

CRAIN'S LIST: LARGEST LOBBYING FIRMS Ranked by number of Detroit area clients

	Company name Address Phone; Web site Top executive name and title	Number of Detroit area clients July 2006	Number of Detroit area clients July 2005	Number of total clients July 2006	Number of total clients July 2005	Number of state-registered lobbyist agents July 2006	Amount spent on food and beverage expenses August - December 2005	Amount spent on other expenses August-December 2005	Total expenses August - December 2005	Top 5 clients
1.	Karoub Associates 121 W. Allegan St., Lansing 48933 (517) 482-5000; www.karoubassociates.com Jim Crawford, Jim Curran, Gregory Eaton, Scott Faustyn, Joe Garcia, Joe Palamara, Mike Ranville, Kim Rhead, Jack Schick, Shelly Stahl, and Tabitha Zimny, partners	72	70	117	122	11	\$4,834	\$406,281	\$411,115	Taubman Centers, Blue Cross Blue Shield, Comerica, Wayne County, Beaumont Hospital
2.	Governmental Consultant Services Inc. 530 W. Ionia, Suite B, Lansing 48933 (517) 484-6216; www.gcsionline.com Michael Hawks, Nell Kuhnmuensch, Stephen Young, Kirk Profit, Patrick Laughlin, Directors	64	68	110	112	12	13,362	454,996	468,358	City of Detroit, DaimlerChrysler, AT&T, Detroit Medical Center, Detroit Renaissance
3.	Muchmore Harrington Smalley & Associates 124 W. Allegan St., Suite 1900, Lansing 48933 (517) 484-8800; www.mhsa.com Patrick Harrington, Jon Smalley, Shareholders	50	52	103	106	10	820	371,152	371,972	Ilitch Holdings Inc., Enterprise Leasing Co. of Detroit, Oakland County, Northwest Airlines, Lawrence Technological University
4.	Kelley Cawthorne 101 S. Washington Square, Ninth floor, Lansing 48933 (517) 371-1400; www.kelley-cawthorne.com Dennis Cawthorne, managing partner	49	47	78	76	8	3,784	137,160	140,944	Wayne State University, Oakwood Healthcare System, Ford Motor Co., Wayne-Westland Community Schools, Wal-Mart Inc.
<p>AT&T Michigan's quest for a statewide franchise to offer cable television services as kept lots of lobbying firms busy over the past year. AT&T hired Kelley Cawthorne last spring to work on the issue; it joined longtime lobbying firm Governmental Consultant Services and Public Affairs Associates, which represents the Telecommunications Association of Michigan. Among those lobbying in favor of requiring individual local franchise agreements is the Michigan Cable and Telecommunications Association, which is employing Karoub Associates and Muchmore Harrington Smalley & Associates Inc.</p>										
5.	Kheder Davis & Associates, Inc. 201 N. Washington Square, Suite 905, Lansing 48933 (517) 482-2896; www.kheder.com Noble Kheder, chairman, and John Davis, president	47	46	72	80	5	1,394	94,069	95,463	Arab American and Chaldean Council, Fifth Third Bank, Novell, Oakwood Healthcare Inc., Quest Diagnostics, University of Michigan Health System
6.	Scofes & Associates Consulting Inc. 535 N. Capitol Ave., Lansing 48933-1233 (517) 485-5536; www.scofesconsulting.com Stephen Scofes, CEO, and Delbert Chenault, president	44	44	46	46	6	473	119,327	119,800	Compuware, Toyota, Sprint/Nextel, Michigan International Speedway Corp./NASCAR, Greentown Casino L.L.C.
7.	Dykema Gossett P.L.L.C 400 Renaissance Center, Detroit 48243 (313) 568-6800; www.dykema.com Rex Schlaybaugh, chairman and CEO	38	57	52	68	19	91	20,124	20,215	Accenture, Altria, International Transmission Co., Michigan Business and Professional Association/Michigan Food & Beverage Association, Miller Brewing
8.	Clark Hill plc 212 E. Grand River Ave., Lansing 48906 (517) 318-3100; www.clarkhill.com John Hern Jr., CEO	37	34	49	41	9	314	93,192	93,506	Plastipak Packaging Inc., Rite Aid, Great Lakes Capital Fund, Detroit Public Library, Verizon Wireless
9.	Public Affairs Associates Inc. 600 W. Shiawassee St., Lansing 48933 (517) 371-3800; www.paaonline.com Thomas Hoisington, president	27	29	82	87	7	17,914	207,362	225,276	General Motors Corp., DTE Energy Co., EDS Corp., Dow Chemical Co., Grand Valley State University
10.	Cusmano Kandler & Reed, Inc. 124 W. Allegan St., Suite 1700, Lansing 48933 (517) 485-4044; www.ckronline.com William Kandler and Gary Reed - Partners	25	26	35	34	3	294	124,304	124,598	Microsoft, US Steel, TIAA-CREF, Sault Ste. Marie Tribe of Chippewa Indians, UBS
11.	Wiener Associates 721 N. Capitol Ave., Suite 1, Lansing 48906 (517) 374-2703; www.wienerassociates.com Raj Wiener, partner	24	20	42	32	5	0	167,163	167,163	Northwest Airlines, Henry Ford Health System, Health Alliance Plan, AT&T, GlaxoSmithKline
<p>■ Largest increase in number of clients.</p>										
12.	Michigan Legislative Consultants Inc. 222 N. Chestnut St., Suite 200, Lansing 48933 (517) 372-2560; www.mlcmi.com Timothy Ward, Charles "Fritz" Benson and Brendan Ringlever, partners	23	22	31	32	3	2,065	26,332	28,396	McDonald's Corp., Police Officers Association of Michigan, Altria Corporate Services, Michigan Land Title Association, Constellation NewEnergy
13.	Kindsvatter and Associates Inc. 1000 W. St Joseph, Suite 200, Lansing 48915 (517) 485-7711; www.kindsvatterassociates.com Christian Kindsvatter, chairman and CEO	18	18	24	23	2	753	10,000	10,753	Michigan Association of Credit Unions, Luxottica Retail, Aldi, Inc., Michigan Land Title Association, Michigan Propane Gas Association
14.	Capitol Services Inc. 526 Townsend St., Lansing 48933 (517) 372-0860; www.capitolservices.org Darrell Tennis and Ellen Hoekstra, co-owners	13	13	34	36	5	0	24,681	24,681	Michigan Association of Public Employee Retirement Systems, Michigan Association of Substance Abuse Coordinating Agencies, Michigan Trial Lawyers Association, AFT Michigan
15.	McKinney & Associates 216 N. Chesnut, Lansing 48933 (517) 487-2811; NA Kevin McKinney, president	10	9	26	25	1	0	35,000	35,000	Michigan Osteopathic Association, Michigan Brain Injury Providers Association, Coalition Protecting Auto No-Fault, Pfizer Inc., Comcast Cable Communications Inc.
16.	Vanderveen & Associates 222 W. Genesee, Lansing 48933 (517) 827-0600; NA Terry Vanderveen, president	8	8	12	11	1	481	65,000	65,481	Robert Bosch Corp., Visteon, Talk America, Michigan College of Emergency Physicians, Amylin Pharmaceuticals
17.	McAlvey & Associates 120 W. Ottawa, Lansing 48933 (517) 482-9299; www.mcalvey.com Jeff McAlvey, president	7	6	24	22	2	8,258	16,817	25,075	Affiliated Computer Services, Consumers Energy, Huntington Bank, Michigan Paving & Materials, Van Andel Institute

This list is an approximate compilation of the largest Michigan lobbying firms by number of clients in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Information was provided by the firms themselves and taken from state regulatory filings. NA = not available.

LIST RESEARCHED BY JOANNE SCHARICH AND MICHAEL LEE