

Lobbying And Time Expenditures

2011-2012 Legislative Session

July-December 2011

Northwestern Mutual

Description Of Totals And Expenditures	Hours Communicating	Hours Other	Dollars
Contract Lobbyists	2.50	15.25	\$168,000.00
Capitol Consultants Inc			\$72,000.00
Tony Lengenohl	0.00	0.00	\$0.00
William J McCoshen	0.00	0.00	\$0.00
Hubbard Wilson & Zelenkova, LLC			\$96,000.00
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.		
In-House Lobbyists	14.50	9.50	\$2,198.63
Susan Callanan	14.50	9.50	\$2,198.63
Comments:			
Non-Lobbyist Employees	4.00	25.00	\$2,988.70
Comments:			
Fringe Benefits¹			\$1,556.20
Overhead²			\$2,023.06
Payments to Officials³			\$0.00
Travel and Living Expenses			
a) Lobbyist Employees			\$154.26
b) Non-Lobbyist Employees			\$50.00
All Other Lobbying Expenses			\$0.00
Total Lobbying Time And Expenditures:	21.00 Hours	49.75 Hours	\$176,970.85
Allocation of Lobbying Effort		Percent	
Legislative Proposals		0%	
Budget Bill Subjects		0%	
Administrative Rulemaking Proceedings		30%	
Ins 2.18, life settlements and affecting small business.		30 %	
Topics Not Yet Assigned A Bill Or Rule Number		50%	
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 %	
Minor Efforts		20%	

All Other Matters	0%
Total Reported Lobbying Effort:	100%

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.