

TOP TEN PAYING INDUSTRIES/ISSUES: 2017 vs 2016

Industry 2017	Amount Spent (2017)	Number of Employers (2017)	Average Spending Per Employer	Rank (2017)	Industry (2016)	Amount Spent (2016)	Number of Employers (2016)	Average Spending Per Employer	Rank (2016)
Health	\$4,166,495	38	\$109,645	1	Health	\$4,525,538	45	\$100,567	1
Environment	\$2,110,770	11	\$191,888	2	Utility/E	\$1,819,142	13	\$139,934	2
Utility/Energy	\$1,602,637	12	\$133,553	3	Builders &	\$1,646,655	18	\$91,480	3
Builders & Realtors	\$1,137,599	13	\$87,508	4	Insurance	\$1,200,987	11	\$109,180	4
Business	\$864,222	13	\$66,479	5	Business	\$1,190,376	14	\$85,026	5
Education	\$732,178	5	\$146,436	6	Other	\$1,153,603	11	\$104,873	6
Automobile	\$697,284	8	\$87,160	7	Telecom	\$784,614	7	\$112,087	7
Transportation	\$630,538	8	\$70,060	8	g &	\$728,821	8	\$91,102	8
Insurance	\$565,188	8	\$70,649	9	Transportation	\$664,952	8	\$83,119	9
Gaming & Gambling	\$559,116	6	\$93,186	10	Automobile	\$660,274	9	\$73,363	10

TOP TEN PAYING EMPLOYERS: 2017 vs 2016

Total Amount (2017)	Employer (2017)		Total Amount (2016)	Employer (2016)
\$1,422,374	American Petroleum Institute (API)		\$518,050	Maryland Hospital Association
\$499,711	Maryland Hospital Association		\$380,000	Law Offices of Peter Angelos
\$474,956	Maryland State Education Association		\$356,606	CareFirst BlueCross BlueShield
\$335,131	Baltimore Gas and Electric Company		\$352,684	Maryland State Education Association
\$349,365	Exelon Corporation		\$340,344	Baltimore Gas and Electric Company
\$306,716	Maryland Bankers Association		\$320,870	MedChi, The Maryland State Medical Society
\$305,36	CareFirst BlueCross BlueShield		\$300,626	Maryland Bankers Association
\$284,491	Johns Hopkins Institutions		\$271,411	Johns Hopkins Institutions
\$271,188	Comcast NBC Universal		\$254,029	Pepco Holdings, Inc.
\$275,269	Maryland Catholic Conference, LLC.		\$246,310	Washington Gas
\$4,476,215	Total		\$3,340,931	Total

TOP TEN PAID LOBBYISTS: 2017 vs 2016

Total Amount (2017)	Individual (2017)		Total Amount (2016)	Individual (2016)
\$1,808,233	Evans, Gerard		\$1,968,400	Evans, Gerard
\$1,675,304	Bereano, Bruce		\$1,389,364	Bereano, Bruce
\$1,263,709	Perry, Timothy		\$1,118,359	Perry, Timothy
\$981,311	Harris Jones, Lisa		\$1,011,300	Rozner, Joel
\$951,500	Boston, III, Frank		\$924,139	Johansen, Michael
\$915,584	Rozner, Joel		\$917,766	Garagiola, Robert
\$902,869	Johansen, Michael		\$880,000	Boston, III, Frank
\$879,942	Garagiola, Robert		\$807,000	Manis, Nicholas
\$780,400	Manis, Nicholas		\$718,293	Wise, J. Steven
\$659,703	Wise, J. Steven		\$685,545	Kasemeyer, Pamela
\$10,818,554	Total		\$8,854,621	Total

AMOUNTS SPENT BY INDUSTRY/ISSUE: 2017

Industry (2017)	Amount Spent (2017)	Number of Employers (2017)	Average Spending Per Employer (2017)	Rank (2017)
Health	\$4,166,495	38	\$109,645	1
Environment	\$2,110,770	11	\$191,888	2
Utility/Energy	\$1,602,637	12	\$133,553	3
Builders & Realtors	\$1,137,599	13	\$87,508	4
Business	\$864,222	13	\$66,479	5
Education	\$732,178	5	\$146,436	6
Automobile	\$697,284	8	\$87,160	7
Transportation	\$630,538	8	\$70,060	8
Insurance	\$565,188	8	\$70,649	9
Gaming & Gambling	\$559,116	6	\$93,186	10
Religious	\$513,573	4	\$128,393	11
Media	\$444,239	4	\$111,060	12
Telecom	\$433,029	4	\$108,257	13
Alcohol	\$424,976	6	\$70,829	14
University	\$422,776	2	\$211,388	15
Banking	\$418,943	3	\$139,648	16
Social Services	\$399,808	6	\$66,635	17
Technology	\$380,042	5	\$76,008	18
Law	\$315,081	4	\$78,770	19
Union	\$200,831	2	\$100,416	20
Tobacco	\$197,273	2	\$98,636	21
Gun Regulations	\$166,765	1	\$166,765	22
Agriculture	\$157,133	2	\$78,566	23
Sports & Recreation	\$145,000	3	\$48,333	24

Consumer Protection	\$141,008	2	\$70,504	25
Local Government	\$139,088	2	\$69,544	26
Medical Marijuana	\$135,662	2	\$67,831	27
Manufacturing	\$135,285	2	\$67,642	28
Institutions (museum, zoo, aquarium)	\$112,712	2	\$56,356	29
Nonprofit	\$111,729	1	\$111,729	30
Construction	\$107,783	2	\$53,891	31
Social Justice	\$104,893	3	\$34,964	32
Animals	\$73,333	1	\$73,333	33
Senior Care	\$70,618	1	\$70,618	34
Defense	\$57,121	1	\$57,121	35
Finance	\$52,000	1	\$52,000	36
Total:	\$18,926,726			

AMOUNTS SPENT BY EMPLOYERS: 2017

Rank (2017)	Employer (2017)	Money (2017)	Category (2017)
1	American Petroleum Institute (API)	\$1,422,374	Environment
2	Maryland Hospital Association	\$499,711	Health
3	Maryland State Education Association	\$474,956	Education
4	Baltimore Gas and Electric Company	\$335,131	Utility/Energy
5	Exelon Corporation	\$349,365	Utility/Energy
6	Maryland Bankers Association	\$306,716	Banking
7	CareFirst BlueCross BlueShield	\$305,036	Health
8	Johns Hopkins Institutions	\$284,491	University
9	Comcast NBC Universal	\$271,188	Media
10	Maryland Catholic Conference, LLC.	\$275,269	Religious
11	MedChi, The Maryland State Medical Society	\$257,014	Health
12	MedSar Health	\$239,013	Health
13	Verizon Communications	\$234,913	Telecom
14	Montgomery County Chamber of Commerce	\$227,587	Business
15	Maryland Association of Realtors, Inc.	\$207,811	Builders & Realtors
16	Maryland Jockey Club	\$206,500	Sports & Recreation
17	Law Offices of Peter Angelos	\$203,662	Law
18	Washington Gas	\$195,732	Utility/Energy
19	Pepco Holdings, Inc.	\$192,439	Utility/Energy
20	Health Facilities Association of Maryland	\$191,511	Health
21	CBAC Gaming, LLC (Horseshoe Casino)	\$172,261	Gaming & Gambling
22	Everytown for Gun Safety Action Fund	\$166,765	Gun Regulations
23	Medical Mutual Liability Insurance Society of Maryland	\$163,480	Health
24	Maryland Automobile Dealers Association	\$161,489	Automobile
25	League of Life & Health Insurers of Maryland, Inc.	\$160,000	Health

26	Quality Imaging Access Coalition of Maryland	\$153,662	Health
27	Car Properties Partnership	\$150,178	Automobile
28	AgroPharm, Inc.	\$150,100	Health
29	Maryland Building Industry Association	\$146,616	Builders & Realtors
30	National Association of Industrial & Office Properties	\$146,266	Builders & Realtors
31	Anthem, Inc. and Its Affiliates	\$143,460	Health
32	MD Independent College & University Association	\$138,285	University
33	Deepwater Wind, LLC	\$137,668	Utility/Energy
34	Altria Client Services LLC and its Affiliates	\$137,273	Tobacco
35	AFSCME Maryland	\$137,169	Union
36	Rivada Networks	\$135,000	Telecom
37	Maryland Multi-Housing Association	\$131,415	Builders & Realtors
38	Maryland Association for Justice	\$130,882	Law
39	GTI Maryland, LLC	\$128,335	Health
40	Casino at Ocean Downs	\$127,400	Gaming & Gambling
41	Pharmaceutical Research & Manufacturers of America	\$126,826	Health
42	TCC Software Solutions	\$124,800	Technology
43	Lexington National Insurance Corporation	\$123,994	Insurance
44	FirstEnergy Corp	\$123,715	Utility/Energy
45	Expedia, Inc.	\$121,457	Transportation
46	Maryland State Bar Association, Inc.	\$121,130	Law
47	Mid-Atlantic Health Care	\$119,356	Health
48	Do No Harm	\$115,729	Health
49	Sagamore Development Company, LLC	\$115,000	Builders & Realtors
50	Columbia Gas Transmission, LLC	\$112,500	Utility/Energy
51	Pew Charitable Trusts, The	\$111,729	Nonprofit
52	Maryland Chamber of Commerce	\$110,844	Business
53	Associated Builders & Contractors	\$107,780	Builders & Realtors
54	Direct Energy	\$106,200	Utility/Energy
55	Pfizer Inc	\$106,014	Health
56	Maryland Care Inc. dba Maryland Physicians Care	\$105,000	Health
57	Baltimore Jewish Council	\$104,981	Religious
58	Maryland State Licensed Beverage Association	\$101,013	Alcohol

59	Maryland Citizens' Health Initiative, Inc	\$100,859	Health
60	Dominion Resources Services, Inc.	\$99,067	Utility/Energy
61	Northrop Grumman Corporation	\$97,867	Technology
62	Job Opportunities Task Force	\$97,538	Social Services
63	Maryland National Capital Park and Planning Commission	\$95,000	Environment
64	Columbia Gas of Maryland	\$94,221	Utility/Energy
65	Dental Group Practice Association	\$93,841	Health
66	Atlantic Recycling Group, LLC	\$93,662	Environment
67	Maryland Farm Bureau, Inc.	\$92,259	Agriculture
68	Marriott International, Inc., The	\$90,884	Builders & Realtors
69	Uber Technologies, Inc.	\$90,066	Automobile
70	Prince George's County Council	\$88,662	Local Government
71	Maryland Tort Reform Coalition	\$87,210	Law
72	Public Justice Center, Inc.	\$86,810	Law
73	MD/DE/DC Beverage Association	\$82,754	Alcohol
74	MGM Resorts International	\$82,404	Builders & Realtors
75	Maryland Association of Boards of Education	\$81,461	Education
76	NetChoice	\$81,250	Business
77	MYTHICS, INC.	\$80,419	Technology
78	Chesapeake Employers' Insurance Company	\$79,902	Insurance
79	Wexford Health Sources, Inc.	\$79,681	Health
80	American Traffic Solutions, Inc.	\$78,000	Transportation
82	Catholic Charities	\$76,553	Religious
83	Holistic Industries LLC	\$75,662	Medical Marijuana
84	Scientific Games International	\$75,031	Gaming & Gambling
85	Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc.	\$74,988	Health
86	Dish Network, LLC	\$74,700	Telecom
87	Harris Jones & Malone, LLC	\$74,405	Law
88	Velocity Capital, LLC	\$74,000	Business
89	Merck Sharp & Dohme Corp.	\$73,969	Health
90	American Heart Association	\$73,620	Health
91	Maryland Thoroughbred Horsemen's Assoc.	\$73,333	Animals
92	U.S. Wind Inc., A Massachusetts Corp.	\$73,000	Environment

93	FanDuel, Inc.	\$72,500	Sports & Recreation
94	DraftKings, Inc.	\$72,500	Sports & Recreation
95	Transdev North America, Inc.	\$72,489	Transportation
96	Mid-Atlantic Petroleum Distributors Association	\$72,424	Environment
97	Cable Telecommunications Association of Maryland	\$72,316	Telecom
98	ESG - Energy Systems Group	\$72,100	Utility/Energy
99	State Farm Mutual Automobile Insurance Company	\$72,078	Insurance
100	SAGITEC	\$72,000	Technology
101	Manufacturers' Alliance of Maryland	\$72,000	Manufacturing
102	Apartment & Office Building Association of Metropolitan Washington	\$71,417	Builders & Realtors
103	Green & Healthy Homes Initiative	\$71,101	Environment
104	Online Lenders Alliance	\$71,000	Consumer Protection
105	LifeSpan Network	\$70,618	Senior Care
104	Maryland Consumer Rights Coalition, Inc.	\$70,008	Consumer Protection
105	CNU Online Holdings, LLC	\$70,000	Business
106	Maryland Insurance Council, The	\$70,500	Insurance
107	Maryland State Dental Association	\$70,250	Health
108	Maryland Tech Council	\$69,756	Technology
109	Licensed Beverage Distributors of Maryland, Inc.	\$69,663	Alcohol
110	Nobel Learning Communities, Inc.	\$69,134	Education
111	FedEx Corporation	\$68,838	Business
112	National Ready Mixed Concrete Association	\$68,562	Builders & Realtors
113	Northeast Maglev, LLC., The	\$68,462	Transportation
114	Advocates For Children and Youth, Inc.	\$68,130	Social Services
115	PPE Casino Resorts Maryland, LLC	\$68,100	Gaming & Gambling
116	MGT of America Consulting, LLC	\$67,700	Business
117	Envirotest Systems Holdings Corp.	\$66,825	Automobile
118	Baltimore Child Abuse Center	\$66,682	Social Services
119	HMR of Maryland, LLC	\$66,662	Health
120	Adventist HealthCare, Inc.	\$66,050	Health
121	Restaurant Association of Maryland, Inc.	\$65,195	Business
122	Diageo	\$64,884	Alcohol

123	FRAC	\$64,874	Agriculture
124	Chesapeake Amusements, Inc.	\$64,662	Gaming & Gambling
125	Stratton-Carpenter & Associates / Media Rights Capital	\$64,652	Media
126	TNEM, LLC	\$64,059	Transportation
127	Maryland Transportation Builders & Materials Association	\$63,971	Transportation
128	North America's Building Trades Unions	\$63,662	Union
129	Elevator Industry Work Preservation Fund	\$63,285	Manufacturing
130	Lexington Law	\$63,069	Law
131	Maryland Association of Chain Drug Stores	\$63,000	Health
132	Aetna US Healthcare	\$63,000	Health
133	Sierra Club Maryland Chapter	\$62,301	Environment
134	Lilly USA, LLC	\$62,216	Health
135	Mercy Medical Center	\$62,000	Health
136	Beacon Health Options	\$62,000	Health
137	Woda Group, LLC., The	\$61,582	Builders & Realtors
138	One Call Concepts, Inc.	\$61,570	Utility/Energy
139	Maryland Zoo in Baltimore, The	\$61,050	Institutions (zoo)
140	United HealthCare Services, Inc.	\$60,230	Health
141	Gatso USA	\$60,100	Transportation
142	Bank of America Corporation	\$60,069	Banking
143	Microsoft Corporation	\$60,000	Technology
144	TSG Developments (Maryland) LLC	\$60,000	Builders & Realtors
145	Maryland Wholesale Medical Cannabis Trade Association	\$60,000	Medical Marijuana
146	NRG Energy, Inc.	\$60,000	Utility/Energy
147	RAI Services Company	\$60,000	Tobacco
148	Recovery Centers of America	\$60,000	Social Services
149	Tesla Motors, Inc.	\$60,000	Automobile
150	Washington Suburban Sanitary Commission	\$59,500	Environment
151	Tradepoint Atlantic	\$59,378	Builders & Realtors
152	Pharmaceutical Care Management Association (PCMA)	\$59,338	Health
153	Cigna health and Life Insurance Company	\$59,112	Insurance
154	Prince George's County Association of Realtors	\$58,812	Builders & Realtors

156	General Motors LLC	\$58,415	Automobile
157	Enterprise RAC Company of Baltimore, LLC	\$58,253	Business
158	Maryland Motor Truck Association	\$57,803	Automobile
159	Maryland Association of Community Services (MACS)	\$57,458	Social Services
160	Lifebridge Health, Inc.	\$57,162	Health
161	Lockheed Martin Corporation	\$57,121	Defense
162	LiUNA, Baltimore/Washington Construction & Public Employees Laborers' District Council	\$56,783	Construction
163	Jewish Community Relations Council of Greater Washington	\$56,770	Religious
164	Chesapeake Bay Foundation	\$56,750	Environment
165	American Cancer Society Cancer Action Network	\$56,234	Health
166	Total Wine & More	\$55,000	Alcohol
167	Amazon	\$55,000	Business
168	Property Casualty Insurers Association of America	\$54,606	Insurance
169	National Federation of Independent Business	\$54,543	Business
170	BMP Holdings, LLC	\$54,400	Media
171	Live Nation Entertainment, Inc.	\$54,000	Media
172	RELX Group	\$54,000	Business
173	Sprint Corporation	\$53,900	Telecom
174	Maryland Radiological Society	\$53,800	Health
175	Invest Maryland Coalition LLC	\$53,662	Finance
176	Apollo Group/University of Phoenix	\$53,628	Education
177	Talen Energy Supply, LLC	\$53,518	Utility/Energy
178	Alkermes, Inc.	\$53,154	Health
179	American Federation of Teachers - Maryland	\$53,000	Education
180	Nationwide Insurance Company	\$52,996	Insurance
181	Pivot Physical Therapy	\$52,957	Health
182	ACLU of Maryland	\$52,928	Social Justice
183	Genentech Inc., a Member of the Roche Group	\$52,750	Technology
184	Washington Area New Automobile Dealers Association	\$52,507	Automobile
185	Lidl US, LLC	\$52,500	Business
186	Corvias Solutions	\$52,500	Environment
187	Columbia Association, Inc.	\$52,483	Builders & Realtors

188	City of Bowie	\$52,157	Environment
189	Maryland Mortgage Bankers Association	\$52,157	Banking
190	Single Sales Factor Coalition	\$52,145	Finance
191	Frederick County Chamber of Commerce	\$52,100	Business
192	Allstate Insurance Company	\$52,001	Insurance
193	Gordian Group, The	\$52,000	Finance
194	CSX Transportation, Inc.	\$52,000	Transportation
195	CASA De Maryland	\$51,965	Social Justice
196	Beltway Fine Wine & Spirits and Corridor Fine Wines	\$51,662	Alcohol
197	Arundel Amusements, Inc.	\$51,662	Gaming & Gambling
198	National Aquarium in Baltimore, Inc.	\$51,662	Institutions (aquarium)
199	Maryland Patient Care and Access Coalition	\$51,272	Health
200	Cheasapeake Utilities Corporation	\$51,100	Utility/Energy
201	AT&T	\$51,100	Telecom
202	Automated Health Care Solutions	\$51,000	Health
203	Stewart Companies, The	\$51,000	Construction
204	Walton International Group (USA) Inc.	\$50,500	Builders & Realtors
205	Queen Anne's County	\$50,426	Local Government
206	ASun Star, Inc.	\$50,000	Social Services
207	Greater Baltimore Board of Realtors, Inc.	\$50,000	Builders & Realtors
208	Purple Line Transit Partners, LLC Special Purpose Vehicle Team	\$50,000	Transportation

AMOUNTS RECEIVED BY LOBBYISTS: 2017

Amount Received (2017)	Lobbyist (2017)
\$1,808,233	Evans, Gerard
\$1,675,304	Bereano, Bruce
\$1,263,709	Perry, Timothy
\$981,311	Harris Jones, Lisa
\$951,500	Boston, III, Frank
\$915,584	Rozner, Joel
\$902,869	Johansen, Michael
\$879,942	Garagiola, Robert
\$780,400	Manis, Nicholas
\$659,703	Wise, J. Steven
\$628,595	Lanier, Ivan V.
\$625,741	Proctor, Jr., Gregory
\$567,099	Enten, D. Robert
\$558,796	Stierhoff, John
\$536,109	Bryce, Joseph
\$522,100	Kasemeyer, Pamela
\$444,250	Jacobson, Jonas
\$441,378	Malone, Sean
\$411,250	Favazza, John
\$390,350	Popham, Bryson
\$388,250	Ross, Justin
\$319,533	Hogan, Patrick
\$319,094	Tiburzi, Paul
\$302,075	Pitcher, J. William
\$302,041	Reith, John
\$292,991	Johnson, Robert

\$292,892	Sidh, Sushant
\$292,892	Carroll, Jr., David
\$292,212	Kauffman, Danna
\$281,175	Harting, Marta
\$278,397	DiPietro, Christopher
\$277,100	Rasmussen, Dennis
\$252,470	Sanchez, Delora
\$250,800	Powers Garagiola, Hannah
\$250,000	Looney, Sean
\$231,343	Bagwell, Ashlie
\$230,000	Jones, Gary
\$227,000	White, Josh
\$217,999	Robinson, Kimberly
\$215,890	Collins, Carville
\$215,391	Bellamy, Lorenzo
\$212,475	Kress, William
\$209,176	Pica, Jr., John
\$197,109	Lininger, Brett
\$196,375	Worcester, Julia
\$193,367	Miedusiewski, American Joe
\$185,400	Brocato, Barbara
\$180,500	Gally, Eric
\$179,940	Bryant, Eric
\$178,000	Valentino-Benitez, Ellen
\$170,047	Roddy, Patrick
\$157,684	Quinn, Brian
\$154,250	Riddick, Major
\$150,266	Weber, Joy
\$141,000	Genn, Gil
\$131,064	Douglas, Michele
\$125,953	Elliott, Robyn
\$116,400	Burner, Gene
\$113,950	Doherty, Jr. Daniel

\$112,100	Andryszak, John
\$104,731	Murphy, Kathleen
\$101,126	Ciekot, Ann
\$100,043	Lucchi, Leonard
\$100,000	Hill, Denise
\$100,000	Rifkin, Brad
\$98,000	Carrington, J. Darrell
\$95,543	Douglas, Robert
\$94,500	Mansfield, Andrea
\$90,000	Albert, David
\$90,000	Scott, Lawrence
\$88,759	Chason, Todd
\$86,765	Moynihan, Moira
\$81,000	Greenfield, Aaron
\$80,991	Bennett, Tyler
\$80,000	Cobbs, Drew
\$80,000	Evans, Hayley
\$80,000	Townsend, Pegeen
\$77,779	Montgomery III, Richard
\$74,333	Fesche, Camille
\$71,841	Rivkin, Deborah
\$71,030	Wineholt, Ronald
\$70,500	Ballentine, Jr., Thomas
\$68,703	DeMattos, Jr., Joseph
\$67,825	Shulman, Lawrence
\$67,021	McDonough, Caitlin
\$61,500	Abbruzzese, Rick
\$61,340	Ochsenhirt, Lisa
\$60,560	Pounds, Eddie
\$60,375	Lamb, Todd
\$60,255	Thompson, Melvin
\$60,000	Hutchins, Diane
\$59,410	Kitzmilller, John

\$59,069	Castelli, William
\$57,623	Wilson, Michael
\$56,600	Miles, William
\$56,330	Kuiper, Laurie
\$56,098	McCann, Nicole
\$56,000	Woolums, John
\$55,900	Appel, Erin
\$55,156	Esty, Susan
\$54,957	Johnson, Sean
\$54,508	Clapsaddle, Mary
\$53,400	Martz, Travis
\$53,038	Askew, Joseph
\$52,684	Kristiansen, Lars
\$52,000	Carter, W. Minor
\$51,652	Bjarekull, Tina
\$51,600	Canning, Michael
\$51,500	O'Halloran, Michael
\$51,000	Loughran, Kathleen
\$28,301,866	Total