

# Lobbying And Time Expenditures

2009-2010 Legislative Session

July-December 2009

Northwestern Mutual

Description Of Totals And Expenditures	Hours Communicating	Hours Other	Dollars
<b>Contract Lobbyists</b>	<b>1.25</b>	<b>13.00</b>	<b>\$42,215.44</b>
Broydrick & Associates			\$24,215.44
William Broydrick	0.00	1.00	\$0.00
Capitol Consultants Inc			\$18,000.00
Tony Langenohl	0.00	0.00	\$0.00
William J McCoshen	1.00	8.00	\$0.00
Jennifer Broberg	0.25	4.00	\$0.00
Comments:			
<b>In-House Lobbyists</b>	<b>38.75</b>	<b>37.25</b>	<b>\$6,797.91</b>
Steven M Radke	8.00	7.50	\$2,149.88
Susan Callanan	30.75	29.75	\$4,648.03
Comments:			
<b>Non-Lobbyist Employees</b>	<b>0.00</b>	<b>12.25</b>	<b>\$1,354.00</b>
Comments:			
<b>Fringe Benefits<sup>1</sup></b>			<b>\$2,445.57</b>
<b>Overhead<sup>2</sup></b>			<b>\$3,179.24</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>\$1,579.50</b>
<b>b) Non-Lobbyist Employees</b>			<b>\$0.00</b>
<b>All Other Lobbying Expenses</b>			<b>\$0.00</b>
<b>Total Lobbying Time And Expenditures:</b>	<b>40.00 Hours</b>	<b>62.50 Hours</b>	<b>\$57,571.67</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>60%</b>
All matters relating to life insurance settlements.	50 %
Mass Transit	5 %
Revisions to INS 2.81 relating to the 2001 CSO mortality table for use in determining minimum reserve liabilities and nonforfeiture benefits.	5 %
<b>Minor Efforts</b>	<b>40%</b>
<b>All Other Matters</b>	<b>0%</b>

**Report Certified On: Friday, January 29, 2010**

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.