

# Lobbying And Time Expenditures

2007-2008 Legislative Session

July-December 2008

Northwestern Mutual

Description Of Totals And Expenditures	Hours Communicating	Hours Other	Dollars
<b>Contract Lobbyists</b>	<b>3.55</b>	<b>43.70</b>	<b>\$41,141.33</b>
Broydrick & Associates			\$23,141.33
Jodie Tierney	0.00	0.00	\$0.00
William Broydrick	1.55	25.70	\$0.00
Gregory Hubbard	2.00	18.00	\$0.00
Capitol Consultants Inc			\$18,000.00
William J McCoshen	0.00	0.00	\$0.00
Tony Langenohl	0.00	0.00	\$0.00
Comments:	Capitol Consultants = retainer		
<b>In-House Lobbyists</b>	<b>27.00</b>	<b>71.25</b>	<b>\$7,189.20</b>
Susan Callanan	23.50	55.25	\$5,132.14
Steven M Radke	3.50	16.00	\$2,057.06
Comments:			
<b>Non-Lobbyist Employees</b>	<b>7.00</b>	<b>8.00</b>	<b>\$1,816.56</b>
Comments:			
<b>Fringe Benefits<sup>1</sup></b>			<b>\$2,701.73</b>
<b>Overhead<sup>2</sup></b>			<b>\$3,512.25</b>
<b>Payments to Officials<sup>3</sup></b>			<b>\$0.00</b>
<b>Travel and Living Expenses</b>			
a) Lobbyist Employees			\$638.93
b) Non-Lobbyist Employees			\$0.00
<b>All Other Lobbying Expenses</b>			<b>\$0.00</b>
<b>Total Lobbying Time And Expenditures:</b>	<b>37.55 Hours</b>	<b>122.95 Hours</b>	<b>\$56,999.99</b>

Allocation of Lobbying Effort	Percent
<b>Legislative Proposals</b>	<b>0%</b>
<b>Budget Bill Subjects</b>	<b>0%</b>
<b>Administrative Rulemaking Proceedings</b>	<b>0%</b>
<b>Topics Not Yet Assigned A Bill Or Rule Number</b>	<b>30%</b>
Wisconsin Administrative Code Ins 6.20 (8) - Authorized investments of insurance companies	10 %
Mass Transit	20 %
<b>Minor Efforts</b>	<b>60%</b>
<b>All Other Matters</b>	<b>10%</b>
<b>Total Reported Lobbying Effort:</b>	<b>100%</b>

**Report Certified On: Wednesday, January 28, 2009**

1.

Fringe benefits are automatically calculated as 30% of salary. Overhead is automatically calculated as 30% of salary plus fringe. If you wish to manually calculate fringe benefits and overhead, click the Calculate Fringe and Overhead button below:

2.

Fringe benefits are automatically calculated as 30% of salary. Overhead is automatically calculated as 30% of salary plus fringe. If you wish to manually calculate fringe benefits and overhead, click the Calculate Fringe and Overhead button below:

3.

Wis. Stats. 13.68(d): Reimbursement to officials.

## Certification and Electronic Signature

I certify I am Susan Callanan and certify that the information entered and reported to the Wisconsin Ethics Commission is an accurate record of the lobbying activities of Northwestern Mutual.

I further understand that if I know or believe that the records I submit are not complete or that any part of it is not true, I may be fined \$10,000 or imprisoned for 5 years or both. I understand that Wisconsin Statutes require me to retain until 3 years from the date that the records are filed documents necessary to substantiate these reports.