

# Lobbying And Time Expenditures

2011-2012 Legislative Session

July-December 2012

Northwestern Mutual

Description Of Totals And Expenditures	Hours Communicating	Hours Other	Dollars
<b>Contract Lobbyists</b>	<b>5.00</b>	<b>24.25</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	0.00	0.00	\$0.00
Gregory Hubbard	1.00	8.25	\$0.00
AJ Wilson	4.00	16.00	\$0.00
Comments:	Capitol Consultants retainer - no lobbying hours		
<b>In-House Lobbyists</b>	<b>10.50</b>	<b>1.50</b>	<b>\$1,194.07</b>
Susan Callanan	10.50	1.50	\$1,194.07
Comments:			
<b>Non-Lobbyist Employees</b>	<b>4.00</b>	<b>77.00</b>	<b>\$10,343.47</b>
Comments:			
<b>Fringe Benefits<sup>1</sup></b>			<b>\$3,461.26</b>
<b>Overhead<sup>2</sup></b>			<b>\$4,499.64</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>\$490.80</b>
<b>b) Non-Lobbyist Employees</b>			<b>\$10.00</b>
<b>All Other Lobbying Expenses</b>			<b>\$0.00</b>
<b>Total Lobbying Time And Expenditures:</b>	<b>19.50 Hours</b>	<b>102.75 Hours</b>	<b>\$61,999.24</b>
<b>Allocation of Lobbying Effort</b>			<b>Percent</b>
<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>50%</b>
Development, drafting or introduction of a proposal relating to rules guiding long term care insurance producer compensation.			25 %
Development, drafting or introduction of an OCI technical bill, relating to regulation of insurance companies.			25 %
<b>Minor Efforts</b>			<b>25%</b>
<b>All Other Matters</b>			<b>25%</b>

**Report Certified On: Monday, January 28, 2013**

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 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.