

# Lobbying And Time Expenditures

2011-2012 Legislative Session

July-December 2011

**Northwestern Mutual**

Description Of Totals And Expenditures	Hours Communicating	Hours Other	Dollars
<b>Contract Lobbyists</b>	<b>2.50</b>	<b>15.25</b>	<b>\$42,000.00</b>
Capitol Consultants Inc			\$18,000.00
Tony Langenohl	0.00	0.00	\$0.00
William J McCoshen	0.00	0.00	\$0.00
Hubbard Wilson & Zelenkova, LLC			\$24,000.00
Timothy J Elverman	0.75	0.75	\$0.00
Gregory Hubbard	0.00	2.25	\$0.00
AJ Wilson	1.75	12.25	\$0.00
Comments:	Capitol Consultants retainer - no lobbying hours.		
<b>In-House Lobbyists</b>	<b>14.50</b>	<b>9.50</b>	<b>\$2,198.63</b>
Susan Callanan	14.50	9.50	\$2,198.63
Comments:			
<b>Non-Lobbyist Employees</b>	<b>4.00</b>	<b>25.00</b>	<b>\$2,988.70</b>
Comments:			
<b>Fringe Benefits<sup>1</sup></b>			<b>\$1,556.20</b>
<b>Overhead<sup>2</sup></b>			<b>\$2,023.06</b>
<b>Payments to Officials<sup>3</sup></b>			<b>\$0.00</b>
<b>Travel and Living Expenses</b>			
a) <b>Lobbyist Employees</b>			<b>\$154.26</b>
b) <b>Non-Lobbyist Employees</b>			<b>\$50.00</b>
<b>All Other Lobbying Expenses</b>			<b>\$0.00</b>
<b>Total Lobbying Time And Expenditures:</b>	<b>21.00 Hours</b>	<b>49.75 Hours</b>	<b>\$50,970.85</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>30%</b>
Ins 2.18, life settlements and affecting small business.	30 %
<b>Topics Not Yet Assigned A Bill Or Rule Number</b>	<b>50%</b>
Development, drafting or introduction of a proposal relating to rules for insurance company investments.	20 %
Development, drafting or introduction of a proposal relating to rules guiding long term care insurance producer compensation.	30 %
<b>Minor Efforts</b>	<b>20%</b>
<b>All Other Matters</b>	<b>0%</b>
<b>Total Reported Lobbying Effort:</b>	<b>100%</b>

**Report Certified On: Monday, January 30, 2012**

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.