

# Lobbying And Time Expenditures

2009-2010 Legislative Session

January-June 2009

Northwestern Mutual

| Description Of Totals And Expenditures       | Hours Communicating | Hours Other         | Dollars            |
|--|---------------------|---------------------|--------------------|
| <b>Contract Lobbyists</b>                    | <b>0.50</b>         | <b>19.25</b>        | <b>\$49,074.37</b> |
| Broydrick & Associates                       |                     |                     | \$31,074.37        |
| William Broydrick                            | 0.50                | 13.75               | \$0.00             |
| Capitol Consultants Inc                      |                     |                     | \$18,000.00        |
| Tony Langenohl                               | 0.00                | 0.00                | \$0.00             |
| William J McCoshen                           | 0.00                | 5.50                | \$0.00             |
| Jennifer Broberg                             | 0.00                | 0.00                | \$0.00             |
| Comments:                                    |                     |                     |                    |
| <b>In-House Lobbyists</b>                    | <b>61.75</b>        | <b>76.00</b>        | <b>\$10,222.35</b> |
| Steven M Radke                               | 5.25                | 12.00               | \$1,888.74         |
| Susan Callanan                               | 56.50               | 64.00               | \$8,333.61         |
| Comments:                                    |                     |                     |                    |
| <b>Non-Lobbyist Employees</b>                | <b>8.00</b>         | <b>13.00</b>        | <b>\$2,322.32</b>  |
| Comments:                                    |                     |                     |                    |
| <b>Fringe Benefits<sup>1</sup></b>           |                     |                     | <b>\$3,763.40</b>  |
| <b>Overhead<sup>2</sup></b>                  |                     |                     | <b>\$4,892.42</b>  |
| <b>Payments to Officials<sup>3</sup></b>     |                     |                     | <b>\$0.00</b>      |
| <b>Travel and Living Expenses</b>            |                     |                     |                    |
| <b>a) Lobbyist Employees</b>                 |                     |                     | <b>\$2,180.50</b>  |
| <b>b) Non-Lobbyist Employees</b>             |                     |                     | <b>\$202.60</b>    |
| <b>All Other Lobbying Expenses</b>           |                     |                     | <b>\$0.00</b>      |
| <b>Total Lobbying Time And Expenditures:</b> | <b>70.25 Hours</b>  | <b>108.25 Hours</b> | <b>\$72,657.96</b> |

| Allocation of Lobbying Effort                        | Percent    |
|--|------------|
| <b>Legislative Proposals</b>                         | <b>35%</b> |
| Assembly Bill 100                                    | 10 %       |
| Senate Bill 62                                       | 25 %       |
| <b>Budget Bill Subjects</b>                          | <b>10%</b> |
| Health and Family Services: Medical Assistance       | 10 %       |
| <b>Administrative Rulemaking Proceedings</b>         | <b>0%</b>  |
| <b>Topics Not Yet Assigned A Bill Or Rule Number</b> | <b>45%</b> |
| All matters relating to life insurance settlements.  | 30 %       |
| Mass Transit   | 15 %       |
| <b>Minor Efforts</b>                                 | <b>10%</b> |

|  |             |
|--|-------------|
| All Other Matters                      | 0%          |
| <b>Total Reported Lobbying Effort:</b> | <b>100%</b> |

**Report Certified On: Wednesday, July 29, 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 W. 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.