MINNESOTA
CAMPAIGN FINANCE AND PUBLIC DISCLOSURE BOARD

2020 LOBBYING DISBURSEMENT SUMMARY
January – December 2020
Issued:  September 2021

Information in this summary is based on 2020 reports filed by registered lobbyists and the 2020 annual reports of principals. The information has not been verified or audited. Lobbyist disbursement reports and principal reports may be amended or submitted after the publication of this report. Lobbyist reports are available for public inspection at the Board office and on the Board's website at: https://cfb.mn.gov/reports-and-data/viewers/lobbying/lobbyists/

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EXECUTIVE SUMMARY

The Campaign Finance and Public Disclosure Act (Minnesota Statutes Chapter 10A) requires lobbyists to report disbursements for lobbying purposes to the Campaign Finance and Public Disclosure Board twice each year. The Act also requires principals to file an annual report disclosing expenditures to the nearest $20,000. This summary is based on the reports of lobbyists and principals filed for calendar year 2020.

During 2020, 1,460 individuals were registered as lobbyists to represent 1,527 associations and individuals. Lobbyists filed 4,292 periodic reports for the twelve-month period, 94% of which were filed electronically. The lobbyist disbursement reports disclosed a total of $9,165,934 spent on lobbying activities. This amount does not include salaries and fees paid to lobbyists. Lobbyists are not required to disclose their salaries or fees, although principals do include lobbyist salaries and fees in total lobbying expenditures. Lobbyists and principals are not required to disclose political contributions, which are disclosed by the recipients on periodic campaign finance reports.

Principals filed 1,424 annual reports for 2020, 97% of which were filed electronically. Principal expenditures were disclosed in two numbers: 1) the amount spent to influence administrative action by the Minnesota Public Utilities Commission (MN PUC) in cases of rate setting, power plant and power line siting, and granting of certificates of need; and 2) all other lobbying expenditures in Minnesota not included in number one. Expenditures by principals may be rounded to the nearest $20,000 for reporting purposes. Principals reported a total of $68,023,406 in expenditures, with $5,049,004 of that total being expenditures for lobbying the MN PUC and $62,974,403 in expenditures for all other lobbying. This amount includes lobbyist salaries, advertising and public relations campaigns, and all other lobbying disbursements made by the principals and lobbyists.

Lobbyists reported that 880 (62%) of the 1,425 principals represented made disbursements for lobbying purposes during 2020. The reports disclosed that 75% of lobbying disbursements were made for the purpose of influencing legislative action, 17% of disbursements were made to influence administrative action, and 8% were made to influence the official actions of metropolitan governmental units. See page 5 for a comparison of total lobbying disbursements by type of lobbying reported and total lobbying expenditures reported by principals in 2019 and 2020.

Lobbyists must disclose gifts, loans, items, and services equal in value to $5 or more given or paid to officials by the lobbyist, the lobbyist’s principal, or an employee of the lobbyist. Thirteen lobbyists reported giving items or benefits totaling $2,546 to 53 legislators, 1 constitutional officer, and 5 public officials. See page 17 for definitions and see subsequent pages for details of the gifts.

Education Minnesota reported the largest total lobbyist disbursements during the period, and the largest total disbursements for legislative action lobbying. Xcel Energy Services, Inc. reported the largest total disbursements for administrative action lobbying. The largest total disbursements for attempts to influence actions of metropolitan governmental units was reported by FairVote MN. The largest total amount spent to influence administrative action by the Minnesota Public Utilities Commission was reported by Enbridge Energy Partners LP. Complete lists of the entities that reported making the largest amounts of disbursements and the largest amounts of disbursements by type of lobbying begin on page 21.

This summary also includes a list of associations and the lobbyists that represented each association during 2020 along with the total disbursements made by each association. See page 31 for this information.
## LOBBYING OVERVIEW

### What is lobbying?
Lobbying is attempting to influence legislative or administrative action or the official action of a metropolitan governmental unit by communicating with or urging others to communicate with public or defined local officials. Any activity that directly supports this communication is considered a part of lobbying.

### Who is a lobbyist?
For the purpose of this summary, “lobbyist” means:

1. An individual who is engaged for pay or other consideration of more than $3,000 from all sources in a year for the purpose of attempting to influence legislative or administrative action or the official action of a metropolitan governmental unit by communicating with or urging others to communicate with public or local officials;

2. An individual who is not compensated more than $3,000 but spends more than $250 in any year (not including travel expenses and membership dues) for the purpose of attempting to influence legislative or administrative action or the official action of a metropolitan governmental unit by communicating with or urging others to communicate with public or local officials;

3. A non-elected local official or an employee of a political subdivision who spends more than 50 hours in any month attempting to influence legislative or administrative action or the official action of a metropolitan governmental unit, other than the political subdivision employing the official or employee, by communicating with or urging others to communicate with public or local officials, including time spent monitoring any of the forenamed actions and related research, analysis, and compilation and dissemination of information relating to legislative, administrative, or metropolitan governmental unit policies in Minnesota.

### Who is not a lobbyist?
1. An individual who merely communicates with a public official to obtain information or request an interpretation of a law, rule or agency action;

2. An individual who volunteers personal time to work without pay on a lobbying campaign and does not spend more than $250 on lobbying activities; and

3. An individual who provides administrative support to a lobbyist whose salary and expenses are reported by the lobbyist and who does not actually lobby.
About lobbyist registration

A lobbyist must register with the Campaign Finance and Public Disclosure Board on behalf of each association or individual that the lobbyist represents. Registration information includes the name and address of the registrant; the name and address of the association (including officers and directors) or individual represented; the lobbyist’s reporting status; and a general description of subjects on which the lobbyist expects to lobby and the kind of action the lobbyist seeks to influence.

Principal

A principal is an individual or association that spends more than $500 in the aggregate in any calendar year to engage, compensate, or authorize the expenditure of money by a lobbyist; or is not included in the definition above and spends at least $50,000 in any calendar year in efforts to influence legislative action, administrative action, or the official action of metropolitan governmental units.

Filing dates

<table>
<thead>
<tr>
<th>Lobbyists</th>
<th>June 15</th>
<th>Disbursements made Jan 1-May 31</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>January 15</td>
<td>Disbursements made June 1-Dec 31</td>
</tr>
</tbody>
</table>

| Principals | March 15 | Disbursements made in prior calendar year |

Types of lobbying

Administrative action

- The adoption, amendment, or repeal of administrative rules by any official, board, commission, or agency of the state executive branch. Administrative action does not include the application or administration of an adopted rule, except in cases of rate setting, power plant and power line siting, and granting of certificates of need under Minnesota Statutes Chapter 216B.

Legislative action

- Action with regard to any bill, resolution, amendment, nomination, appointment, report, or any other matter which may be the subject of action by either house of the legislature or by any legislative committee, subcommittee, or commission. Legislative action includes gubernatorial approval or veto of any bill.

Metropolitan governmental unit action

- Any official action taken by a metropolitan governmental unit.
## STATISTICS

<table>
<thead>
<tr>
<th></th>
<th>Calendar Year 2019</th>
<th>Calendar Year 2020</th>
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</thead>
<tbody>
<tr>
<td>Principals Represented</td>
<td>1,431</td>
<td>1,425</td>
</tr>
<tr>
<td>Total Lobbyists Disbursements</td>
<td>$11,936,140</td>
<td>$9,165,934</td>
</tr>
<tr>
<td>Principals whose lobbyists reported making disbursements</td>
<td>1,011 (71%)</td>
<td>880 (62%)</td>
</tr>
<tr>
<td>MN Public Utilities Commission Total Disbursements</td>
<td>$7,809,960</td>
<td>$5,049,004</td>
</tr>
<tr>
<td>All Other Lobbying Disbursements Total</td>
<td>$68,363,215</td>
<td>$62,974,403</td>
</tr>
<tr>
<td>Total Principal Disbursements</td>
<td>$76,173,175</td>
<td>$68,023,406</td>
</tr>
</tbody>
</table>

Some entities represented by lobbyists are not defined as principals and therefore are not required to file the Annual Report of Lobbyist Principal.

## COMPARISONS OF TOTAL LOBBYING DISBURSEMENTS BY TYPE OF LOBBYING

<table>
<thead>
<tr>
<th>Type of Lobbying</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legislative</td>
<td>$9,740,719 (82%)</td>
<td>$6,837,966 (75%)</td>
</tr>
<tr>
<td>Administrative</td>
<td>$1,904,333 (16%)</td>
<td>$1,578,856 (17%)</td>
</tr>
<tr>
<td>Metro Governmental Unit</td>
<td>$291,088 (2%)</td>
<td>$749,111 (8%)</td>
</tr>
</tbody>
</table>
Lobbyist Principal Disbursements
2016-2020

2016: $63,316,904
2017: $75,625,666
2018: $78,757,615
2019: $76,173,175
2020: $68,023,406
**DISCLOSURE OF OTHER SOURCES OF FUNDS FOR LOBBYING PURPOSES**

<table>
<thead>
<tr>
<th>What sources must be disclosed?</th>
<th>A lobbyist must disclose the source of funds of more than $500 received for lobbying purposes from any individual or association other than the entity represented by the lobbyist.</th>
</tr>
</thead>
<tbody>
<tr>
<td>What must be disclosed?</td>
<td>A lobbyist must report the name, address, employer or, if self-employed, the occupation, and principal place of business of each other individual or other association that paid more than $500 in a calendar year to be used for lobbying purposes. The actual amount of funds provided is not required to be disclosed.</td>
</tr>
</tbody>
</table>
## Other Sources of Funds for Lobbying Purposes 2020

<table>
<thead>
<tr>
<th>Recipient</th>
<th>Source</th>
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<tr>
<td>Amherst H Wilder Foundation</td>
<td>Saint Paul Foundation</td>
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<tr>
<td>Assd General Contractors of MN</td>
<td>American Council of Engineering Company</td>
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<td></td>
<td>American Council of Engineering Consultant</td>
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<td></td>
<td>American Institute of Architects</td>
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<td>Assn of Women Contractors</td>
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<td></td>
<td>Association of Women Contractors</td>
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<td></td>
<td>International Operating Engineers</td>
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<td></td>
<td>Laborers Dist. Council of MN/ND</td>
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<td></td>
<td>Laborer's District Council of MN and ND</td>
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<tr>
<td></td>
<td>Minnesota Building &amp; Construction Trades</td>
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<tr>
<td></td>
<td>Minnesota Building Trades Council</td>
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<td></td>
<td>Minnesota Electrical Contractors</td>
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<td></td>
<td>Minnesota Historical Society</td>
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<td>Minnesota LECET</td>
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<td>Minnesota LECIT</td>
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<td></td>
<td>Minnesota Mechanical Contractors</td>
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<td></td>
<td>Minnesota Pipe Trades Association</td>
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<td></td>
<td>Minnesota Transportation Alliance</td>
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<td></td>
<td>MN Mechanical Contractors Assn</td>
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<td>N Central States Regional Council of Carper</td>
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<td>North Central States Regional Council of Ca</td>
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<td>Operating Engineers Local 49</td>
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<td>Preservation Alliance</td>
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<td>Preservation Alliance of MN</td>
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<td>Assn for Nonsmokers-Minnesota</td>
<td>Blue Cross and Blue Shield of Minnesota</td>
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<td></td>
<td>Campaign for Tobacco Free Kids</td>
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<td>ClearWay Minnesota</td>
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<tr>
<td>Assn of Freeborn County Landowners</td>
<td>Dorene and Mike Hansen</td>
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<td>Assn of Minnesota Counties</td>
<td>Local Public Health Association</td>
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<td>Minnesota Association of County Administra</td>
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<td>Minnesota Association of County Feedlot Of</td>
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<td>Minnesota Association of Planning &amp; Zoning</td>
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<td>Minnesota Counties Human Resource Mgmt</td>
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<td></td>
<td>Minnesota County Engineers Association</td>
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<td>Minnesota Inter County Association</td>
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<td>MN Association of Assessing Officers</td>
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<td>MN Association of Community Corrections A</td>
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<td>MN Association of County Social Service Ad</td>
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<td>MN Association of Professional Economic D</td>
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<td>MN Association of Workforce Boards</td>
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<td>MN County Information Technology Leaders</td>
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<td>MN Rural Broadband Coalition</td>
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<td>MN Solid Waste Administrators Association</td>
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<td>Catholic Health Assn - MN</td>
<td>Benedictine Health Center</td>
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<td></td>
<td>Benedictine Health System</td>
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<td></td>
<td>Essentia Graceville</td>
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<td></td>
<td>Lakewood Health Center</td>
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<td></td>
<td>Madonna Towers</td>
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<td></td>
<td>Mother of Mercy</td>
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<td></td>
<td>Regina Medical Center</td>
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<td></td>
<td>St Benedicts Senior Community</td>
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<td></td>
<td>St Cloud Hospital</td>
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<td>St Francis Medical Center</td>
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<td>St Gabriels Hospital</td>
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<tr>
<td>Coalition of MN Businesses, Inc.</td>
<td>ABC Free Enterprise Alliance</td>
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<td>National Federation of Independent Busines:</td>
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<tr>
<td>Consumer Action Network, Inc.</td>
<td>Walmart, Inc</td>
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<td>eco Hair Braider Association LLC</td>
<td>Aatifah Jarrett</td>
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<td></td>
<td>Amaka Egbujor</td>
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<td>National Institute for Reproductive Health</td>
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<td>ChargePoint, Inc.</td>
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<td>Dakota Electric Association</td>
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<td>Dovetail Partners Inc</td>
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<td>Greater Mpls Building Owners &amp; Mgrs Assn</td>
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<td>A &amp; M Business Interior Services</td>
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<td>ABM Onsite Services</td>
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<td>Accesso Services LLC</td>
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### Other Sources of Funds for Lobbying Purposes 2020

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<tr>
<th>Recipient Source</th>
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<th>Recipient Source</th>
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<td>ACI Asphalt Contractors, Inc.</td>
<td>Corval Group</td>
<td>Hokanson Companies, Inc.</td>
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<td>Ackerberg Group</td>
<td>Crawford Merz LLC</td>
<td>Home Depot Pro Institutional</td>
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<td>ACS Asphalt Concrete Solutions, Inc.</td>
<td>Cresa Minneapolis</td>
<td>Horizon Roofing, Inc.</td>
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<td>Adolfson &amp; Peterson Construction</td>
<td>CSM Corporation</td>
<td>Hyde Development</td>
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<td>Alexander's Mobility Services</td>
<td>Cushman &amp; Wakefield</td>
<td>iMetro Property</td>
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<td>Cutting Edge Property Maintenance</td>
<td>Infrared Inspections, Inc.</td>
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### Other Sources of Funds for Lobbying Purposes 2020

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### Other Sources of Funds for Lobbying Purposes 2020

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-13-
### Other Sources of Funds for Lobbying Purposes 2020

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**MN Citizens for the Arts**

- American Composers Forum
- American Craft Council
- American Swedish Institute
- Anderson Center for Interdisciplinary Studies
- Arrowhead Regional Arts Council
- Artistry
- Artspace Projects Inc.
- Ashland Productions
- Central Minnesota Arts Board
- Children's Theater Company
- City of Rochester Music Department (RiverSi
- Coffee House Press
- College of St. Benedict Fine Arts Programmi
- Commonweal Theatre
- COMPAS
- East Central Regional Arts Council
- Five Wings Arts Council
- FORECAST Public Artworks
- Goldstein Museum of Design
- Graywolf Press
- Greater TC Youth Symphonies
- Guthrie Theater Foundation
- Hennepin Theatre Trust
- Highpoint Center for Printmaking
- History Theatre, Inc.
- Illusion Theater & School
- Interact Center for the Visual & Perf. Ar
- James Sewell Ballet/ Ballet Works
- Jungle Theater
- Juxtaposition Arts
- Lake Region Arts Council
- Lakes Area Music Festival
- Loft Literary Center
- Lyric Arts Company of Anoka
- MacPhail Center for the Arts
- Metropolitan Arts Council
- Milkweed Editions
- Minneapolis Institute of Arts
- Minnesota Fringe Festival
- Minnesota Museum of American Art
- Minnesota Opera Company

**MN Community Action Partnership**

- Minnesota Head Start Association

**MN Dental Assn**

- American Dental Association

**MN Golf Course Superintendents Assn**

- Midwest Golf Course Owners Association
- Minnesota Golf Association
- MN Section of PGA of America
- Upper Midwest Chapter of the Club Manager
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REPORTED GIFTS, ITEMS OR BENEFITS TO OFFICIALS

Definitions

Officials as used in the statutory provisions related to disclosure of gifts, items, or benefits include:

• Public Officials

State legislators; constitutional officers and their chief deputies; commissioners, deputy or assistant commissioners of state departments designated in Minn. Stat. §15.01; solicitor general and assistant attorneys general; members, chief, and deputy chief administrative officers of boards and commissions with rulemaking authority; or designated legislative employees. A complete list of public official designees is available from the Board office and on the Board website at https://cfb.mn.gov/

• Local Officials of Metropolitan Governmental Units

A person who holds elective office in a metropolitan governmental unit or who is appointed to or employed in a public position in a metropolitan governmental unit in which the person has the authority to recommend, or to vote on as a member of the governing body, major decisions regarding the expenditure or investment of public money. A list of local official positions is available on the Board website at https://cfb.mn.gov/

• Legislative Employees

An individual employed by either house of the legislature.

Metropolitan Governmental Unit

Any of the seven counties in the metropolitan area as defined in section 473.121, subdivision 2; a regional railroad authority established by one or more of those counties under section 398A.03; a city with a population of over 50,000 located in the seven-county metropolitan area; the Metropolitan Council; or a metropolitan agency as defined in section 473.121, subdivision 5a. A listing of metropolitan governmental units is available on the Board website at https://cfb.mn.gov/

Disclosure

Any gift, loan, item, or service, including entertainment, food, beverage, travel, and lodging, equal in value to $5 or more, given or paid to an official by the lobbyist, the lobbyist's principal, or an employee of the lobbyist must be disclosed. This category does not include campaign contributions to candidates.
### Reported Items or Benefits to Public and Local Officials 2020

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<td>MN Solar Energy Industries Assn (MnSEIA)</td>
<td>Plaque</td>
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<td>Stephenson, Zack - Representative</td>
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<td>Meal</td>
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<td>Tabke, Brad - Representative</td>
<td>MN Deputy Registrars Assn</td>
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<td>$30</td>
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<td>Wagenius, Jean - Representative</td>
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<td>Meal</td>
<td>$22</td>
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<td>Walz, Tim - Governor</td>
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<tr>
<td>Weber, Bill - Senator</td>
<td>MN Dak Farmers Cooperative</td>
<td>Meal</td>
<td>$8</td>
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<td>Red River Valley Sugarbeet Growers Assn</td>
<td>Meal</td>
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<td>West, Bruce - Asst. Commissioner - Department of Public Safety</td>
<td>Natl Fire Sprinkler Assn Region 15</td>
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<td>Westrom, Torrey - Senator</td>
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<td>Wolgamott, Dan - Representative</td>
<td>MN Inter-County Assn</td>
<td>Meal</td>
<td>$50</td>
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</table>
LISTS OF ENTITIES THAT REPORTED MAKING THE LARGEST AMOUNT OF DISBURSEMENTS IN 2020

Disbursements by Lobbyists

Total
The entities for which lobbyists report over $100,000 in total disbursements for all types of lobbying are listed on page 21. These 19 entities, comprising approximately 1% of all registered entities, made $4,342,858 in total disbursements. This represents 47% of the $9,165,934 in total disbursements reported by all lobbyists.

Legislative Action
The entities for which lobbyists report over $100,000 in disbursements to influence legislative action are listed on page 22. These 13 entities, comprising approximately 1% of all entities that made disbursements for legislative action, made a total of $2,565,819 in legislative action lobbying disbursements. This represents 38% of the $6,837,966 in total disbursements for legislative action reported by all lobbyists.

Administrative Action
The entities for which lobbyists report over $10,000 in disbursements to influence administrative action are listed on page 23. These 19 entities, comprising approximately 10% of all entities that made disbursements for administrative action, made a total of $1,419,861 in administrative action lobbying disbursements. This represents 90% of the $1,578,856 in total disbursements for administrative action reported by all lobbyists.

Metro Gov Unit Action
The entities for which lobbyists report over $3,000 in disbursements to influence the official action of a metropolitan governmental unit are listed on page 24. These 13 entities, comprising approximately 12% of all entities that made disbursements for metropolitan governmental unit action, made a total of $672,748 in metropolitan governmental unit action lobbying disbursements. This represents 90% of the $749,111 in total disbursements for metropolitan governmental unit action reported by all lobbyists.

Disbursements by Lobbyist Principals

The lobbyist principals that report over $40,000 in total disbursements to influence administrative action by the Minnesota Public Utilities Commission are listed on page 25. The 21 entities, comprising approximately 1% of all lobbyist principals, made $4,297,257 in lobbying disbursements. This represents 85% of the total $5,049,004 spent to influence administrative action by the Minnesota Public Utilities Commission and 6% of the total $68,023,406 in total lobbying disbursements reported by principals in 2020.

The lobbyist principals that report over $250,000 in total disbursements to lobby in Minnesota are listed on pages 26 and 27. These 41 associations, comprising approximately 3% of all lobbyist principals, made $20,607,825 in lobbying disbursements. This represents 33% of the total $62,974,403 spent to lobby in Minnesota and 30% of the total $68,023,406 in lobbying disbursements reported by principals in 2020.
## Associations with Total Lobbyist Disbursements of Over $100,000

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<thead>
<tr>
<th>Association or Individual Represented</th>
<th>Total Disbursement</th>
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<tr>
<td>FairVote MN</td>
<td>$634,429</td>
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<tr>
<td>MN Chamber of Commerce</td>
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<td>Xcel Energy Services, Inc.</td>
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<td>Schools for Equity in Education</td>
<td>$203,558</td>
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<tr>
<td>MN Assn of Realtors</td>
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<tr>
<td>MN Cable Communications Assn</td>
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<td>Land O'Lakes, Inc.</td>
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<tr>
<td>MN Business Partnership, Inc.</td>
<td>$144,072</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
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<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas</td>
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<tr>
<td>Dakota Electric Assn</td>
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<tr>
<td>MN Catholic Conference</td>
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<tr>
<td>AARP (American Assn of Retired Persons)</td>
<td>$123,917</td>
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<tr>
<td>Americans for Prosperity</td>
<td>$103,026</td>
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<tr>
<td>Enbridge Energy Partners LP</td>
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<td>AFSCME Council 5</td>
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<td><strong>Total</strong></td>
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## Associations with Lobbyist Disbursements of Over $100,000 to Influence Legislative Action

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<td>MN Assn of Realtors</td>
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<td>Land O'Lakes, Inc.</td>
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<td>MN Business Partnership, Inc.</td>
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<td>MN Catholic Conference</td>
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<tr>
<td>AARP (American Assn of Retired Persons)</td>
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<td>Xcel Energy Services, Inc.</td>
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<td>MN Cable Communications Assn</td>
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<td>Americans for Prosperity</td>
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$2,565,819
## Associations with Lobbyist Disbursements of Over $10,000 to Influence Administrative Action

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<tr>
<th>Association or Individual Represented</th>
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<td>Center of the American Experiment</td>
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<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy</td>
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<tr>
<td>Dakota Electric Assn</td>
<td>$125,185</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
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<tr>
<td>Enbridge Energy Partners LP</td>
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<td>MN Center for Environmental Advocacy</td>
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<tr>
<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of</td>
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<tr>
<td>Otter Tail Power Company</td>
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<td>MN Chamber of Commerce</td>
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<td>National Grid Renewables</td>
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<td>US Steel Corp</td>
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<tr>
<td>Apex Clean Energy Management LLC</td>
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<td>Hibbing Taconite Co</td>
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<td>Life Time, Inc.</td>
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<td>Three Waters Wind Farm LLC</td>
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<td>MN Crop Production Retailers</td>
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<td>Assn of Residential Resources in MN (ARRM)</td>
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## Associations with Lobbyist Disbursements of Over $3,000 to Influence Metropolitan Governmental Unit Action

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<td>FairVote MN</td>
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<td>MN Cable Communications Assn</td>
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<td>American Civil Liberties Union, Inc.</td>
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<td>Assn of Metropolitan Municipalities</td>
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<td>St Paul Area Assn of Realtors, Inc. (SPAAR)</td>
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<td>Wells Fargo &amp; Co</td>
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<td>Greater Mpls Building Owners &amp; Mgrs Assn</td>
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<td>Assn for Nonsmokers-Minnesota</td>
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<tr>
<td>MN Center for Environmental Advocacy</td>
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<td>Xcel Energy Services, Inc.</td>
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<td>Twin Cities Habitat for Humanity</td>
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<td>Essentia Health</td>
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<tr>
<td>Minneapolis Area Assn of Realtors</td>
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$672,748
### Principals with Disbursements Over $40,000 to Influence
### Minnesota Public Utilities Commission
### Reported to Nearest $20,000

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<thead>
<tr>
<th>Principal Name</th>
<th>Total Spent on Lobbying</th>
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<tr>
<td>Enbridge Energy Partners LP</td>
<td>$1,060,000</td>
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<tr>
<td>Otter Tail Power Company</td>
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<td>Xcel Energy Services, Inc.</td>
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<td>MN Energy Resources Corp</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
<td>$260,000</td>
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<tr>
<td>National Grid Renewables</td>
<td>$240,000</td>
</tr>
<tr>
<td>Dakota Electric Assn</td>
<td>$135,125</td>
</tr>
<tr>
<td>Great Plains Natural Gas Co</td>
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<tr>
<td>Apex Clean Energy Management LLC</td>
<td>$100,000</td>
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<td>Shippers for Secure, Reliable &amp; Economical Petroleum Transp</td>
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<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of</td>
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<td>Friends of the Headwaters</td>
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<td>Three Waters Wind Farm LLC</td>
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<td>American Institute of Architects-MN (AIA Minnesota)</td>
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<td>MN Municipal Power Agency (MMPA)</td>
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<td>ArcelorMittal USA LLC</td>
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<td>Greenwich Biosciences, Inc.</td>
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<td>American Coatings Association</td>
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<td>Fresh Energy</td>
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### Principals with Disbursements Over $250,000
Reported to Nearest $20,000

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<td>MN Chamber of Commerce</td>
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<td>Xcel Energy Services, Inc.</td>
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<td>MN Business Partnership, Inc.</td>
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<td>Education Minnesota</td>
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<td>League of Minnesota Cities</td>
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<tr>
<td>FairVote MN</td>
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<tr>
<td>MN Auto Dealers Assn (MADA)</td>
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<td>Otter Tail Power Company</td>
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<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas</td>
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<tr>
<td>Coalition of Greater MN Cities</td>
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<td>MN Private College Council</td>
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<td>Mall of America</td>
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<td>Flint Hills Resources LLC</td>
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<td>MN Council of Health Plans</td>
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<td>Housing First Minnesota</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
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<td>MN School Boards Assn</td>
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<td>MN Insurance &amp; Financial Services Council</td>
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<td>MN Cable Communications Assn</td>
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<td>MN Multi-Housing Assn</td>
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<td>MN Energy Resources Corp</td>
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<td>Shakopee Mdewakanton Sioux (Dakota) Community</td>
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<td>Assn of Metropolitan School Districts</td>
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<td>Allina Health</td>
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<td>Fairview Health Services</td>
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<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of MN/ND)</td>
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<td>Pharmaceutical Research &amp; Manufacturers of America (PhRMA)</td>
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<td>Altria Client Services LLC and its Affiliates</td>
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<td>MN Credit Union Network</td>
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<tr>
<td>MN Indian Gaming Assn</td>
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<tr>
<td>Mille Lacs Band of Ojibwe Indians-Corp Comm</td>
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</table>
### Principals with Disbursements Over $250,000
#### Reported to Nearest $20,000

<table>
<thead>
<tr>
<th>Principal Name</th>
<th>Total Spent on Lobbying</th>
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<tbody>
<tr>
<td>National Grid Renewables</td>
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<tr>
<td>Assn of Metropolitan Municipalities</td>
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<td>MN AFL-CIO</td>
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<td>MN Bankers Assn</td>
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<td>Prairie Island Dakota Community</td>
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<tr>
<td>Schools for Equity in Education</td>
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</tbody>
</table>

$20,607,825
Reporting categories

- **Preparation and distribution of lobbying materials**
  Includes the cost of production, purchase, or other acquisition of materials that directly support lobbying.

- **Media advertising**
  Includes the cost of media space or time used for lobbying activities.
  The cost of preparation of materials for use in the media is reported in the lobbying materials category.

- **Telephone and communications**
  Includes costs for local and long-distance telephone services, electronic mail, mobile telephones, facsimile services, and other communication services.

- **Postage**
  Includes costs of postage from the United States Postal Service as well as other distribution costs associated with lobbying activities.

- **Fees, allowances, public relations campaigns**
  Includes fees for consulting, public relations campaigns and any other expenses related to those services, as well as fees paid to the Campaign Finance and Public Disclosure Board. This category does not include compensation paid to a lobbyist for services as a lobbyist on behalf of the principal.

- **Entertainment**
  Includes cost of entertainment associated with any situation where lobbying activities take place.

- **Food and beverages**
  Includes the cost of all food and beverages associated with any situation where lobbying activities take place.
- Travel and Lodging

Includes costs of all travel and lodging associated with any lobbying activity, excluding the costs of the lobbyist’s own travel to accomplish the lobbying activity.

- Support Staff Administrative Costs and Salary

Associated administrative costs and salary of an individual who provides support to a lobbyist and whose support is attributable to lobbying.

- All Other Disbursements

Includes general administration and overhead and any other lobbyist disbursements not reported in other categories.

Monetary Disbursements by Lobbying Categories

- Support staff costs
- All other disbursements
- Materials, preparation & distribution
- Fees, allowances, public relations
- Media advertising
- Telephone & communications
- Travel & lodging
- Food & beverages
- Postage
- Entertainment

Financial breakdowns and bar charts showing monetary disbursements by categories.
Percentage of Disbursements by Type of Lobbying

Expenditures by Principals on Selected Lobbying Subjects
As Reported in 2020

Expenditures by Principals on Selected Lobbying Subjects
As Reported in 2020
<table>
<thead>
<tr>
<th>Association or Individual Represented by Lobbyist</th>
<th>Legislative Disbursements</th>
<th>Administrative Disbursements</th>
<th>Metro Govt Disbursements</th>
<th>Lobbyist Disb Total</th>
<th>Principal Expenditures MN PUC - All Other</th>
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</thead>
<tbody>
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<td>Rau, Andrea L</td>
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<td>Reich, John C</td>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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# Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disb Total | Principal Expenditures
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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Lobbyists:
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- Haas, Nancy A
- Schmidt, Lorna
- Underwood, Wendy

Lobbyists:
- Kozak, Andrew
- Platto, Andrew

Lobbyists:
- Pearson, Thomas

Lobbyists:
- Laher, G Byron

Lobbyists:
- Bull, Michael J
- Duffrin, Chris
- Fitzke, Jamie
- Halloran, Brian K
- Partridge, Audrey
- Perzichilli, Andrea
- Redmond, Lawrence M

Lobbyists:
- Taffe, Kaley

Lobbyists:
- Beckman, Alison
- Dross, Peter
- Goodno, Kevin P
- Mack, Tara
- Simons, Anneliese

Lobbyists:
- Repke, Charles W

Lobbyists:
- Fulkerson, Katie
- Hinderaker, John
- Kersten, Katherine
- Orr, Isaac
- Phelan, John
- Wigfall, Catrin Thorman
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-50-
# Total Lobbying Disbursements Reported by Lobbyists and Principals
## January 1 through December 31, 2020

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<th>Administrative Disbursements</th>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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<th>Legislative Disbursements</th>
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<th>Metro Govt Disbursements</th>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
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January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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**Note:** The table above lists the total lobbying disbursements reported by lobbyists and principals from January 1 through December 31, 2020. Each entry includes the disbursement amounts for legislative, administrative, and metro government purposes, as well as the total lobbying disbursements and principal expenditures for MN PUC and all other categories.
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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-73-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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-77-
# Total Lobbying Disbursements Reported by Lobbyists and Principals
## January 1 through December 31, 2020

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disb Total | Principal Expenditures
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disb Total | Principal Expenditures
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# Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2020**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2020**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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**Total Lobbying Disbursements Reported by Lobbyists and Principals**  
**January 1 through December 31, 2020**

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2020

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disb Total | Principal Expenditures
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2020**

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2020

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Matzek, Kevin  
McCullough, Jess A  
Moeller, David R  
Mullen, Patrick K  
Pockl, Lauren E  
Podratz, Marcia A  
Rittgers, Anne  
Sletten, Jill G  
Swanson, Eric F  
Underdahl, Thor Christopher  
Vang, Analeisha Marie  
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McDonough, Amy  
Nachtigal, Emily J  
Shaver, Maureen H | | | | | |
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Rice, Brian F | | | | | |
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2020**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2020**

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# Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2020

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<th>Administrative Disbursements</th>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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-121-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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-122-
### Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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# Total Lobbying Disbursements Reported by Lobbyists and Principals
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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-131-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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# Total Lobbying Disbursements Reported by Lobbyists and Principals
## January 1 through December 31, 2020

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2020

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Tyler, F Clayton |                           |                              |                          |                    |                                         |
| Sourcewell                                      | $338                       | $0                           | $0                       | $338               | $0                                  $14,055 |
| | Moe, Roger D  
Otto, Bill  
Walseth, Samuel P |                           |                              |                          |                    |                                         |
| South Central MN EMS Joint Powers Bd           | $0                         | $0                           | $0                       | $0                 | $0                                  $0 |
| | Bergeron, Matthew  
Vesel, Margaret M |                           |                              |                          |                    |                                         |
| South Central Service Cooperative               | $572                       | $0                           | $0                       | $572               | $0                                  $17,039 |
| | Moe, Roger D  
Walseth, Samuel P |                           |                              |                          |                    |                                         |
| Southeast Minnesota Assn of Realtors            | $0                         | $0                           | $0                       | $0                 | $0                                  $0 |
| | Brownlow, Eric |                           |                              |                          |                    |                                         |
| Southeast Service Cooperative                   | $572                       | $0                           | $0                       | $572               | $0                                  $20,000 |
| | Moe, Roger D  
Walseth, Samuel P |                           |                              |                          |                    |                                         |
| Southern MN EMS Joint Powers                    | $0                         | $0                           | $0                       | $0                 | $0                                  $3,500 |
| | Bergeron, Matthew  
Vesel, Margaret M |                           |                              |                          |                    |                                         |
| Southern Glazer's Wine & Spirits                 | $0                         | $0                           | $0                       | $0                 | $0                                  $65,000 |
| | Buie, Erin I  
Cassidy, Paul D  
Chelseth, Andrew H  
Estenson, Jeremy |                           |                              |                          |                    |                                         |
| Southern Heights Dental Group PA                | $520                       | $0                           | $0                       | $520               | $0                                  $11,250 |
| | Christopherson, Kirsten |                           |                              |                          |                    |                                         |
| Southern MN Municipal Power Agency (SMMPA)      | $4,402                     | $8                           | $2,538                   | $6,948             | $0                                  $86,474 |
| | Carnival, Douglas M  
Schoenherr, Christopher P |                           |                              |                          |                    |                                         |
| Southern MN Regional Legal Services, Inc.       | $408                       | $0                           | $0                       | $408               | $0                                  $5,851 |
| | Almeida, Cristine  
Donnelly, Julia M  
Marsh, Colin |                           |                              |                          |                    |                                         |
| SouthWest Transit                               | $120                       | $0                           | $0                       | $120               | $0                                  $29,600 |
| | Bagnoli, Joseph T  
Hanson, Thomas J  
Rau, Andrea L  
Reich, John C |                           |                              |                          |                    |                                         |
| Spin                                            | $1,226                     | $1,226                       | $0                       | $2,452             | $0                                  $58,350 |
| | Cook, Judy E  
Johnson, Barbara A  
Sellwood, Joe |                           |                              |                          |                    |                                         |
| Sportradar Solutions LLC                        | $300                       | $0                           | $0                       | $300               | $0                                  $20,000 |
| | Koch, Amy  
Madryga, Natalia |                           |                              |                          |                    |                                         |
Total Lobbying Disbursements Reported by Lobbyists and Principals  
January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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Total Lobbying Disbursements Reported by Lobbyists and Principals  
January 1 through December 31, 2020

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2020**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2020

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<th>Legislative Disbursements</th>
<th>Administrative Disbursements</th>
<th>Metro Govt Disbursements</th>
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Grand Total: **$68,023,406**