Wisconsin Ethics Board

In-depth Analysis of

Lobbying in Wisconsin

2005-2006

To view this report online and in color, visit:

http://ethics.state.wi.us
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A message from the Ethics Board’s Director, Roth Judd

The Wisconsin Ethics Board administers the most far reaching lobbying disclosure laws in the United States. Unlike many states where lobbyists may routinely purchase meals and entertainment for officials, Wisconsin law forbids lobbyists and the organizations that employ them to provide meals, drinks, lodging, transportation, or other items or services to Wisconsin’s officials. Wisconsin has expressly banned lobbyists from entertaining legislators since 1957. Wisconsin leads the nation in forbidding special interest groups from providing favors to elected officials.

Wisconsin’s lobbying disclosure law has permitted the Ethics Board to compile this report, which complements the Board’s award-winning Eye on Lobbying website (http://ethics.state.wi.us).

In 2000, the prestigious Innovations in American Government Awards program sponsored by Harvard University and the Ford Foundation hailed the Wisconsin Ethics Board’s Eye on Lobbying website as one of the 25 most significant innovations in American government.

In 2002, four prestigious organizations joined to name the Wisconsin Ethics Board’s Eye on Lobbying website the recipient of the 2002 Public Integrity Award. The Award pays tribute to an organization that has made outstanding contributions to responsible conduct in public service. This award was presented by the Council of State Governments, the American Society for Public Administration, the International City/County Management Association, and the Council on Governmental Ethics Laws.
OVERVIEW

Every organization that pays a person to try to influence the actions of Wisconsin’s legislature on a regular basis provides the Wisconsin Ethics Board each January and July with a statement of its lobbying activities and expenditures.

To the extent that the payments pertain to lobbying, an organization reports:

- Payments and obligations to contract lobbyists.
- Compensation to in-house lobbyists (including fringe benefits).
- Compensation to officers, directors, and non-clerical employees who, although not lobbyists, assist the organization’s lobbying effort.
- Overhead.
- Travel and living expenses.
- Purchase of research, printing, advertising, and other items and services.

An organization also reports:

- Payments or reimbursements to state officials.
- The names of non-clerical employees who communicated with state officials on behalf of the organization.

CONTENTS OF THIS REPORT

   - The Big Players
   - The Regulars
   - The Up and Comers
   - The Big Issues
     ⇒ A Detailed Look at the Biggest Issues
   - 2005-07 Biennial Budget
     ⇒ A Detailed Look at the Biggest Issues
   - The Sectors Lobbying
   - The Big Lobbying Firms
   - A Historical Look

2. Lobbying by the numbers (fun facts and comparisons)

3. Graphs and Charts
The lobbying program administered by the Wisconsin Ethics Board is the only program in the country that provides citizens information about the businesses and organizations trying to influence the legislature, what they are lobbying about, and the time and money each is devoting to these matters. Organizations employing lobbyists recently reported to the Ethics Board their lobbying expenditures for the 2005-2006 legislative session. The Ethics Board can now offer this report of lobbying activity for all of the 2005-2006 legislative session.

THE BIG PLAYERS
(visually displayed on CHART A)

The organizations that reported spending the most during the 2005-2006 legislative session, were:

- Wisconsin Manufacturers & Commerce $1,591,931
- Wisconsin Education Association Council $1,533,186
- Wisconsin Hospital Association Inc (WHA) $1,532,927
- Wisconsin Independent Businesses Inc $1,103,747
- Wisconsin Merchants Federation $1,088,632
- Wisconsin Farm Bureau Federation $1,084,664
- Forest County Potawatomi Community $860,260
- Arjo Wiggins Appleton Limited $843,677
- Wisconsin Insurance Alliance $755,313
- Wisconsin Energy Corporation $722,367
- Wisconsin Counties Association $720,284
- Aurora Health Care Inc $653,069
- Philip Morris Incorporated $561,968
- Georgia-Pacific Corporation $496,626
- Wisconsin Property Taxpayers Inc $492,844
- AFSCME Council 11 $485,810
- Planned Parenthood Advocates of Wisconsin $484,721
- Wisconsin Medical Society $474,241
- Northern States Power d/b/a Xcel Energy $435,664
- Wisconsin Realtors Association $426,157
- Wisconsin Rental Dealers Association $419,880
- Marshfield Clinic $401,284
- AT&T Wisconsin (formerly SBC) $400,277
- Wisconsin Association of School Boards Inc $390,674
- Milwaukee County $388,352
- Wisconsin Builders Association $386,976
- Wisconsin Petroleum Marketers & Convenience Store Association, Inc. $386,272
- National Federation of Independent Business $376,714
- AARP $370,556
- City of Milwaukee $369,134
- American Cancer Society $364,727
- Wisconsin Transportation Builders Association $354,375
During the 2005-2006 legislative session:

**Wisconsin Education Association Council (WEAC)** devoted 11% of its lobbying-related time to the Taxpayer Bill of Rights and 21% of its lobbying-related time on the Department of Public Instruction’s budget.

**Wisconsin Hospital Association** devoted 24% of its lobbying-related time to medical malpractice issues and 24% of it lobbying-related time to the Department of Health and Family Services’ Medical Assistance portion of their budget.

**Forest County Potawatomi Community** devoted 57% of its lobbying-related time to legislative approval of gaming compacts.

**Up and Comers**

There was little change in the organizations that are traditionally among the biggest spenders over the two-year legislative session. However when looking at the last six-months of the legislative session two organizations that traditionally are not among the biggest spenders ranked fifth and sixth in total dollars expended between July and December 2006.

<table>
<thead>
<tr>
<th>Organization</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wisconsin Hospital Association Inc (WHA)</td>
<td>$307,979</td>
</tr>
<tr>
<td>Wisconsin Independent Businesses Inc</td>
<td>$301,056</td>
</tr>
<tr>
<td>Wisconsin Farm Bureau Federation</td>
<td>$289,498</td>
</tr>
<tr>
<td>Wisconsin Merchants Federation</td>
<td>$273,870</td>
</tr>
<tr>
<td><strong>Citizen Action of Wisconsin (formerly Wisconsin Citizen Action)</strong></td>
<td><strong>$226,294</strong></td>
</tr>
<tr>
<td>Wisconsin Laborers District Council</td>
<td><strong>$201,766</strong></td>
</tr>
<tr>
<td>Wisconsin Manufacturers &amp; Commerce</td>
<td>$183,544</td>
</tr>
<tr>
<td>Wisconsin Energy Corporation</td>
<td>$180,435</td>
</tr>
<tr>
<td>Aurora Health Care Inc</td>
<td>$164,561</td>
</tr>
<tr>
<td>Wisconsin Counties Association</td>
<td>$155,824</td>
</tr>
<tr>
<td>Wisconsin Property Taxpayers Inc</td>
<td>$139,534</td>
</tr>
<tr>
<td>AFSCME Council 11</td>
<td>$135,119</td>
</tr>
<tr>
<td>Wisconsin Education Association Council</td>
<td>$134,174</td>
</tr>
</tbody>
</table>

**Citizen Action of Wisconsin** devoted 100% of its lobbying-related time to health care coverage issues during the last six-months of 2006.

**Wisconsin Laborers District Council** devoted 72% of its lobbying-related time to “transportation funding and related issues being considered by the Select Committee on the Road to the Future.”
The bills, apart from the state budget, that lobbying organizations reported having lobbied on the most in the 2005-2006 legislative session were:

<table>
<thead>
<tr>
<th>Issue</th>
<th>Lobbying Organizations</th>
<th>Total Hours (Time equivalent to one person working a full time job for 7 years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taxpayers' Protection Act (TPA)</td>
<td>Assembly Joint Resolution 77, Senate Joint Resolution 63, Assembly Joint Resolution 40, Assembly Joint Resolution 71</td>
<td>14,750</td>
</tr>
<tr>
<td>Environmental claims under general liability insurance policies</td>
<td>Assembly Bill 222, Senate Bill 356, Senate Bill 137</td>
<td>8,400</td>
</tr>
<tr>
<td>Recovery of non-economic damages in medical malpractice cases</td>
<td>Assembly Bill 766, Assembly Bill 1073, Assembly Bill 960, Senate Bill 393</td>
<td>5,400</td>
</tr>
<tr>
<td>Carrying of concealed weapons</td>
<td>Senate Bill 403, Assembly Bill 763, Assembly Bill 561</td>
<td>5,000</td>
</tr>
<tr>
<td>Ethanol requirements in automotive gasoline</td>
<td>Assembly Bill 15, Senate Bill 15</td>
<td>5,000</td>
</tr>
</tbody>
</table>
The most lobbied piece of legislation during the 2005-2006 legislative session, apart from the state budget, was the **Taxpayers' Protection Act**. Organizations devoted more than 14,750 hours to lobbying on the proposals.

Taking all of this into account, more than 14,750 hours were devoted to lobbying on the Taxpayers Protection Act.

The biggest players were:
- Wisconsin Property Taxpayers Inc (4,520 hrs) (for)
- Wisconsin Education Association Council (940 hrs) (against)
- Americans for Prosperity (633 hrs) (for)
- AARP (532 hrs) (against)
- Wisconsin Professional Police Association (425 hrs) (against)
- Wisconsin Realtors Association (404 hrs) (against)
- Wisconsin Counties Association (404 hrs) (against)
- Wisconsin Alliance of Cities Inc (502 hrs) (against)
- Wisconsin State AFL-CIO (151 hrs) (against)
- Wisconsin Hospital Association Inc (WHA) (271 hrs) (against)

**Assembly Joint Resolution 77**  
Creating a revenue limit for the state and local governmental units

Did not pass both houses

124 organizations lobbied this bill
5 - for
93 - against
13 - undecided/had reservation
13 - position not disclosed

**Assembly Joint Resolution 40**  
Spending limits for the state, school districts, and local governmental units

Did not pass both houses

28 organizations lobbied this bill
2 - for
25 - against
0 - undecided/had reservation
1 - position not disclosed

**Assembly Joint Resolution 71**  
Spending limits for the state, school districts, technical college districts and local governmental units

Did not pass both houses

6 organizations lobbied this bill
1 - for
3 - against
0 - undecided/had reservation
2 - position not disclosed
Other bills receiving the attention of lobbying organizations related to: Environmental Claims; Medical Malpractice Cases; and Concealed Carry.

Organizations devoted more than 8,400 hours to lobbying **Environmental Claims Issues.** The biggest players were:
- Arjo Wiggins (3,711 hrs) (undecided)
- Georgia Pacific Corporation (1,576 hrs) (for)
- Wisconsin Insurance Alliance (957 hrs) (against)
- Sentry Insurance (354 hrs) (against)

Organizations devoted more than 5,400 hours to lobbying **Medical Malpractice Issues.** The biggest players were:
- Wisconsin Hospital Association (1,628 hrs) (for)
- Wisconsin Medical Society (1,277 hrs) (for)
- Wisconsin Academy of Trial Lawyers (1,014 hrs) (against)

Organizations devoted more than 2,400 hours to lobbying **Concealed Carry.** The biggest players were:
- Wisconsin Second Amendment Foundation (1,575 hrs) (for)
- Wisconsin Gun Rights Foundation (1,014 hrs) (against)
- Wisconsin Law Enforcement Officers Association (957 hrs) (against)
- Wisconsin Police Benevolent Association (844 hrs) (against)
- Wisconsin State Troopers Association (420 hrs) (against)
Organizations devoted more than 5,000 hours to lobbying **Concealed Carry Issues.** The biggest players were:

- **Wisconsin Gun Owners** (2,198 hrs) *(undecided)*
- **National Rifle Association – Inst. For Legislative Action** (627 hrs) *(for)*
- **Wisconsin Sheriffs and Deputy Sheriffs Association** (242 hrs) *(against)*
- **Dane County** (200 hrs) *(undecided)*

Organizations devoted more than 5,000 hours to lobbying **Ethanol Requirements in Automotive Gasoline.** The biggest players were:

- **Flint Hills Resources** (1,025 hrs) *(not disclosed)*
- **Wisconsin Ethanol Producers** (965 hrs) *(for)*
- **Wisconsin Corn Growers Association** (888 hrs) *(for)*
- **Marathon Oil** (358 hrs) *(undecided)*
- **Wisconsin Federation of Cooperatives** (315 hrs) *(for)*
- **American Petroleum Institute** (305 hrs) *(against)*

**Assembly Bill 763**

- **Concealed weapon, possessing or transporting a firearm under certain circumstances**
- **Did not pass both houses**
- **63 organizations lobbied this bill**
  - 5 - for
  - 36 - against
  - 14 - undecided/had reservation
  - 8 - position not disclosed

**Assembly Bill 561**

- **CARRYING OF CONCEALED WEAPONS BY OUT-OF-STATE AND RETIRED LAW ENFORCEMENT OFFICERS**
- **Did not pass both houses**
  - **8 organizations lobbied this bill**
  - 3 - for
  - 2 - against
  - 2 - undecided/had reservation
  - 15 - position not disclosed

**Assembly Bill 15**

- **Ethanol requirements in automotive gasoline**
- **Did not pass both houses**
  - **69 organizations lobbied this bill**
  - 23 - for
  - 16 - against
  - 7 - undecided/had reservation
  - 23 - position not disclosed

**Senate Bill 403**

- **CARRYING OF CONCEALED WEAPONS, POSSESSING OR TRANSPORTING A FIREARM UNDER CERTAIN CIRCUMSTANCES**
- **Vetoed in whole by the Governor**
- **65 organizations lobbied this bill**
  - 4 - for
  - 36 - against
  - 10 - undecided/had reservation
  - 15 - position not disclosed

**Assembly Bill 561**

- **Ethanol requirements in automotive gasoline**
- **Did not pass both houses**
  - **29 organizations lobbied this bill**
  - 8 - for
  - 2 - against
  - 2 - undecided/had reservation
  - 17 - position not disclosed
The most lobbied piece of legislation during the 2005-2006 legislative session was the biennial budget. Organizations devoted more than 47,000 hours to lobbying on that biennial budget.

The most lobbied areas of the state budget in 2005 were:

- Health and Family Services: Medical Assistance 288
- Public Instruction: Categorical Aids 45
- General Fund Taxes 44
- Shared Revenue and Property Tax Relief: Property Taxation 43
- Public Instruction: Revenue Limits 42
- Revenue: Tax Administration 40
- Public Instruction: General School Aids 40
- Health and Family Services: Health 39
- Transportation: Local Transportation Aid 37
- Health and Family Services: Family Care and Other Community-Based Long-Term Care Programs 33
- Transportation: Transportation Finance 31
- Health and Family Services: Prescription Drug Assistance 28

The biggest players were:

- Wisconsin Education Association Council 2,215 hrs
- Milwaukee County 1,886 hrs
- Wisconsin Hospital Association Inc (WHA) 1,638 hrs
- Wisconsin Association of School Boards Inc 1,566 hrs
- Wisconsin Property Taxpayers Inc 1,547 hrs
- AARP 1,318 hrs
- Wisconsin Counties Association 1,318 hrs
- Pharmacy Society of Wisconsin 1,196 hrs
- Wisconsin Independent Businesses Inc 1,130 hrs

Wisconsin Education Association Council (WEAC) devoted 21% of its lobbying time attempting to influence the Department of Public Instruction’s budget.

Milwaukee County devoted 29% of its lobbying time attempting to influence a dozen budget bill subjects.

Wisconsin Hospital Association (WHA) devoted 18% of its lobbying time to the Medical Assistance portion of the Department of Health and Family Services’ budget.

Wisconsin Association of School Boards devoted 18% of its lobbying time attempting to influence the Department of Public Instruction’s budget.
The most lobbied area of the biennial budget in 2005 was the Medical Assistance portion of the Department of Health and Family Service’s budget, with organizations devoting more than 11,500 hours.

The biggest players devoting more than 200 hours were:

- Wisconsin Hospital Association 1,639 hrs
- Pharmacy Society of Wisconsin 1,197 hrs
- Wisconsin Association of Homes & Services for the Aging Inc 625 hrs
- Wisconsin Association of Health Plans 500 hrs
- Aurora Health Care Inc 495 hrs
- Wisconsin Health Care Association Inc 482 hrs
- Wisconsin Association of Health Care Association 442 hrs
- Marshfield Clinic 357 hrs
- AARP 264 hrs
- Planned Parenthood Advocates of Wisconsin 241 hrs
- Affinity Health System 217 hrs
- Wheaton Franciscan Healthcare 217 hrs
- Beverly Healthcare 203 hrs
- Extendicare Health Services Inc 203 hrs
- FiveStar Quality Care Inc 203 hrs
- Kindred Healthcare 203 hrs

Organizations spent considerable lobbying effort on the budget’s treatment of Categorical Aids, General Fund Taxes, Shared Revenue and Property Tax Relief (specifically Property Taxation), and Revenue Limits. That portion of the budget dealing with Categorical Aids was the second most lobbied portion of the budget (1,800 hours).

Public Instruction: Categorical Aids
The biggest players devoting more than 200 hours were:

- NoVo Foundation 468 hrs
- Wisconsin Education Association Council 253 hrs
- Wisconsin Council of Churches 213 hrs

General Fund Taxes was the third most lobbied portion of the biennial budget with more than 1,700 hours being devoted to lobbying.

General Fund Taxes
The biggest player devoting more than 200 hours was:

- Wisconsin Independent Businesses Inc 1,130 hrs
The portion of the budget bill dealing with property taxation was the subject of more than 1,700 hours of lobbying, the fourth most lobbied portion of the budget.

Shared Revenue: Property Taxation
The biggest players devoting more than 200 hours were:
- Wisconsin Counties Association 527 hrs
- Wisconsin Property Taxpayers Inc 516 hrs

The portion of the budget bill dealing with revenue limits was the subject of more than 1,600 hours of lobbying, the fifth most lobbied portion of the budget.

Public Instruction: Revenue Limits
The biggest players devoting more than 200 hours were:
- Wisconsin Association of School Boards Inc 437 hrs
- Wisconsin Education Association Council 253 hrs
- Wisconsin Property Taxpayers Inc 516 hrs

THE SECTORS LOBBYING
(visually displayed on CHARTS E and F)

The Ethics Board requires each organization that registers with the Board to designate a specific sector that best represents the organization. Lobbying organizations are divided into the following categories and the respective number of lobbying organizations along with the sector’s total time and expenditures is listed for each:

<table>
<thead>
<tr>
<th>Sector</th>
<th># of orgs</th>
<th>Total Expenditures</th>
<th>Average Expenditures</th>
<th>Total Time</th>
<th>Average Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industry, Trade, or Professional Association</td>
<td>268</td>
<td>$23.5 million</td>
<td>$87,000</td>
<td>195,000 hrs</td>
<td>729 hrs</td>
</tr>
<tr>
<td>Business Entities</td>
<td>263</td>
<td>$18.4 million</td>
<td>$69,900</td>
<td>104,000 hrs</td>
<td>395 hrs</td>
</tr>
<tr>
<td>Charitable/Religious/Civic/Other Not For Profit</td>
<td>154</td>
<td>$7.4 million</td>
<td>$48,000</td>
<td>87,000 hrs</td>
<td>567 hrs</td>
</tr>
<tr>
<td>Governmental</td>
<td>40</td>
<td>$5.3 million</td>
<td>$133,000</td>
<td>57,800 hrs</td>
<td>1,400 hrs</td>
</tr>
<tr>
<td>Labor Union</td>
<td>29</td>
<td>$3.4 million</td>
<td>$119,700</td>
<td>27,000 hrs</td>
<td>939 hrs</td>
</tr>
<tr>
<td>Individual</td>
<td>2</td>
<td>$151,500</td>
<td>$75,687</td>
<td>315 hrs</td>
<td></td>
</tr>
</tbody>
</table>
Lobbying organizations may choose to authorize an employee to lobby on the organization’s behalf or the organization may enter into a contractual relationship with a private lobbying firm that specializes in lobbying. Lobbying organizations paid more than $26.8 million to lobbying firms to represent them before the legislature and state agencies.

Lobbying organizations paid the following lobbying firms the most to lobby on their behalf during the 2005-2006 legislative session.

<table>
<thead>
<tr>
<th>Lobbying firm</th>
<th># of clients</th>
<th># of lobbyists</th>
<th>Hours reported by lobbyists</th>
<th>Dollars paid to the firm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broydrick &amp; Associates</td>
<td>62</td>
<td>13</td>
<td>14,600 hrs</td>
<td>$2.7 million</td>
</tr>
<tr>
<td>The Hamilton Consulting Group</td>
<td>33</td>
<td>5</td>
<td>22,200 hrs</td>
<td>$2.0 million</td>
</tr>
<tr>
<td>Capitol Consultants Inc</td>
<td>29</td>
<td>5</td>
<td>4,500 hrs</td>
<td>$1.6 million</td>
</tr>
<tr>
<td>Quarles &amp; Brady</td>
<td>47</td>
<td>6</td>
<td>6,200 hrs</td>
<td>$1.5 million</td>
</tr>
<tr>
<td>Martin Schreiber &amp; Associates Inc</td>
<td>20</td>
<td>8</td>
<td>4,600 hrs</td>
<td>$1.5 million</td>
</tr>
<tr>
<td>Foley &amp; Lardner</td>
<td>22</td>
<td>7</td>
<td>2,900 hrs</td>
<td>$1.4 million</td>
</tr>
<tr>
<td>Essie &amp; Kammer Group</td>
<td>30</td>
<td>6</td>
<td>5,000 hrs</td>
<td>$1.2 million</td>
</tr>
<tr>
<td>DeWitt Ross &amp; Stevens SC</td>
<td>47</td>
<td>9</td>
<td>5,000 hrs</td>
<td>$1.0 million</td>
</tr>
<tr>
<td>Whyte Hirschbock Dudek LLC</td>
<td>27</td>
<td>6</td>
<td>4,500 hrs</td>
<td>$1.0 million</td>
</tr>
</tbody>
</table>

A Historical Look

How does the $58.1 million that businesses and organizations spent in the 2005-2006 legislative session to influence legislation compare with lobbying expenditures during past legislative sessions?

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
<th>Year</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005-2006</td>
<td>$58.1 million</td>
<td>2005-2006</td>
<td>472,000 hours</td>
</tr>
<tr>
<td>2003-2004</td>
<td>$48.8 million</td>
<td>2003-2004</td>
<td>442,000 hours</td>
</tr>
<tr>
<td>2001-2002</td>
<td>$46.7 million</td>
<td>2001-2002</td>
<td>445,000 hours</td>
</tr>
<tr>
<td>1999-2000</td>
<td>$44.4 million</td>
<td>1999-2000</td>
<td>426,000 hours</td>
</tr>
<tr>
<td>1997-1998</td>
<td>$41.8 million</td>
<td>1997-1998</td>
<td>529,000 hours</td>
</tr>
<tr>
<td>1995-1996</td>
<td>$37.8 million</td>
<td>1995-1996</td>
<td>524,000 hours</td>
</tr>
<tr>
<td>1993-1994</td>
<td>$35.4 million</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1991-1992</td>
<td>$32.5 million</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1 Beginning January 1, 1999, a lobbying organization no longer reported the time its clerical employees and unpaid volunteers devoted to lobbying.
Unless the content indicates otherwise, these numbers are derived from lobbying activities and expenditures reported to the Ethics Board by organizations employing lobbyists during the 2005-2006 and 2003-2004 legislative sessions:

<table>
<thead>
<tr>
<th></th>
<th>2005-2006</th>
<th>2003-2004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total lobbying-related</td>
<td>58.1 million</td>
<td>48.8 million</td>
</tr>
<tr>
<td>expenditures</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Largest lobbying expenditure by one organization (WMC)</td>
<td>1.6 million</td>
<td>1.4 million</td>
</tr>
<tr>
<td>Number of organizations that reported spending more than $750,000 dollars</td>
<td>9</td>
<td>8</td>
</tr>
<tr>
<td>Average lobbying expenditure reported</td>
<td>77,000</td>
<td>74,000</td>
</tr>
<tr>
<td>Median lobbying expenditure reported</td>
<td>32,000</td>
<td>34,800</td>
</tr>
<tr>
<td>Multiple by which the organization with the largest lobbying expenditures exceeded the median lobbying expenditure</td>
<td>50</td>
<td>40</td>
</tr>
<tr>
<td>Number of organizations that spent more than half a million dollars lobbying</td>
<td>755</td>
<td>707</td>
</tr>
<tr>
<td>Number of organizations that spent less than $25,000 lobbying</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td>Percentage of total lobbying expenditures for which the top 10 organizations accounted</td>
<td>322</td>
<td>333</td>
</tr>
<tr>
<td>Average lobbying expenditures per legislator, if evenly distributed between the 132 legislators (Assembly 99; Senate 33)</td>
<td>440,000</td>
<td>370,000</td>
</tr>
<tr>
<td>Average lobbying expenditures per Wisconsin resident, if evenly distributed</td>
<td>472,000</td>
<td>442,000</td>
</tr>
<tr>
<td>Median number of hours organizations devoted to lobbying-related matters during the legislative session</td>
<td>217</td>
<td>244</td>
</tr>
<tr>
<td>Average number of hours devoted to lobbying each business day</td>
<td>625</td>
<td>673</td>
</tr>
<tr>
<td>Number of years a person would need to work a full-time job (without vacation) to equal the number of hours spent lobbying in Wisconsin in the 2005-2006 session</td>
<td>226</td>
<td>213</td>
</tr>
<tr>
<td>Portion of organizations opting to file semi-annual lobbying reports online</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Number of lobbying organization failing to submit reports of lobbying activities of expenditures</td>
<td>zero</td>
<td>zero</td>
</tr>
<tr>
<td>Number of lobbyists who were licensed to lobby for only one organization</td>
<td>667</td>
<td>677</td>
</tr>
<tr>
<td>Number of lobbyists who were licensed to lobby for more than one organization</td>
<td>148</td>
<td>140</td>
</tr>
<tr>
<td>Number of bills and resolutions introduced</td>
<td>2,243</td>
<td>1,816</td>
</tr>
<tr>
<td>Percentage of lobbying time for which the state budget accounted</td>
<td>10</td>
<td>12</td>
</tr>
</tbody>
</table>

Source for all information is the Wisconsin Ethics Board, unless otherwise noted below. Some numbers are rounded.


ii Based on 260 work days per year
Lobbying in Wisconsin 2005-2006
Organizations (total dollars)

Source: State of Wisconsin Ethics Board
2/21/2007

- Wisconsin Manufacturers & Commerce
- Wisconsin Education Association Council
- Wisconsin Hospital Association Inc (WHA)
- Wisconsin Independent Businesses Inc
- Wisconsin Merchants Federation
- Wisconsin Farm Bureau Federation
- Forest County Potawatomi Community
- Arjo Wiggins Appleton Limited
- Wisconsin Insurance Alliance
- Wisconsin Energy Corporation
- Wisconsin Counties Association

11 organizations spent $720,000 or more
368 organizations spent from $25,000 to $720,000
378 organizations (half) spent less than $25,000

Median $32,000

Source: State of Wisconsin Ethics Board
2/21/2007
Lobbying in Wisconsin 2005-2006
Organizations (total hours)

Source: State of Wisconsin Ethics Board
2/21/2007

CHART B
Lobbying in Wisconsin 2005-2006
Bills (other than budget)

Source: State of Wisconsin Ethics Board
2/21/2007

CHART C

Four most lobbied bills and resolutions (other than budget)

2,239 other bills

Assembly Joint Resolution 77
Assembly Bill 222
Assembly Bill 15
Senate Joint Resolution 63
Lobbying in Wisconsin 2005-2006
2005-07 biennial budget

Source: State of Wisconsin Ethics Board
2/21/2007

CHART D

Health and Family Services: Medical Assistance

Total Hours

0 1,000 2,000 3,000 4,000 5,000 6,000 7,000 8,000 9,000 10,000 11,000 12,000 13,000 14,000

116 other budget subjects
Lobbying in Wisconsin 2005-2006
The 755 organizations lobbying Wisconsin's legislature and the sectors that they represent

<table>
<thead>
<tr>
<th>Sector</th>
<th># of Principals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Entity</td>
<td>263</td>
</tr>
<tr>
<td>Charitable / Religious / Civic / Other Not For Profit</td>
<td>154</td>
</tr>
<tr>
<td>Governmental</td>
<td>40</td>
</tr>
<tr>
<td>Individual</td>
<td>2</td>
</tr>
<tr>
<td>Industry, Trade or Professional Assn.</td>
<td>268</td>
</tr>
<tr>
<td>Labor Union</td>
<td>29</td>
</tr>
</tbody>
</table>

The average lobbying expenditure per organization was $77,000 (total expenditures divided by 755 organizations). This chart shows, by sector, organizations' average expenditures.

Lobbying in Wisconsin 2005-2006
How the $58.1 million spent lobbying in 2005-2006 was distributed among the sectors trying to influence government policy.

<table>
<thead>
<tr>
<th>Sector</th>
<th>Total Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Entity</td>
<td>18,400,000</td>
</tr>
<tr>
<td>Charitable / Religious / Civic / Other Not For Profit</td>
<td>7,400,000</td>
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<tr>
<td>Governmental</td>
<td>5,300,000</td>
</tr>
<tr>
<td>Individual</td>
<td>151,500</td>
</tr>
<tr>
<td>Industry, Trade or Professional Assn.</td>
<td>23,500,000</td>
</tr>
<tr>
<td>Labor Union</td>
<td>3,400,000</td>
</tr>
</tbody>
</table>

Source: State of Wisconsin Ethics Board
2/21/2007

CHART E
Lobbying in Wisconsin 2005-2006
The 755 organizations lobbying Wisconsin's legislature and the sectors that they represent

How the 472,000 hours devoted to lobbying in 2005-2006 was distributed among the sectors trying to influence government policy.

The average number of hours devoted to lobbying per organization was 623 hours (total hours divided by 755 organizations). This chart shows, by sector, organizations' average expenditures.

Source: State of Wisconsin Ethics Board 2/21/2007
Lobbying in Wisconsin 2005-2006
Where lobbying interests were focused (by hours)

Bills and resolutions: 37%
Topics not assigned a bill number, rule number or budget bill subject: 24%
2005-07 biennial budget subjects: 10%
Administrative rulemaking: 2%
Matters on which the organization made no lobbying communication: 6%
Time spent on matters each of which accounted for less than 10% of the organization's lobbying: 21%

Source: State of Wisconsin Ethics Board
2/21/2007