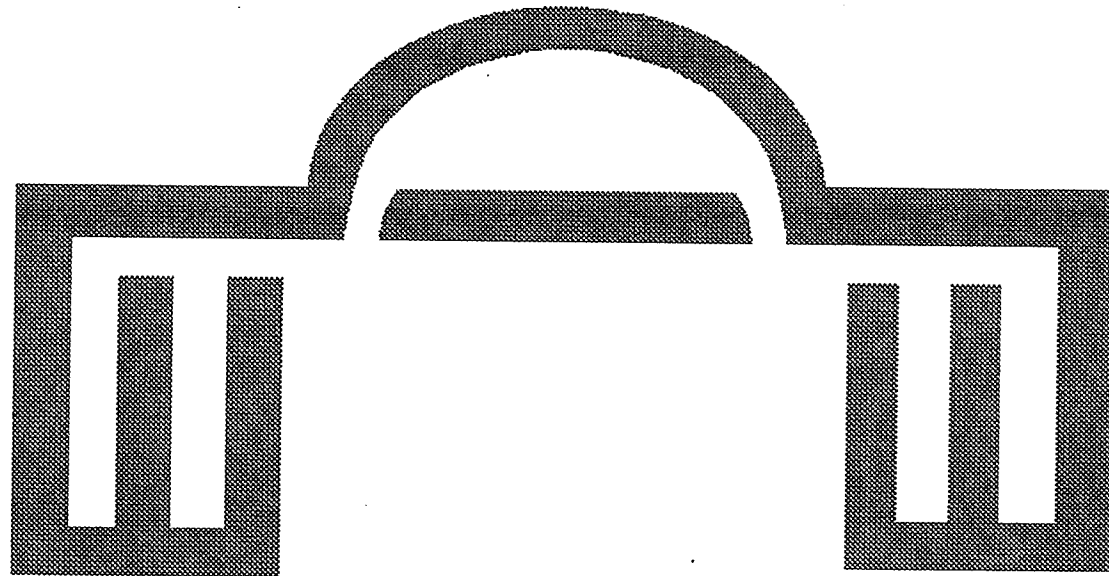

The 50 Most Influential Lobbyists

Rankings in the 1997 North Carolina General Assembly



a report by the

North Carolina Center for Public Policy Research

The 50 Most Influential Lobbyists

Rankings in the 1997 North Carolina General Assembly

The North Carolina Center for Public Policy Research conducted its legislative survey during the fall of 1997, after the adjournment of the regular session. All state Senators and Representatives, 308 legislative liaisons and lobbyists based in North Carolina, and 28 capital news correspondents were asked to list the ten most influential lobbyists and/or legislative liaisons during the 1997 session of the North Carolina General Assembly. Respondents received a list of all the lobbyists and legislative liaisons registered with the Secretary of State.

91 of the 120 House members (76%) responded to the Center's survey, as did 39 of the 50 Senators (78%), 147 of the 308 legislative liaisons and registered lobbyists based in North Carolina (48%), and 8 of the 28 capital news correspondents (28%). The overall rate of response was 56%.

During the 1997 session, 551 lobbyists were registered with the Secretary of State, representing 609 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 293 legislative liaisons representing 28 different state government agencies and licensing boards.

The following pages list the 50 most influential lobbyists during the 1997 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, North Carolina 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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	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
<p>ZEBULON D. ALLEY, of the Raleigh law firm Zebulon D. Alley PA, representing American Diabetes Association, Barr Laboratories, Bombardier Inc./Canadair, Carolina Power & Light Company, Cigna Corp., Columbia/HCA Healthcare Corp., Duke Energy Corp., Farmers For Fairness, First Union, Microelectronics Center of North Carolina, National Institute of Statistical Sciences, North Carolina Accountants Coalition, North Carolina Game Fowl Breeders Association, North Carolina Vending Association, PCS Phosphate Co., Public Service Company of North Carolina, R. J. Reynolds Tobacco Company, Scientific Games, Sprint, and USAir.</p>	1	1	1	1	1	1	4	3	yes	yes
<p>DON BEASON, representing North Carolina Amusement Machine Association, North Carolina Athletic Trainers Association, Barr Laboratories, BB&T Bank, BellSouth Telecommunications, Canadair, Carolina Power & Light Company, North Carolina Check Cashers Association, Farmers For Fairness, U.S. Corrections Corp., EDS, Microelectronics Center of North Carolina, North Carolina Motorcycle Dealers Association, North Carolina Outdoor Advertising Association, North Carolina Pay Telephone Association, North Carolina Railroad Company, and North Carolina Restaurant Association.</p>	2	3	32	n/a	n/a	n/a	n/a	n/a	no	no
<p>ROGER W. BONE, of the Raleigh lobbying firm Bone & Associates, representing Blue Cross and Blue Shield of North Carolina, Carolina Independent Automobile Dealers Association, Carolina Power & Light Company, Eli Lilly, North Carolina Firemen's Association, North Carolina Association of Long Term Care Facilities, Piedmont Venture Partners, North Carolina Pork Council, North Carolina Propane Gas Association, Sprint, Tobacco Institute, and North Carolina Truckstop Operators.</p>	3	2	3	4	10	14	n/a	n/a	yes	no

	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
WILLIAM E. HOLMAN, then representing the North Carolina Chapter of the American Planning Association, Conservation Council of North Carolina, North Carolina Coalition for Public Transportation, North Carolina Chapter of the Nature Conservancy, North Carolina Public Transportation Association, and the North Carolina Chapter of the Sierra Club. Mr. Holman is currently serving as the Assistant Secretary for Environmental Protection in the North Carolina Dept. of Environment and Natural Resources.	4	7	5	5	5	5	6	10 (tie)	no	no
PHILLIP J. KIRK JR., representing North Carolina Citizens for Business and Industry.	5	10	26	n/a	n/a	n/a	n/a	n/a	yes	no
JOHN T. BODE, of the Raleigh law firm Bode, Call & Green, representing BellSouth Telecommunications, Bowman Gray School of Medicine, Carolina Power & Light Company, the NC Academy of Physicians Assistants, the NC Chapter of the American College of Radiology, North Carolina Electronics & Information Technology Association, Farmers For Fairness, Fast Fare, Fortis Healthcare, North Carolina Hospital Association, Independent Insurance Agents of North Carolina, and Medicaid 2000 Partnership.	6	4	13	10	9	18	n/a	n/a	no	yes
FRANKLIN FREEMAN, then representing the North Carolina Department of Correction and the Office of the Governor. Mr. Freeman is currently the Legislative Liaison and Chief of Staff for Governor James B. Hunt.	7	48	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
J. ALLEN ADAMS, of the Raleigh office of the law firm Parker, Poe, Adams & Bernstein, representing Addiction Professionals of North Carolina, Arts NC, North Carolina Biotechnology Center, Cabletron, Center for Employment Training, North Carolina Citizens for Community Action, Consulting Engineers Council of NC, Data Systems, Friends of the Maritime Museum, GTECH, NC Headstart Assn., Land O Sun Dairies, Magellan Health Services, Maxicare, National Computer Systems, Pines of Davidson, NC Retired Governmental Employees Assn., NC Society for Clinical Social Work, TC9, Triangle Transit Authority, Viisage Technology, and VOCA Corp.	8	5	2	2	3	3	3	n/a	yes	yes

	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
JOHN B. McMILLAN, of the Raleigh law firm Manning, Fulton & Skinner, representing Allstate Insurance, Anheuser-Busch Companies, North Carolina Citizens for Business & Industry, ElectriCities of NC, Food Lion, Friends of the NC Museum of Natural Sciences, Jordan Lumber & Supply, Legal Services of NC, NC Assn. of Mortgage Brokers, NC Chapter of the Nature Conservancy, Pharmaceutical Research and Manufacturers of America, and Sterling House Corp.	9	9	18	n/a	n/a	n/a	n/a	n/a	no	yes
MARVIN D. MUSSELWHITE JR., of the Raleigh office of the law firm Poyner & Spruill, representing American Automobile Manufacturers Assn., Assn. of American Publishers, Browning-Ferris Industries of the South Atlantic, Care CPA, ElectriCities of NC, Hertz Corp., NC Enterprise Corp., Association of International Automobile Manufacturers, International Paper, Martin Marietta Materials, Merck Medco Managed Care, North Carolina Municipal Gas Association, North Carolina Obstetrical & Gynecological Society, North Carolina Orthopaedic Assn., SCI North Carolina Funeral Services, Southern Assisted Living, North Carolina Assn. of Textile Services, the Towns of Cary and Pineville, Unisys Corp., MultiState Associates on behalf of United Consumers Club, U.S. Tobacco Public Affairs, and Winston-Salem/Forsyth County Board of Education.	10	8	8	9	30	n/a	n/a	n/a	yes	yes
BRADLEY T. ADCOCK, representing Blue Cross and Blue Shield of North Carolina.	11	34	44	n/a	n/a	n/a	n/a	n/a	no	no
LESLIE H. BEVACQUA, representing North Carolina Citizens for Business & Industry.	12	27	31	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 the NC chapter of the American Institute of Architects, AMP Inc., NC Associated Industries, NC Automobile Dealers Association, Carolina/Virginia Dairy Products Assn., North Carolina Assn. of Certified Public Accountants, IBM, NC Assn. of Premium Services Companies, NC Retail Pharmacy Association, Soap & Detergent Assn., Southeastern Ministers Assn., Strates Shows, Theater Owners of NC and SC, and the Wine Institute.	13	14	4	3	2	2	1	2	yes	yes

	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
S. ELLIS HANKINS, representing the North Carolina League of Municipalities.	14	36	6	13	29	n/a	n/a	n/a	no	yes
J. MICHAEL CARPENTER, representing the North Carolina Home Builders Association.	15	11	29	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 ASARCO, AT&T Corp., CarMax Auto Superstores, the City of Reidsville, Coastal Conservation Association of North Carolina, the Committee on State Taxation, Container Management Services, Data West Corp., Duke University, Fox Corp., Intangibles Taxpayers United, JM Family Enterprises, New York Life Insurance, Novartis Pharmaceuticals, Philip Morris, PPG Industries, Thomas Built Buses, and Wellpath of Carolina.	16	50 (tie)	n/a	n/a	n/a	n/a	n/a	n/a	yes	yes
D.G. MARTIN JR., then representing the University of North Carolina System. Mr. Martin resigned from this position to run for the 1998 Democratic nomination for the U.S. Senate.	17	43 (tie)	20	n/a	n/a	n/a	n/a	n/a	no	yes
JOHN I. WILSON, representing the North Carolina Association of Educators (NCAE).	18	32 (tie)	27	n/a	n/a	n/a	n/a	10 (tie)	no	no
KEN EUDY, of the Raleigh lobbying firm Capital Strategies, representing Blue Cross Blue Shield of North Carolina, Healthsource North Carolina, the North Carolina Press Association, Professional Fire Fighters of North Carolina, Rex Healthcare, and Wake County Community Low Pressure Pipe Emergency Task Force.	19	23	n/a	n/a	n/a	n/a	n/a	n/a	no	no
WILLIAM A. PULLY, representing the North Carolina Hospital Association.	20	12	9	15	15 (tie)	30	n/a	n/a	no	yes

	<u>1997-98</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>	former legislator	lawyer
B. DAVIS HORNE JR., of the Raleigh law firm Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Apple Computer, CP&L, Coalition for Financial Market Equity, DuPont Pharmaceutical, North Carolina Financial Services Assn., West Publishing Corp., NC Medical Society, National Assn. of Independent Insurers, North Carolina Troopers Assn., North Carolina Assn. of Independent Schools, The Polk Company, North Carolina Assn. of Property & Casualty Insurance Companies, and Waste Management of the Carolinas.	21	22	n/a	33	32	n/a	n/a	n/a	no	yes
FRAN PRESTON, representing the NC Retail Merchants Assn., Medical Equipment Services, and the NC Tire Dealers and Retreaders Association.	22	n/a	50	25	19	27	n/a	n/a	no	no
SUSAN R. VALAURI, representing Nationwide Insurance Company.	23	29	28	14	34	n/a	n/a	n/a	no	no
ROSLYN S. SAVITT, representing the American Civil Liberties Union of North Carolina, the North Carolina Coalition Against Domestic Violence, the North Carolina Child Care Coalition, and the North Carolina chapter of the National Organization for Women (NC NOW).	24	37	17	12	15 (tie)	19	n/a	n/a	no	no
JOSEPH MCCLEES, of the New Bern lobbying firm McClees Consulting, representing American Farmers of the Sea, Environmental Professionals Assn., the North Carolina Firearms Dealers Group, the Good Neighbors Association of North Carolina, the North Carolina Industrial Hygiene Council, the Law Enforcement Legislative Commission of North Carolina, the North Carolina Portable Toilet Group, Self Storage Assn., the North Carolina Septic Tank Assn., Smokeless Tobacco Council, the North Carolina Technological Development Authority, the Winston-Salem Professional Fire Fighters Assn., the NC Burley Warehousemen, and Wackenhut Corrections Corp.	25	16	n/a	n/a	n/a	n/a	n/a	n/a	no	no
P. E. "GENE" UPCHURCH III, representing Carolina Power and Light Company.	26	n/a	22	n/a	n/a	n/a	n/a	n/a	no	no

	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
CHRIS A. VALAURI, representing the North Carolina Beer and Wine Wholesalers Assn.	27	35	49	22	31	n/a	n/a	n/a	no	no
ANDREW L. ROMANET, JR., representing the North Carolina League of Municipalities.	28	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, the North Carolina Association of Nurse Anesthetists, the North Carolina State Optometric Society, the North Carolina Dental Hygienists Association, Management Concepts Inc., and the North Carolina Association of Teacher Assistants.	29	31	14	17 (tie)	n/a	n/a	n/a	n/a	no	no
BRAD WILSON, representing Blue Cross and Blue Shield of North Carolina and North Carolina Railroad Company.	30	15	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
HARRISON J. "HARRY" KAPLAN, representing Doctors Health Plan, the Food Bank of North Carolina, the Kaiser Foundation Health Plan of North Carolina, Maxicare of North Carolina, Professional Fire Fighters of NC, QualChoice of North Carolina and The Wellness Plan of NC.	31	18	21	n/a	n/a	n/a	n/a	n/a	no	yes
LAWRENCE A. BEWLEY, of the Raleigh lobbying firm Lawrence Bewley & Associates, representing American Express, ASARCO, AT&T, Cash America International, the North Carolina Charitable Bingo Association, Merck and Company, R. J. Reynolds Tobacco Company, Sikorsky Aircraft, and JM Family Enterprises.	32	13	16	30	n/a	n/a	n/a	n/a	no	no
C. RONALD AYCOCK, representing the North Carolina Assn. of County Commissioners.	33	21	12	11	14	9	17	15	no	yes
CRAIG J. SOUZA, representing the North Carolina Health Care Facilities Assn.	34	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

	<u>1997-98</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>	former legislator	lawyer
ALICE D. GARLAND, representing ElectriCities of North Carolina.	35	41	34	26 (tie)	6	n/a	n/a	n/a	no	no
ANN Q. DUNCAN, of the Raleigh office of the law firm Womble, Carlyle, Sandridge & Rice, representing AT&T, the Coastal Conservation Assn. of North Carolina, Container Management Services, Data West Corp., JM Family Enterprises, the NC Association of Launderers and Cleaners, Novartis Pharmaceuticals Corp., the North Carolina Passenger Safety Assn., PPG Industries, Thomas Built Buses, Wellpath of Carolina, and MultiState Associates on behalf of the Association of Health Information Outsourcing Services, Goodyear Tire & Rubber Co., and Pasteur Merieux Connaught.	36	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
DEBORAH K. ROSS, representing the American Civil Liberties Union of North Carolina.	37	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
JERRY F. SCHILL, representing the North Carolina Fisheries Association.	38	45	n/a	n/a	n/a	n/a	n/a	n/a	no	no
LYNN R. HOLMES, representing BellSouth Telecommunications, Inc.	39	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
JO ANN P. NORRIS, representing the Public School Forum of North Carolina, Inc.	40	n/a	30	24	38	31	18	n/a	no	no
THOMAS A. MORROW, representing Sprint.	41	17	35	23	n/a	n/a	n/a	n/a	no	no
EDWIN WOODHOUSE, representing the North Carolina Poultry Federation.	42	32 (tie)	n/a	31 (tie)	n/a	n/a	n/a	n/a	no	no
W. EUGENE AINSWORTH , representing R. J. Reynolds Tobacco Company.	43	28	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

	<u>1997-98</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>former legislator</u>	<u>lawyer</u>
THOMAS J. HARRELSON, representing the North Carolina Automobile Dealers Association, the North Carolina Association of Certified Public Accountants, the City of Hickory, Catawba Memorial Hospital, Enterprise Rent-a-Car, Martin Marietta Materials, Nalle Clinic, North Carolina Retail Pharmacy Association, and Southeastern Ministers Assn.	44	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
JENNIE DORSETT, representing the North Carolina Association of Health Plans, the North Carolina Athletic Trainers Association, the North Carolina Check Cashers Association, U.S. Corrections Corp., the North Carolina Outdoor Advertising Association, and North Carolina Restaurant Association.	45	50 (tie)	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
DURWARD F. "BUTCH" GUNNELLS, representing the North Carolina Soft Drink Association.	46	24	42	n/a	n/a	13	n/a	n/a	no	yes
LOU B. WILSON, representing the North Carolina Association of Long Term Care Facilities.	47	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
KEITH R. HUNDLEY, representing Weyerhaeuser Company.	48	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
GEORGE TEAGUE, of the Raleigh law firm Moore & Van Allen, representing Alamo Rent-A-Car, Alliance for Managed Care, Alliance of American Insurers, Bernard Haldane Associates, Bombardier/Canadair, Champion International Corp., The Cogdell Group, the North Carolina Distillers League, the North Carolina Association of Electric Cooperatives, the North Carolina Insurance Guaranty Association, ISC Realty Corp., Mid Atlantic Medical Services, Mortgage Bankers Association of the Carolinas, and Volume Services.	49	n/a	37	26 (tie)	n/a	n/a	n/a	n/a	no	yes
WILLIAM J. BROOKS, JR., representing the North Carolina Family Policy Council.	50	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no



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The Center was formed in 1977 by a diverse group of private citizens "for the purpose of gathering, analyzing, and disseminating information concerning North Carolina's institutions of government." It is a nonpartisan organization guided by a self-elected Board of Directors and has individual and corporate members across the state.

Center projects include the issuance of special reports on major policy questions; the publication of a magazine called *North Carolina Insight*; joint productions of public affairs radio programs with WUNC-FM and public radio stations in North Carolina; and the regular participation of members of the staff and the Board in public affairs programs around the state. The Center's research combines the thoroughness of scholarly research with the readability of good journalism. In each Center publication, we try to amplify conflicting ideas on the subject under study and to reach conclusions based on sound rationalization of these competing ideas.

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