

Lobbying And Time Expenditures

2009-2010 Legislative Session

July-December 2009

Northwestern Mutual

| Description Of Totals And Expenditures | Hours Communicating | Hours Other | Dollars |
|---|---------------------|--------------------|---------------------|
| Contract Lobbyists | 1.25 | 13.00 | \$165,152.56 |
| Broydrick & Associates | | | \$93,152.56 |
| William Broydrick | 0.00 | 1.00 | \$0.00 |
| Capitol Consultants Inc | | | \$72,000.00 |
| 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: | | | |
| In-House Lobbyists | 38.75 | 37.25 | \$6,797.91 |
| Steven M Radke | 8.00 | 7.50 | \$2,149.88 |
| Susan Callanan | 30.75 | 29.75 | \$4,648.03 |
| Comments: | | | |
| Non-Lobbyist Employees | 0.00 | 12.25 | \$1,354.00 |
| Comments: | | | |
| Fringe Benefits¹ | | | \$2,445.57 |
| Overhead² | | | \$3,179.24 |
| Payments to Officials³ | | | \$0.00 |
| Travel and Living Expenses | | | |
| a) Lobbyist Employees | | | \$1,579.50 |
| b) Non-Lobbyist Employees | | | \$0.00 |
| All Other Lobbying Expenses | | | \$0.00 |
| Total Lobbying Time And Expenditures: | 40.00 Hours | 62.50 Hours | \$180,508.79 |
| Allocation of Lobbying Effort | | | Percent |
| Legislative Proposals | | | 0% |
| Budget Bill Subjects | | | 0% |
| Administrative Rulemaking Proceedings | | | 0% |
| Topics Not Yet Assigned A Bill Or Rule Number | | | 60% |
| 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 % |
| Minor Efforts | | | 40% |
| All Other Matters | | | 0% |

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.