MINNESOTA
CAMPAIGN FINANCE AND PUBLIC DISCLOSURE BOARD

2021 LOBBYING DISBURSEMENT SUMMARY
January – December 2021
Issued:  September 2022

Information in this summary is based on 2021 reports filed by registered lobbyists and the 2021 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 2021.

During 2021, 1,355 individuals were registered as lobbyists to represent 1,551 associations and individuals. Lobbyists filed 4,319 periodic reports for the twelve-month period, 94% of which were filed electronically. The lobbyist disbursement reports disclosed a total of $12,922,233 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 1,452 annual reports for 2021, 96% 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 $74,199,992 in expenditures, with $5,194,947 of that total being expenditures for lobbying the MN PUC and $69,005,045 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 894 (62%) of the 1,455 principals represented made disbursements for lobbying purposes during 2021. The reports disclosed that 70% of lobbying disbursements were made for the purpose of influencing legislative action, 18% of disbursements were made to influence administrative action, and 12% 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 2020 and 2021.

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. Fourteen lobbyists reported giving items or benefits totaling $3,431 to 45 legislators, 1 constitutional officer, and 7 public officials. See page 16 for definitions and see subsequent pages for details of the gifts.

Minneapolis Regional Chamber of Commerce reported the largest total lobbyist disbursements during the period. Pharmaceutical Research & Manufacturers of America (PhRMA) reported the largest total disbursements for legislative action lobbying. CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas 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 Minneapolis Regional Chamber of Commerce. The largest total amount spent to influence administrative action by the Minnesota Public Utilities Commission was reported by Otter Tail Power Company. 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 20.

This summary also includes a list of associations and the lobbyists that represented each association during 2021 along with the total disbursements made by each association. See page 30 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

Lobbyists

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

Principals

<table>
<thead>
<tr>
<th>Date</th>
<th>Disbursements</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 15</td>
<td>Disbursements made in prior calendar year</td>
</tr>
</tbody>
</table>

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 2020</th>
<th>Calendar Year 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principals Represented</td>
<td>1,425</td>
<td>1,455</td>
</tr>
<tr>
<td>Total Lobbyists Disbursements</td>
<td>$9,165,343</td>
<td>$12,922,233</td>
</tr>
<tr>
<td>Principals whose lobbyists reported making disbursements</td>
<td>880 (62%)</td>
<td>894 (62%)</td>
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<tr>
<td>MN Public Utilities Commission Total Disbursements</td>
<td>$5,165,670</td>
<td>$5,194,947</td>
</tr>
<tr>
<td>All Other Lobbying Disbursements Total</td>
<td>$62,857,736</td>
<td>$69,005,045</td>
</tr>
<tr>
<td>Total Principal Disbursements</td>
<td>$68,023,406</td>
<td>$74,199,992</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.

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### COMPARISONS OF TOTAL LOBBYING DISBURSEMENTS BY TYPE OF LOBBYING

<table>
<thead>
<tr>
<th>Type of Lobbying</th>
<th>2020</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Legislative</td>
<td>$6,836,945 (75%)</td>
<td>$8,993,686 (70%)</td>
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<tr>
<td>Administrative</td>
<td>$1,578,856 (17%)</td>
<td>$2,376,277 (18%)</td>
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<tr>
<td>Metro Governmental Unit</td>
<td>$749,111 (8%)</td>
<td>$1,552,270 (12%)</td>
</tr>
</tbody>
</table>
Lobbyist Principal Disbursements
2017-2021

$75,625,666
$78,757,615
$76,173,175
$68,023,406
$74,199,992

2017 2018 2019 2020 2021
## DISCLOSURE OF OTHER SOURCES OF FUNDS FOR LOBBYING PURPOSES

<table>
<thead>
<tr>
<th><strong>What sources must be disclosed?</strong></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><strong>What must be disclosed?</strong></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 2021

<table>
<thead>
<tr>
<th>Recipient</th>
<th>Source</th>
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<tbody>
<tr>
<td>Animal Folks</td>
<td>Spring Point Partners</td>
</tr>
<tr>
<td>Assd General Contractors of MN</td>
<td>Amer. Counc. Of Engineering Companies</td>
</tr>
<tr>
<td></td>
<td>Amer. Counc. Of Engineering Consultants</td>
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<tr>
<td></td>
<td>American Institute of Architects</td>
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<tr>
<td></td>
<td>American Institute of Architects Minnesota</td>
</tr>
<tr>
<td></td>
<td>Assn of Women Contractors</td>
</tr>
<tr>
<td></td>
<td>International Operating Engineers Local 49</td>
</tr>
<tr>
<td></td>
<td>Laborers Dist. Council of MN/ND</td>
</tr>
<tr>
<td></td>
<td>Minnesota Building Trades Council</td>
</tr>
<tr>
<td></td>
<td>Minnesota Electrical Association</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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<tr>
<td></td>
<td>Minnesota Mechanical Contractors</td>
</tr>
<tr>
<td></td>
<td>Minnesota Pipe Trades Association</td>
</tr>
<tr>
<td></td>
<td>Minnesota Subcontractors Association</td>
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<tr>
<td></td>
<td>Minnesota Transportation Alliance</td>
</tr>
<tr>
<td></td>
<td>MN Building &amp; Construction Trades Council</td>
</tr>
<tr>
<td></td>
<td>MN Mechanical Contractors Assn</td>
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<tr>
<td></td>
<td>N Cntrl States Rgnl. Counc. Of Carpenters</td>
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<td></td>
<td>Operating Engineers Local 49</td>
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<td></td>
<td>Preservation Alliance of MN</td>
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<td>Rethos (Preservation Alliance)</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></td>
<td>ClearWay Minnesota</td>
</tr>
<tr>
<td>Assn of Minnesota Counties</td>
<td>Local Public Health Association</td>
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<td>Minnesota County Engineers Association</td>
</tr>
<tr>
<td></td>
<td>Minnesota Inter County Association</td>
</tr>
<tr>
<td></td>
<td>MN Assn of County Feedlot Officers</td>
</tr>
<tr>
<td></td>
<td>Assn. of County Administrators</td>
</tr>
<tr>
<td></td>
<td>MN Assn. of County Feedlot Officers</td>
</tr>
<tr>
<td></td>
<td>MN Assn. of County Social Service Admins</td>
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<td></td>
<td>MN Assn. of Planning &amp; Zoning Admins MN</td>
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<td></td>
<td>Assn. of Professional Econ. Developers MN</td>
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<td></td>
<td>Association of Assessing Officers</td>
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<td></td>
<td>MN Association of Workforce Boards</td>
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<tr>
<td></td>
<td>MN Counties Human Resource Mgmt Assn</td>
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<td></td>
<td>MN County IT Leadership Assn.</td>
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<td></td>
<td>MN Rural Broadband Coalition</td>
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<td>MN Solid Waste Administrators Assn.</td>
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<tr>
<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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<tr>
<td></td>
<td>Cerenity Care Center</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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<tr>
<td></td>
<td>Madonna Towers</td>
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<td>Our Lady of Peace Francisca</td>
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<td>Regina Medical Center</td>
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<td></td>
<td>St Benedicts Senior Community</td>
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<tr>
<td></td>
<td>St Cloud Hospital</td>
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<tr>
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<td>CenterPoint Energy Resources Corp db/a CenterPoint Energy MN Gas</td>
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<td>Children's Defense Fund - Minnesota</td>
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<td>Coalition of MN Businesses, Inc.</td>
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<td>COPAL (Comunidades organizando el poder y acción Latina)</td>
<td>Citizen's League</td>
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<td>eco Hair Braider Association LLC</td>
<td>Aatifah Jarrett</td>
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<td>Dovetail Partners</td>
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<td>Dovetail Partners Inc</td>
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<td>Recipient</td>
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<td>Professional Insurance Agents of Minnesota</td>
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## Other Sources of Funds for Lobbying Purposes 2021

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**MN Citizens for the Arts**
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- American Swedish Institute
- American Swedish Institute
- Anderson Center for Interdisciplinary Studies
- Arrowhead Regional Arts Council
- Artistry
- Artspace Projects Inc
- Artspace Projects Inc.
- Ballet Work dba James Sewell Ballet Central
- Minnesota Arts Boardm
- Children’s Theater Company
- Children’s Theatre Company
- Coffee House Press
- COMPAS
- Creative Minnesota
- Forecast Public Artworks
- Goldstein Museum of Design
- Guthrie Theater
- Guthrie Theater Foundation
- Hennepin Theatre Trust
- Illusion Theater & School
- Interact Cntr for the Visual & Perf. Ar Jungle Thtr
- Loft Literary Center
- Lyric Arts Company of Anoka
- MacPhail Center for Music
- MacPhail Center for the Arts
- Milkweed Editions
- Minneapolis Institute of Arts
- MN Museum of American Art MN Opera Co.
- Minnesota Orchestra
- Museum of Russian Art
- North House Folk School
- Ordway Center for the Performing Arts

**MN Community Action Partnership**
- Minnesota Head Start Association

**MN Dental Assn**
- American Dental Association

**MN Homeowners Alliance, Inc.**
- National Association of Realtors

**MN Insurance & Financial Services Council**
- A CLI
- AFLAC
- Allianz Life Insurance Co.
- American Family
- Ameriprise Financial
- BrightHouse Financial
- Catholic United Financial
- Farmers Insurance
- Federated Insurance Companies
- Genworth Financial
- Metropolitan Life Insurance Co.
- New York Life
- Northwestern Mutual Life
- Principal Financial Group
- Prudential Financial
- Securian
- Sons of Norway
- State Farm Insurance Companies
- Thrivent Financial
- VOYA

**MN Inter-County Assn**
- Benton County
- Blue Earth County Courthouse
- Carver County Administration Center
- Chisago County
- Crow Wing County
- Dakota County
- Olmsted County
- Otter Tail County
- Rice County
- Scott County
- Sherburne County
- St. Louis County
- Stearns County Administration Center
- Washington County Government Center
- Winona County

**MN Library Assn**
- Counc. Of Rgnl. Publ. Library System Admin
- Council of Cooperating Libraries Information Technology Educators of MN

**MN Multi-Housing Assn**
- Akins, Andrew
- Baguhn, Troy
- Bailey, Scott
- Barkheim, April
- Barrett, Laura
- Bartholomay, Mark
- Beck, Scott
- Beddoo, Dave
- Berg, Tara
- Bigos, Ted
- Bisanz, Bill
- Bjornnes, Norman
- Blaisier, Clint
- Bonine, Michelle
- Bornstein, Becky
- Brau, Sydney
- Breier, Catherine
- Bronk, Elizabeth
- Brown, Don
- Burns, Tina
- Byron, Tina
- Carlson, Peter
- Cashill, Mike
- Charcut, Kevin
- Cossor, Sandy
- Creurer, Devin
- Cullen, Bill
- Culp, Chris
- Custer, Tom
- Dack, Lisa
- DeBilzan, Julie

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## Other Sources of Funds for Lobbying Purposes 2021

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### Other Sources of Funds for Lobbying Purposes 2021

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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.
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<td>MN Chamber of Commerce</td>
<td>Meal</td>
</tr>
<tr>
<td>Senjem, David - Senator</td>
<td>MN Solar Energy Industries Assn (MnSEIA)</td>
<td>Meal</td>
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<tr>
<td>Sexton, Tim - Asst Commissioner - Department of Transportation</td>
<td>Great Plains Institute</td>
<td>Meal</td>
</tr>
<tr>
<td></td>
<td>Great Plains Institute</td>
<td>Meal</td>
</tr>
<tr>
<td>Theis, Tama - Representative</td>
<td>MN Chamber of Commerce</td>
<td>Meal</td>
</tr>
<tr>
<td>Vaubel, Andrea - Dep Commissioner - Department of Agriculture</td>
<td>Great Plains Institute</td>
<td>Meal</td>
</tr>
<tr>
<td>Walz, Tim - Governor</td>
<td>MN Nursery &amp; Landscape Assn</td>
<td>Plaque</td>
</tr>
<tr>
<td>Weber, Bill - Senator</td>
<td>MN State Cattlemen's Assn</td>
<td>Meal</td>
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<tr>
<td>Winkler, Ryan - Representative</td>
<td>MN Agri-Growth Council, Inc.</td>
<td>Meal</td>
</tr>
<tr>
<td>Youakim, Cheryl - Representative</td>
<td>Minneapolis Regional Chamber of Commerce</td>
<td>Meal</td>
</tr>
</tbody>
</table>
LISTS OF ENTITIES THAT REPORTED MAKING THE LARGEST AMOUNT OF DISBURSEMENTS IN 2021

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 24. These 28 entities, comprising approximately 2% of all registered entities, made $8,309,503 in total disbursements. This represents 64% of the $12,922,233 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 21. These 16 entities, comprising approximately 2% of all entities that made disbursements for legislative action, made a total of $4,342,658 in legislative action lobbying disbursements. This represents 48% of the $8,993,686 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 22. These 21 entities, comprising approximately 11% of all entities that made disbursements for administrative action, made a total of $1,419,861 in administrative action lobbying disbursements. This represents 60% of the $2,376,277 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 23. These 19 entities, comprising approximately 22% of all entities that made disbursements for metropolitan governmental unit action, made a total of $1,521,045 in metropolitan governmental unit action lobbying disbursements. This represents 98% of the $1,552,270 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 24. The 16 entities, comprising approximately 1% of all lobbyist principals, made $4,736,042 in lobbying disbursements. This represents 91% of the total $5,194,947 spent to influence administrative action by the Minnesota Public Utilities Commission and 6% of the total $74,199,992 in total lobbying disbursements reported by principals in 2021.

The lobbyist principals that report over $250,000 in total disbursements to lobby in Minnesota are listed on pages 25 and 26. These 48 associations, comprising approximately 3% of all lobbyist principals, made $24,505,565 in lobbying disbursements. This represents 36% of the total $69,005,045 spent to lobby in Minnesota and 33% of the total $74,199,992 in lobbying disbursements reported by principals in 2021.
### Associations with Total Lobbyist Disbursements of Over $100,000

<table>
<thead>
<tr>
<th>Association or Individual Represented</th>
<th>Total Disbursement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minneapolis Regional Chamber of Commerce</td>
<td>$1,367,585</td>
</tr>
<tr>
<td>Pharmaceutical Research &amp; Manufacturers of America (PhRMA)</td>
<td>$784,991</td>
</tr>
<tr>
<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas</td>
<td>$775,868</td>
</tr>
<tr>
<td>Education Minnesota</td>
<td>$693,719</td>
</tr>
<tr>
<td>Xcel Energy Services, Inc.</td>
<td>$569,978</td>
</tr>
<tr>
<td>MN Chamber of Commerce</td>
<td>$348,590</td>
</tr>
<tr>
<td>Service Employees Intl Union Council 7</td>
<td>$280,763</td>
</tr>
<tr>
<td>MN Homeowners Alliance, Inc.</td>
<td>$246,892</td>
</tr>
<tr>
<td>Better Together Minnesota</td>
<td>$238,102</td>
</tr>
<tr>
<td>Schools for Equity in Education</td>
<td>$232,070</td>
</tr>
<tr>
<td>American Petroleum Institute (API)</td>
<td>$226,896</td>
</tr>
<tr>
<td>AARP (American Assn of Retired Persons)</td>
<td>$203,093</td>
</tr>
<tr>
<td>Otter Tail Power Company</td>
<td>$201,023</td>
</tr>
<tr>
<td>Center of the American Experiment</td>
<td>$187,902</td>
</tr>
<tr>
<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of MN/ND)</td>
<td>$179,940</td>
</tr>
<tr>
<td>MN Cable Communications Assn</td>
<td>$155,825</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
<td>$154,820</td>
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<tr>
<td>MN Business Partnership, Inc.</td>
<td>$152,676</td>
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<tr>
<td>MN Center for Environmental Advocacy</td>
<td>$149,100</td>
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<tr>
<td>MN Catholic Conference</td>
<td>$143,431</td>
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<tr>
<td>Dakota Electric Assn</td>
<td>$142,882</td>
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<tr>
<td>MN Private College Council</td>
<td>$140,935</td>
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<tr>
<td>MN Credit Union Network</td>
<td>$139,172</td>
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<tr>
<td>MN Assn of Realtors</td>
<td>$130,050</td>
</tr>
<tr>
<td>Land O'Lakes, Inc.</td>
<td>$121,575</td>
</tr>
<tr>
<td>MN Auto Dealers Assn (MADA)</td>
<td>$120,511</td>
</tr>
<tr>
<td>Care Providers of Minnesota</td>
<td>$115,002</td>
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<tr>
<td>FairVote MN</td>
<td>$106,112</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$8,309,503</strong></td>
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</table>
## Associations with Lobbyist Disbursements of Over $100,000 to Influence Legislative Action

<table>
<thead>
<tr>
<th>Association or Individual Represented</th>
<th>Legislative Disbursement</th>
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</thead>
<tbody>
<tr>
<td>Pharmaceutical Research &amp; Manufacturers of America (PhRMA)</td>
<td>$784,991</td>
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<tr>
<td>Education Minnesota</td>
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<td>Xcel Energy Services, Inc.</td>
<td>$354,974</td>
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<td>MN Chamber of Commerce</td>
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<td>Service Employees Intl Union Council 7</td>
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<tr>
<td>MN Homeowners Alliance, Inc.</td>
<td>$246,892</td>
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<td>Better Together Minnesota</td>
<td>$238,102</td>
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<tr>
<td>Schools for Equity in Education</td>
<td>$232,070</td>
</tr>
<tr>
<td>AARP (American Assn of Retired Persons)</td>
<td>$203,093</td>
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<tr>
<td>MN Business Partnership, Inc.</td>
<td>$152,676</td>
</tr>
<tr>
<td>MN Catholic Conference</td>
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<tr>
<td>MN Private College Council</td>
<td>$140,935</td>
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<tr>
<td>MN Credit Union Network</td>
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<tr>
<td>MN Cable Communications Assn</td>
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<td>MN Assn of Realtors</td>
<td>$130,050</td>
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<tr>
<td>Land O'Lakes, Inc.</td>
<td>$121,575</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$4,342,658</strong></td>
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## Associations with Lobbyist Disbursements of Over $10,000 to Influence Administrative Action

<table>
<thead>
<tr>
<th>Association or Individual Represented</th>
<th>Administrative Disbursement</th>
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</thead>
<tbody>
<tr>
<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas</td>
<td>$772,045</td>
</tr>
<tr>
<td>American Petroleum Institute (API)</td>
<td>$226,896</td>
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<tr>
<td>Xcel Energy Services, Inc.</td>
<td>$204,094</td>
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<tr>
<td>Otter Tail Power Company</td>
<td>$170,135</td>
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<tr>
<td>Dakota Electric Assn</td>
<td>$137,072</td>
</tr>
<tr>
<td>MN Center for Environmental Advocacy</td>
<td>$122,700</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
<td>$121,021</td>
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<tr>
<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of MN/ND)</td>
<td>$100,585</td>
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<tr>
<td>Center of the American Experiment</td>
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<td>Clean Fuels Development Coalition</td>
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<td>National Grid Renewables</td>
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<tr>
<td>Apex Clean Energy Management LLC</td>
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<td>MN Auto Dealers Assn (MADA)</td>
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<td>EDF Renewables, Inc.</td>
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<td>MN Cable Communications Assn</td>
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<td>Care Providers of Minnesota</td>
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<td>Northern Wind Energy Redevelopment, LLC</td>
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<tr>
<td>Hayward Solar LLC</td>
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<td>Assn of Residential Resources in MN (ARRM)</td>
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<td>LeadingAge Minnesota</td>
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<td>MN Council of Nonprofits</td>
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<td>$2,241,040</td>
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### Associations with Lobbyist Disbursements of Over $3,000 to Influence Metropolitan Governmental Unit Action

<table>
<thead>
<tr>
<th>Association or Individual Represented</th>
<th>Metro Govt Disbursement</th>
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<tbody>
<tr>
<td>Minneapolis Regional Chamber of Commerce</td>
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<tr>
<td>American Civil Liberties Union, Inc.</td>
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<tr>
<td>Assn of Metropolitan Municipalities</td>
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<tr>
<td>Minneapolis Area Assn of Realtors</td>
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<tr>
<td>St Paul Area Assn of Realtors, Inc. (SPAAR)</td>
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<tr>
<td>Assn for Nonsmokers-Minnesota</td>
<td>$16,154</td>
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<tr>
<td>Alliance for Metropolitan Stability</td>
<td>$15,164</td>
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<tr>
<td>Xcel Energy Services, Inc.</td>
<td>$10,911</td>
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<tr>
<td>AFSCME Council 5</td>
<td>$10,000</td>
</tr>
<tr>
<td>Center of the American Experiment</td>
<td>$10,000</td>
</tr>
<tr>
<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of MN/ND)</td>
<td>$7,600</td>
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<tr>
<td>MN Center for Environmental Advocacy</td>
<td>$7,010</td>
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<tr>
<td>FairVote MN</td>
<td>$6,671</td>
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<tr>
<td>Yes 4 Minneapolis</td>
<td>$5,593</td>
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<tr>
<td>Greater Mpls Building Owners &amp; Mgrs Assn</td>
<td>$5,076</td>
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<tr>
<td>MN Cable Communications Assn</td>
<td>$5,059</td>
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<tr>
<td>St Paul Area Chamber of Commerce</td>
<td>$4,649</td>
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<tr>
<td>Beacon Interfaith Housing Collaborative</td>
<td>$4,271</td>
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<tr>
<td>Sierra Club North Star Chapter</td>
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**Total** $1,521,045
<table>
<thead>
<tr>
<th>Principal Name</th>
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<tbody>
<tr>
<td>Otter Tail Power Company</td>
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<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy Sierra</td>
<td>$1,040,000</td>
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<tr>
<td>Club North Star Chapter</td>
<td>$440,000</td>
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<tr>
<td>Xcel Energy Services, Inc.</td>
<td>$420,000</td>
</tr>
<tr>
<td>National Grid Renewables</td>
<td>$280,000</td>
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<tr>
<td>MN Energy Resources Corp</td>
<td>$240,000</td>
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<tr>
<td>Apex Clean Energy Management LLC</td>
<td>$160,000</td>
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<tr>
<td>MN Center for Environmental Advocacy</td>
<td>$160,000</td>
</tr>
<tr>
<td>EDF Renewables, Inc.</td>
<td>$121,150</td>
</tr>
<tr>
<td>LIUNA Minnesota &amp; North Dakota (aka Laborers Distr Cncl of MN/ND)</td>
<td>$100,000</td>
</tr>
<tr>
<td>Northern Wind Energy Redevelopment, LLC</td>
<td>$100,000</td>
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<tr>
<td>MN Municipal Power Agency (MMPA)</td>
<td>$60,000</td>
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<tr>
<td>Great Plains Natural Gas Co</td>
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<tr>
<td>Northwest Indian Community Development Corp.</td>
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<td>Lake Wilson Solar Energy LLC</td>
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<td>Fresh Energy</td>
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Total $4,736,042
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<tr>
<td>Minneapolis Regional Chamber of Commerce</td>
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<tr>
<td>CenterPoint Energy Resources Corp d/b/a CenterPoint Energy MN Gas</td>
<td>$1,240,000</td>
</tr>
<tr>
<td>Pharmaceutical Research &amp; Manufacturers of America (PhRMA)</td>
<td>$1,143,210</td>
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<tr>
<td>Xcel Energy Services, Inc.</td>
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<tr>
<td>MN Chamber of Commerce</td>
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<td>Education Minnesota</td>
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<tr>
<td>MN Business Partnership, Inc.</td>
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<tr>
<td>League of Minnesota Cities</td>
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</tr>
<tr>
<td>MN Private College Council</td>
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<tr>
<td>MN Assn of Realtors</td>
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<tr>
<td>MN Auto Dealers Assn (MADA)</td>
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<td>Sierra Club North Star Chapter</td>
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<td>Flint Hills Resources LLC</td>
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<td>Coalition of Greater MN Cities</td>
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<tr>
<td>Housing First Minnesota</td>
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<tr>
<td>MN Insurance &amp; Financial Services Council</td>
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<td>RAI Services Co</td>
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<tr>
<td>Better Together Minnesota</td>
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<tr>
<td>FairVote MN</td>
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<tr>
<td>Minneapolis Area Assn of Realtors</td>
<td>$400,000</td>
</tr>
<tr>
<td>MN Council of Health Plans</td>
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<tr>
<td>MN Multi-Housing Assn</td>
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<tr>
<td>AFSCME Council 5</td>
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<td>Enbridge Energy Partners LP</td>
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<tr>
<td>MN Cable Communications Assn</td>
<td>$360,000</td>
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<tr>
<td>Assn of Metropolitan School Districts</td>
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<tr>
<td>Shakopee Mdewakanton Sioux (Dakota) Community</td>
<td>$343,319</td>
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<tr>
<td>AARP (American Assn of Retired Persons)</td>
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<tr>
<td>Fairview Health Services</td>
<td>$340,000</td>
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<tr>
<td>National Grid Renewables</td>
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<tr>
<td>MN Energy Resources Corp</td>
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<td>MN Credit Union Network</td>
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<tr>
<td>Service Employees Intl Union Council 7</td>
<td>$320,000</td>
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<tr>
<td>American Petroleum Institute (API)</td>
<td>$310,146</td>
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</tbody>
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-25-
<table>
<thead>
<tr>
<th>Principal Name</th>
<th>Total Spent on Lobbying</th>
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<tbody>
<tr>
<td>Allina Health</td>
<td>$300,000</td>
</tr>
<tr>
<td>Altria Client Services LLC and its Affiliates</td>
<td>$300,000</td>
</tr>
<tr>
<td>LeadingAge Minnesota</td>
<td>$300,000</td>
</tr>
<tr>
<td>Mille Lacs Band of Ojibwe Indians-Corp Comm</td>
<td>$300,000</td>
</tr>
<tr>
<td>MN Catholic Conference</td>
<td>$297,465</td>
</tr>
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<td>MN Hospital Assn</td>
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<tr>
<td>MN Homeowners Alliance, Inc.</td>
<td>$290,995</td>
</tr>
<tr>
<td>Assn of Metropolitan Municipalities</td>
<td>$280,000</td>
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<tr>
<td>Schools for Equity in Education</td>
<td>$280,000</td>
</tr>
<tr>
<td>UCare MN</td>
<td>$276,549</td>
</tr>
<tr>
<td>MN AFL-CIO</td>
<td>$274,627</td>
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<tr>
<td>Medical Alley Association</td>
<td>$260,000</td>
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<td>MN Bankers Assn</td>
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<td></td>
<td>$24,505,565</td>
</tr>
<tr>
<td>Reporting categories</td>
<td>Description</td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------</td>
</tr>
<tr>
<td>Preparing and distributing lobbying materials</td>
<td>Includes the cost of production, purchase, or other acquisition of materials that directly support lobbying.</td>
</tr>
<tr>
<td>Media advertising</td>
<td>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.</td>
</tr>
<tr>
<td>Telephone and communications</td>
<td>Includes costs for local and long-distance telephone services, electronic mail, mobile telephones, facsimile services, and other communication services.</td>
</tr>
<tr>
<td>Postage</td>
<td>Includes costs of postage from the United States Postal Service as well as other distribution costs associated with lobbying activities.</td>
</tr>
<tr>
<td>Fees, allowances, public relations campaigns</td>
<td>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.</td>
</tr>
<tr>
<td>Entertainment</td>
<td>Includes cost of entertainment associated with any situation where lobbying activities take place.</td>
</tr>
<tr>
<td>Food and beverages</td>
<td>Includes the cost of all food and beverages associated with any situation where lobbying activities take place.</td>
</tr>
</tbody>
</table>
- 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
<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>
</tr>
</thead>
<tbody>
<tr>
<td>160 Driving Academy</td>
<td>$1,245</td>
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<td>$0</td>
<td>$1,245</td>
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<tr>
<td>Bagnoli, Joseph T</td>
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<td>$10,191</td>
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<td>Hanson, Thomas J</td>
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<td>180 Degrees</td>
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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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
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-38-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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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, 2021
# Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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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, 2021**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2021**

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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, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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<th>Association or Individual Represented by Lobbyist</th>
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The table above lists the total lobbying disbursements reported by lobbyists and principals from January 1 through December 31, 2021. The disbursements are categorized by legislative, administrative, and metro government disbursements, as well as the total lobbyist disbursements. The principal expenditures are reported for MN PUC and All Other categories.
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<tr>
<th>Association or Individual Represented by Lobbyist</th>
<th>Legislative Disbursements</th>
<th>Administrative Disbursements</th>
<th>Metro Govt Disbursements</th>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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# Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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#### January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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### January 1 through December 31, 2021

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021
## 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, 2021

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disb Total | Principal Expenditures
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-71-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2021**

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
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-76-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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-77-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2021**

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# Total Lobbying Disbursements Reported by Lobbyists and Principals
## January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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Total Lobbying Disbursements Reported by Lobbyists and Principals  
January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

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## Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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-92-
## Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

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<th>Association or Individual Represented by Lobbyist</th>
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-93-
**Total Lobbying Disbursements Reported by Lobbyists and Principals**  
**January 1 through December 31, 2021**

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<tr>
<th>Association or Individual Represented by Lobbyist</th>
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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021
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### Total Lobbying Disbursements Reported by Lobbyists and Principals

#### January 1 through December 31, 2021

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**Total Lobbying Disbursements Reported by Lobbyists and Principals**  
**January 1 through December 31, 2021**

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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, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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-109-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals

January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
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-113-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
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January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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-117-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

| Association or Individual Represented by Lobbyist | Legislative Disbursements | Administrative Disbursements | Metro Govt Disbursements | Lobbyist Disp Total | Principal Expenditures
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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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# Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

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-124-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
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-125-
# Total Lobbying Disbursements Reported by Lobbyists and Principals
## January 1 through December 31, 2021

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<th>Administrative Disbursements</th>
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-126-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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-129-
## 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, 2021

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Total Lobbying Disbursements Reported by Lobbyists and Principals
January 1 through December 31, 2021

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-134-
## 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, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals

**January 1 through December 31, 2021**

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-140-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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January 1 through December 31, 2021

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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, 2021

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<th>Association or Individual Represented by Lobbyist</th>
<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
### January 1 through December 31, 2021

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-151-
### Total Lobbying Disbursements Reported by Lobbyists and Principals
**January 1 through December 31, 2021**

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-154-
## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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<th>Administrative Disbursements</th>
<th>Metro Govt Disbursements</th>
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### Total Lobbying Disbursements Reported by Lobbyists and Principals
#### January 1 through December 31, 2021

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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, 2021

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## Total Lobbying Disbursements Reported by Lobbyists and Principals
### January 1 through December 31, 2021

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