

## EXCLUSIVE FEATURE

# THE TOP 100 LOBBYISTS: 2009

By BEA VONGDOUANGCHANH

Let's face it. There's no one best lobbyist because there is no one type of lobbyist. Thus, *The Hill Times*'s "Top 100 Lobbyists."

Lobbyists say the good lobbyists have a good grasp of how Parliament, the government and the bureaucracy work, understand public policy and have a good network. The best ones are trustworthy, hard-working and persistent. "They play the long game, not the short game. They get results for their clients," said one lobbyist.

Although the word "lobbyist" may invoke the image of backroom deals and secret meetings, lobbyists are also advocates for public policy issues who bring a much-needed third perspective to the table.

Of the more than 5,000 registered lobbyists, 100 were chosen this year through deliberations between *The Hill Times* and six industry experts.

The results have been separated into two groups, "in house," those who lobby for industry organizations and associations from health, biotechnology, finance and the environment, and "consultant," those who work for government relations firms and have multiple clients from a variety of different industries.

This list of who the top players are and who hold more influence over others has one criterion: the lobbyist has to have an active registration with the Office of the Commissioner of Lobbying's Registry of Lobbyists.

This criterion left off several "consultants" who work for lobby firms or other organizations who would obviously otherwise have significant influence on this current government.

For example, **Ian Brodie**, former chief of staff to Prime Minister **Stephen Harper**, currently works for lobbying giant Hill and Knowlton, but is not registered and technically will not be lobbying the federal government.

Rather, he will be providing "strategic advice" to the firm, as would former federal human resources minister **Monte Solberg**, who was recently hired by consulting firm Fleishman-Hillard as a senior adviser.

Others in this category, who are not registered but "do everything except pick up the phone to call contacts" and who "play a large role" in policy-making, include former foreign affairs deputy minister **Peter Harder**, now a senior policy adviser at Fraser Milner Casgrain; **Mark Spiro**, co-founder of Crestview Public Affairs, who was a key adviser and top organizer on the federal Conservatives' recent electoral successes; **Derek Burney**, an Ogilvy Renault senior strategic adviser who was a

member of Mr. Harper's transition team; and **Don Mazankowski**, a Gowlings Lafleur Henderson LLP senior adviser, who is close to the Conservative Party and hand-picked to serve on the Prime Minister's special advisory committee on public service renewal.

While being "influential," or, having the capacity to impact public policy or receive favourable treatment from the government, was also a prerequisite for making this "Top 100 List," one insider said good lobbying goes beyond influence.

A lot of lobbying in the nation's capital has to do with the political environment at the time.

For example, last November, the government said there was nothing to worry about on the economy and therefore there was no money for new programs or stimulus packages. In December, when the government was faced with defeat by the Liberal/NDP coalition propped by the Bloc, it changed tracks and said it would be doling out \$34-billion in "stimulus," making lobbyists change tracks and work on different strategies to successfully get their "asks."

In another example, the issue of copyright reform has been lingering for the last decade or so. During a majority government, it didn't get passed because of bureaucratic spats between the Industry and Canadian Heritage departments, and the external pressures of getting a truly balanced bill for publishers and users of the copyrighted material.

"Now it's a minority government and the [Conservatives] are looking to an election in six to nine months, and don't want to do anything controversial. There's all kinds of people in this town who have influence, but nobody can get the damn thing moving," one expert said.

Bearing in mind there is not one type of lobbyist and different issues become important at different times, the people on this list, for the most part, reflect the current political reality. Energy, environment and climate change policy have come to the forefront because of a change in administration in the U.S., and those groups or consultants who represent these groups have been moved up on the list.

Similarly, because of the economic downturn and the reality of businesses downsizing their GR efforts, in-house lobbyists for organizations such as Nortel, Bell, and the Canadian Association of Broadcasters were taken off.

There are also several new "up and comers" and in-house lobbyists who don't necessarily represent the typical large, corporate Canadian industries, but who are successful in bringing to light important social policies. In the end, they are all lobbyists, advocates and consul-

ants who have "sound judgment," are skilled communicators who "can read the political and business environments" and are "unafraid to provide honest advice" to those they deal with, be they the government, or stakeholders.

## THE 'IN-HOUSE' LOBBYISTS

### Patricia Anderson

Suncor Energy

As the director of government relations and communications for refining and marketing, Patricia Anderson is responsible for moving Suncor's focus on climate change policy, taxation issues, energy policy, oil sands regulatory approval and renewable energy policies, things that are at the top of the government's agenda.

### Diane Brisebois

Retail Council of Canada

Diane Brisebois is the president and CEO of Canada's advocacy group for retailers. Her group was responsible for elevating debate on credit card companies' interchange fees and during this economic downturn will play a role in helping consumers get back out to "stimulate" the economy. Other issues being lobbied are identity theft, labour, product safety and taxes.

### Perrin Beatty

Canadian Chamber of Commerce

Perrin Beatty is president and CEO of the CCC. Before joining the Chamber of Commerce last year, he was minister of state for the Treasury Board under prime minister **Joe Clark**, and a Cabinet minister in the successive Progressive Conservative governments of **Brian Mulroney** and **Kim Campbell** and held other ministerial portfolios, making him an influential player when it comes to lobbying on issues affecting the CCC such as taxes, immigration reforms, employment insurance, copyright, climate change and Canada-U.S. relations.

### Claude Paul Boivin

Canadian Dental Association

Prior to joining the CDA last year, Claude Paul Boivin had a large profile as the president and CEO of the Association of Canadian Engineering Companies, making him familiar to the federal government. Mr. Boivin's lobbyist registry is still pending a review because of updates, but insiders say he has a successful background in advocacy.

### Heidi Bonnell

Rogers Communications Inc.

Heidi Bonnell is the director of government relations for Rogers Communications and

was a Hill Cabinet staffer in the **Jean Chrétien** years, working for the minister of fisheries and oceans and the industry minister **Brian Tobin**. Her past experience gives her a large network of contacts. She is considered a leader within the telecommunications industry.

### Pierre Boucher

Cement Association of Canada

As the president and CEO of an association that employs about 22,000 people and generates annual sales of more than \$4-billion, **Pierre Boucher's** voice is an important one on a wide range of issues affecting his members, from infrastructure, to the federal budget, to climate change.

### Michael Bourque

Canadian Chemical Producers Association

Michael Bourque is the vice-president of public affairs at the national trade association for Canadian chemical manufacturers, something that is top of mind for this Conservative government. He is active when it comes to lobbying on regulatory processes in the government, and policy areas such as the environment, health, safety, competitiveness, economic performance, and transportation.

### Michael Cleland

Canadian Gas Association

Michael Cleland had a successful career in the public service as a director of energy and resources at Finance Canada and assistant deputy minister at Natural Resources Canada before joining the Canadian Gas Association as the president and CEO, making him an invaluable person to have lobbying on climate change policy, environmental regulations and energy efficiency.

### David Collyer

Canadian Association of Petroleum Producers

David Collyer heads the association, consisting of 130 members and generates \$120-billion a year in the industry, which is driving much of the Canadian economy. As the CAPP president, he has the government's ear right now because energy and environmental issues are playing a large role on the political agenda, especially now that U.S. President **Barack Obama** has made energy policy a top priority.

### Thomas D'Aquino

Canadian Council of Chief Executives

Thomas D'Aquino is president and CEO of the council. With his many connections in government and the bureaucracy, Mr. D'Aquino is an influential person to have speaking for industry, whose assets total \$3.5-trillion. The council lobbies on everything from taxation, trade, labour, technology, immigration, energy, and environmental policies in Canada.

### Monique Doolittle-Romas

Canadian AIDS Society

Monique Doolittle-Romas is the Canadian AIDS Society's executive director. With health care low on the public policy radar and AIDS funding cut, Ms. Doolittle-Romas has had to "stand her own," says an industry insider, but is having incremental success which is why she is a member of the Ministerial Council executive committee for the Public Health Agency of Canada.

### Murray Elston

Canadian Nuclear Association

Murray Elston has the federal government's ear as the president and CEO of the CNA, because of its focus on nuclear power. The association lobbies on issues such as the Nuclear Safety and Control Act, energy policy, the Nuclear Liability Act, nuclear energy infrastructure, research, and Canada's policies on international trade in peaceful nuclear technology.

### Ian Faris

Brewers Association of Canada

Ian Faris is the president and chief executive officer of the association representing 98 per cent of all beer brewed in Canada. He is a new face on this list, as insiders say the Brewers Association, whose industry generates \$14-billion a year in economic activity, has

Continued on Page 18

## EXCLUSIVE FEATURE

# TOP 100 LOBBYISTS 2009

Continued from Page 18

## Michael Sangster Telus

Michael Sangster is the government relations director for telecommunications giant Telus. His lobbyist registration is pending a review of recent updates to the organization, but insiders say he is well-liked by all sides of the political spectrum. "He is not partisan, he just works," a lobbying insider said, adding that he is also well-connected and involved in community events, helping to raise his profile.

## Richard Smith Environmental Defence Canada

Rick Smith is the executive director of Environmental Defence, which has been a vocal lobby group on all things environment. "In terms of impact and success they have had both. He was successful on getting the Chemical Management Plan through. He is well-regarded in the environment movement and across political parties—a rare achievement," said one insider.

## Paul Sparkes CTVglobemedia Inc.

Paul Sparkes, senior vice-president of corporate and public affairs at CTVglobemedia, worked as a special assistant for Atlantic Canada in the Jean Chrétien PMO, as well as director of operations for Mr. Chrétien from 1998 to 2001. His experience and contact network give him credibility to lobby on policy such as arts and culture, broadcasting, print, and internet publishing, including copyright reform, and broadcast distribution regulations.

## Peggy Tabet Quebecor Inc.

Peggy Tabet is considered an influential in-house lobbyist within Quebecor's GR team. She is the director of regulator affairs for broadcasting at Quebecor.

## Eli Turk Canadian Electricity Association

Eli Turk is vice-president at the association, which primarily represents 29 electricity utility companies. Mr. Turk worked in John Manley's ministerial offices between 1994 and 1998, and is now registered to lobby on issues such as regulatory reform and the development of the Major Projects Management Office; labour markets and human resources; "policies pertaining to Canada/U.S. electricity trade"; and a "Canadian critical infrastructure protection strategy."

## Robert Weese General Electric Canada

A former public servant, Robert Weese served as assistant deputy minister for Supply and Services Canada and as a program director. He is vice-president, government and external relations.

## Garth Whyte Canadian Federation of Independent Business

Garth Whyte is the executive vice-president of the CFIB and has been with the organization since 1986. He was responsible for setting up the CFIB's Ottawa office in 1999 and has been instrumental in conveying issues surrounding small businesses to the federal government. Prior to joining the CFIB, he held senior positions in the government of Saskatchewan. Mr. Whyte, who has an expertise in financing, tax policy, education and training, and municipal issues, is new to this year's list.

## THE 'CONSULTANT' LOBBYISTS

### Kristin Anderson Global Public Affairs

Kristin Anderson is a former Conservative Party staffer who worked in the OLO between 2004 and 2005 and in Stephen Harper's war room in the 2004 election. Her specialty is energy and natural resources. Her clients include Hydrogen and Fuel Cells Canada, Alliance Pipeline Limited Partnership, Vale Inco Limited, Canadian Association of Petroleum Producers, Conoco Phillips Canada, and the Canadian Energy Pipeline Association.

### David Angus Capital Hill Group

David Angus is perhaps one of the busiest lobbyists in the nation's capital today and is registered for more than 50 companies including Lockheed Martin, Bombardier, Direct Energy, Mackenzie Aboriginal Corporation, Bell Canada, the Police Association of Ontario. He worked as the caucus liaison in Brian Mulroney's PMO from 1985-1987 and has an impressive network of contacts.

### Andrew Boddington StrategyCorp Ottawa

Andrew Boddington was considered an "up-and-comer" last year when he

appeared on this list, and it appears his reputation for someone who knows the ins and outs of official Ottawa has grown, based on his lobbyist registrations. He is currently registered to lobby for 23 organizations, including Pfizer Canada, Quebecor, a number of universities, municipalities, and insurance companies.

### Ken Boessenkool GCI Group Canada

Ken Boessenkool heads up Hill and Knowlton's sister company GCI Group Canada. He is currently registered for high-profile companies such as Taser International Inc., Enbridge, GlaxoSmithKline and the Bank of Nova Scotia among others. He is well-connected as a Conservative Party insider and a close friend of Prime Minister Stephen Harper.

### Daniel Brock Fasken Martineau

Daniel Brock was a senior policy adviser to various Cabinet ministers under prime minister Jean Chrétien. He is currently registered to lobby for Raytheon Technical Services, the Riverdale Immigrant Women's Centre, the Propane Gas Association of Canada, and D-Wave Systems, Inc.

### Carolyn Chisholm Global Public Affairs

At a time when climate change and energy policy is all the rage, Carolyn Chisholm has a full plate with clients such as the Canadian Association of Petroleum Producers, Conoco Phillips Canada, Chevron Canada Resources, Petro Canada, Shell Canada, and Imperial Oil.

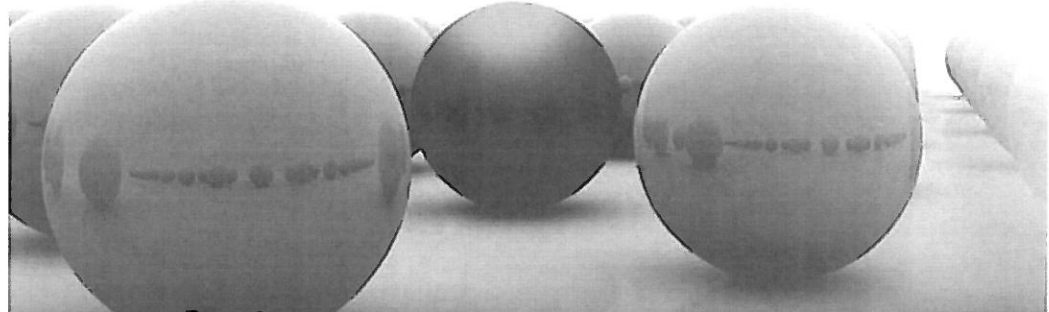
### Peter Clark Grey, Clark, Shih and Associates

Peter Clark was a former economist with the Finance Department and specializes in international trade issues. He is currently registered to lobby for the Canadian Pork Council, the Dairy Farmers of Canada, the Government of Prince Edward Island, Food Processors of Canada, Brewers Association of Canada, Methanex Corporation, U.S. Steel International and Coalition for Fair Lumber Imports, among others.

### Michael Coates Hill and Knowlton

Michael Coates is president and CEO of Hill and Knowlton Canada in Ottawa and a long time Conservative who worked on debate preparation for Prime Minister Stephen Harper in the last election. His clients include Rio

Continued on Page 20



## Submit your nomination today and help celebrate excellence in public sector financial management.

Federal public servants who have made significant contributions to financial management and/or comptrollership within the Government of Canada can nominate themselves and/or their peers for this one-of-a kind award.

The recipient(s) will receive a plaque as well as a \$1,000 contribution to a registered charity or scholarship fund of their choice.

Deadline for nominations: Monday, March 16, 2009

[www.comptrollershipaward.com](http://www.comptrollershipaward.com)

Sponsored by:



## EXCLUSIVE FEATURE

# TOP 100 LOBBYISTS 2009

Continued from Page 15

gained prominence and influence on issues such as medical and behavioural research, the environment and social responsibility.

**Pierre Fortin**  
Canadian Hydropower Association

As a ministerial staffer from 1972 to 1982, Pierre Fortin knows the ins and outs of government and is the president of a heavy-hitting association for Canada's hydropower industry. The association lobbies on everything from fisheries, aboriginal affairs and international trade and is an influential player on environmental policy.

**Joseph Galimberti**  
Air Canada

Joseph Galimberti is Air Canada's director of government relations and is considered an "up-and-comer," who is "young, very non-presumptuous and low key," and capable of lobbying on issues affecting the airline industry such as the environment, transportation, labour, safety and international trade.

**Nicholas Gazzard**  
Canadian Cooperative Housing Federation of Canada

Nicholas Gazzard is the executive director of the association that represents 884 housing co-ops across the country and spearheaded the move to include social housing in the budget. His efforts came to fruition, to the tune of \$1-billion to fund renovations in social housing and energy retrofits.

**David Hardy**  
Encana Corp.

Now that Canada-U.S. relations have shifted to a focus on energy and climate change, as vice-president of regulatory services and corporate relations at one of North America's leading energy companies, David Hardy will have an even bigger voice on issues such as climate change, environmental assessments, smart regulations, and corporate taxation.

**George Haynal**  
Bombardier Aerospace

George Haynal's almost 30-year experience in the public service as a policy officer, assistant deputy minister, and Canadian representative to the OECD, makes him invaluable at his current job as vice-president of government affairs, corporate office, for Bombardier, who is a major player in the procurement lobby.

**Graham Henderson**  
Canadian Recording Industry Association

Although a copyright bill died on the Order Paper when the last election was called, it remains a controversial issue and is expected to return to the House in this session as one of the government's priorities. As the president of CRIA, Graham Henderson represents the major, multinational recording companies and will lead the lobby on copyright, piracy, and other regulatory issues surrounding technology and the law.

**Nancy Hughes Anthony**  
Canadian Bankers Association

With the global economic crisis in the financial services industry, Nancy Hughes Anthony's job as the head of the voice of Canada's 54 banks, foreign subsidiaries, and branches has become even more important and influential as the government tries to mitigate the current credit crunch.

**Francesca Iacurto**  
Genworth Financial

Francesca Iacurto's role as the vice-president of government relations during an economic downturn caused by a credit crunch and bad mortgages is heightened, especially since she is "involved in some heavy negotiations with the feds about extending mortgage insurance for new home buyers beyond CMHC which will greatly change home buying in Canada."

**David Jurkowski**  
Bombardier Aerospace

A former brigadier general in the Canadian Forces, David Jurkowski is vice-president of government relations and aircraft sales support at Bombardier.

**Claude Lajeunesse**  
Aerospace Industries Association of Canada

As president and CEO, Claude Lajeunesse's organization is registered to lobby on export market development; the government's industrial and regional benefits policy; Canadian-controlled goods; airworthiness and certification regulations, and the strategic aerospace and defence initiative.

**Eric Lamoureux**  
Canadian Automobile Association

Eric Lamoureux is senior adviser for government relations and public affairs at the CAA, which primarily works to improve travelling and motoring conditions. Those include a national highway funding campaign, air bag and travel safety, and fuel efficiency.

**Eugene Lang**  
Bell Canada

As the director of government affairs, Eugene Lang is one of the last in-house lobbyists for Bell Canada, which insiders say has downsized its Ottawa lobby efforts. As the former chief of staff to the defence and veterans affairs ministers, Mr. Lang has a large network and is familiar with how the government operates.

**Jacqueline LaRocque**  
GlaxoSmithKline

Jacqueline LaRocque is the manager of public policy. She has more than 10 years of experience in government as a public servant and as a ministerial communications director and knows the machinery of government. Ms. LaRocque lobbies on patents, vaccines policy, biopharma policy, and pandemic preparedness.

**Roger Larson**  
Canadian Fertilizer Institute

The Canadian fertilizing industry supplies 12 per cent of the world's fertilizers, is the largest exporter of potash and elemental sulphur and generates \$5-billion annually to the Canadian economy. As president of the CFL, Roger Larson's voice is a leading one when it comes to food safety inspection legislation, regulations on the transportation of dangerous goods and climate change and agriculture policy.

**Martin Lavoie**  
Bombardier Aerospace

Martin Lavoie, another influential in-house lobbyist at Bombardier, is the manager of government and Parliamentary relations.

**Avrim Lazar**  
Forest Products Association of Canada

FPAC, which represents an industry that employs 300,000 people and accounts for \$40-billion worth of traded goods, has been a leading voice in the sustainable development policy debate. Avrim Lazar's more than 20 years of experience in the public service, including ADM of Environment Canada, makes him a credible voice for the association which is currently lobbying on climate change policy, green procurement and transportation.

**Pierre Leduc**  
Propane Gas Association of Canada

Pierre Leduc is vice-president of government affairs at the association, which promotes the interests of the Canadian propane gas industry. With the environment and energy policy at the top of the

political agenda, Mr. Leduc will play an influential role in shaping the debate.

**Bernard Lord**  
Canadian Wireless and Telecommunications Association

Bernard Lord is the president and CEO of the association whose industry generates \$12.5-billion in revenues annually. As the former premier of New Brunswick and senior counsel at McCarthy Tétraul law firm, Mr. Lord is a well-informed and well-connected government insider. He is a new and influential player to the lobbying industry.

**Tony Macerollo**  
Canadian Petroleum Products Institute

As a former ministerial chief of staff, Tony Macerollo has an extensive network and understands well the operations of government. He is the vice-president of public and government affairs at a time when energy policy is one of the most important in the country. The CPPI is registered to lobby on issues such as climate change, the Chemicals Management Plan and contaminated sites.

**Rajiv Manhas**  
Talisman Energy Inc.

Rajiv Manhas is senior manager for corporate responsibility and government affairs at Talisman, a major oil and gas company, when sustainable development and energy policy are some of the major issues on the public policy agenda.

**Cate McCready**  
BIOTEC Canada

Cate McCready is the vice-president of external affairs for Canada's association for the biotechnology industry, which has had a challenging year, making advocating more important in terms of Canada's future direction toward a knowledge economy. She spent three years working in Jean Chrétien's PMO and understands the machinery of government well. The association is focused on issues such as agriculture, intellectual property, environmental regulations, review processes, and food and drug regulations.

**Elly Meister**  
Canadian Institute of Chartered Accountants

Elly Meister is the director of government relations for the association, with an expertise in infrastructure, transport, tax, and finance issues. She is a new addition to the list, but no stranger to government relations, having worked for years in the role at numerous other industry associations such as the Canadian Trucking Alliance and the Canadian Automobile Association.

**Claire Morris**  
Association of Universities and Colleges of Canada

Claire Morris has a wealth of public service experience to bring to her role as the president and CEO of the association, which has been successful in lobbying for education "stimulus" in the past two budgets, including \$2-billion for post-secondary education infrastructure and retraining money.

**Phil Murphy**  
MacDonald, Dettwiler and Associates Inc.

Phil Murphy is MDA's vice-president of government relations and a new addition to the list. As Prime Minister Stephen Harper's chief of staff during his opposition years, he is well-connected to the current government. Mr. Murphy started on the Hill in 1994 in the opposition House Leader's Office before becoming the deputy chief of staff in 2002 and chief of staff in 2003. An insider noted: "He is very popular still with Tory caucus members and understands the Reform-Alliance-Conservative odyssey better than most. He's also gone a long way in repairing the damaged relationship between MDA and the federal Tories since MDA's sale was blocked last spring. Very influential."

**Jayson Myers**  
Alliance of Manufacturers and Exporters Canada

Jason Myers is president of this leading Canadian business alliance, advocating a great deal on issues surrounding competitiveness. Lobbying insiders say he is a quiet but strong mover and shaker who is liked by members of both the government and the opposition.

He was the lead on last year's House Industry committee's unanimous report on the manufacturing industry. Mr. Myers continues to have a presence on issues such as taxation, international trade and the environment.

**Richard O'Farrell**  
Imperial Oil Ltd.

Richard O'Farrell is the government relations and issues manager at one of the largest producers of crude oil and natural gas in Canada, not to mention Canada's largest refiner and marketer of petroleum at a time when Canada is recognized internationally for its oil and gas boom. Mr. O'Farrell is the company's lead on issues such as climate change and energy, Canada-U.S. trade relations, biofuels and infrastructure.

**Gordon Olsen**  
TransCanada Corporation

As an in-house consultant on government relations, Gordon Olsen's company is actively engaged with multiple departments and agencies on pipeline operations and development; liquified natural gas; and electrical power business.

**Robert Ouellet**  
Canadian Medical Association

Robert Ouellet was elected last year as president of the CMA, which represents more than 67,000 Canadian doctors. As the president, his advice and opinion is sought on health care and medical issues and the organization still has a lot of clout when it comes to the health care debate and public policy agenda.

**Tim Page**  
Canadian Association of Defence and Security Industries

Tim Page is president of an association representing 500 Canadian businesses in the defence and security industry. He is the go-to person on issues ranging from defence procurement reform, Canada-U.S. relations and technology.

**Gordon Peeling**  
The Mining Association of Canada

As president and CEO, Gordon Peeling leads an association of companies engaged in mineral exploration, mining, smelting, refining and semi-fabrication. Mr. Peeling lobbies on issues such as trade, the economy, energy and environmental policy, tailings management, northern development and aboriginal affairs for one of Canada's major industries.

**Richard Phillips**  
Grain Growers of Canada

Executive director of the growers and a former ministerial staffer, Richard Phillips is registered to lobby on the World Trade Organization talks; NAFTA; inter-provincial trade; pesticide regulations; food labeling regulations; grain and commodity transportation; bio-fuels regulations; agricultural funding programs; and other issues.

**Carole Presseault**  
Certified General Accountants of Canada

Carole Presseault is a former PMO staffer during the Pierre Trudeau years and is well-connected inside the government and the lobbying industry. She is "very much involved behind the scenes" when it comes to regulators such as the Office of the Superintendent of Financial Institutions Canada and issues surrounding the Finance Department. Ms. Presseault, who is new on this list this year, is the former president of the Government Relations Institute of Canada and "has a very large presence" in Ottawa.

**Gordon Quaiattini**  
Canadian Renewable Fuels Association

Gordon Quaiattini is the president of the Canadian Renewable Fuels Association, a veteran political insider, and a government relations specialist. As president, he's the spokesperson for the renewable fuels industry in Ottawa, an industry that will be front and centre as Canada and the U.S. discuss energy concerns. Mr. Quaiattini, who is new on this list this year, also helped lead the move to making biofuels popular.

Continued on Page 19



## EXCLUSIVE FEATURE

# TOP 100 LOBBYISTS 2009

Continued from Page 19

Tinto, Maple Leaf Foods, Merck Frosst Canada, and Bell Canada among others.

## Warren Everson StrategyCorp Ottawa

A Brian Mulroney-era Hill staffer, Warren Everson worked for the solicitor general from 1991 to 1993, and for former transport minister Doug Lewis. He is registered to lobby on behalf of the University of Alberta, Sunwing Airlines, Quebecor, Bullfrog Power, United Jewish Appeal Federation of Greater Toronto and First Union Rail Corporation, among others.

## Graham Fox Fraser Milner Casgrain

Graham Fox is a new addition to this list, and a fresh face to the lobbying world having spent his previous career as a former chief of staff to Joe Clark, a Conservative candidate for the Ontario provincial election and years as vice-president of the Public Policy Forum. Mr. Fox is registered to lobby for the Estée Lauder Companies, ThyssenKrupp Marine Systems Canada, Embraer, BP Energy, MTS Allstream and Fédération des communautés Francophones et Acadienne du Canada among others.

## Philippe Gervais Capital Hill Group

Philippe Gervais is an influential Quebec Conservative strategist who worked on the Conservatives' national campaign in 2005-06. His wide range of significant and powerful contacts are why he has clients such as Bombardier, Lockheed Martin, Bell Canada, the Canadian Recording Industry Association, and Just for Laughs, among numerous others.

## Lynne Hamilton Hill and Knowlton

Lynne Hamilton sits on the board of the Government Relations Institute of Canada and has had a successful career at Hill and Knowlton with clients such as Merck Frosst Canada, McMaster University, the

Lung Association, Egg Farmers of Ontario, Rick Hansen Man in Motion Foundation, and Danone Inc.

## Bruce Hartley Prospectus Associates

Bruce Hartley spent years as the executive assistant to former prime minister Jean Chrétien and is one of the ultimate insiders in official Ottawa. He has an extensive network and is well-known in political circles. He is currently registered to lobby on behalf of EMC Corporation, Canada's Research-Based Pharmaceutical Companies, the State of Alaska, Schering Plough, and the Embassy of Japan.

## Tracey Hubley Summa Strategies Canada

Tracey Hubley is considered one of the most successful lobbyists. A former Hill staffer to Jean Chrétien-era ministers of international trade and public works between 1993 and 1997, Ms. Hubley is a good talker, smart, and well-connected. She is the lead for major lobby efforts by most of the defence and aerospace procurements with clients such as Boeing, L3 Mas, Provincial Aerospace, Navistar Defense and SPAR Aerospace Limited. She is also registered to lobby for CTVglobemedia and McCain International.

## Goldy Hyder Hill and Knowlton

Goldy Hyder has been a fixture in the lobbying industry for several years and is well-known in political circles as a former Hill staffer for Joe Clark. He is close to the Conservative Party, having worked in the party's war room during the 2006 election and can be seen in the media as a party insider spokesperson. He is currently registered to lobby for 15 companies, including the Canadian Olympic Committee, the Vancouver International Airport Authority, Bell Canada, Canada's Research-Based Pharmaceutical companies and Pfizer Canada.

## Joe Jordan Capital Hill Group

Joe Jordan is a former Liberal MP who knows the machinery of government inside and out, having served as a Parliamentary secretary to the prime minister Jean Chrétien and to the Treasury Board president. Some of his clients include the Canadian Recording Industry Association, Intuit Canada, and a number of health-related groups. Mr. Jordan also writes a monthly 'In the House' column for *The Hill Times*.

## Tim Kennedy Global Public Affairs

Tim Kennedy, director of natural resources and energy at the firm, served as a staffer to Conservative MP Bob Mills and

a researcher in the OLO in 2000. His clients include heavy-hitters such as Hydrogen and Fuel Cells Canada, Shell Canada, Chevron Canada, Conoco Phillips Canada, the Canadian Association of Petroleum Producers, Canadian Energy Pipeline Association, Petro Canada, Imperial Oil and Vale Inco among several others.

## Gerald Kerr-Wilson Fasken Martineau

Gerald Kerr-Wilson is a lawyer and consultant specializing in regulatory policy in the areas of telecommunications, broadcasting and copyright. His clients include Business Coalition for Balanced Copyright, Rogers, Saskatchewan Telecommunications, Shaw Communications, Videotron, Cogeco, Bell Canada and MTS Allstream.

## Charles King Earncliffe Strategy Group

Charles King spent years working for the Liberal Party both at headquarters and on the Hill for the human resources minister. He is an established presence in the lobbying industry. He specializes in telecommunications and is the president of the Government Relations Institute. His clients include Vinyl Council of Canada, Cable Public Affairs Channel, Astral Media, the Canadian Association of Broadcasters, Microsoft Canada and General Motors Canada among several others.

## Teri Kirk CentreBlock

Teri Kirk is president of the CentreBlock lobby firm, and has been working in law, public policy, and government relations for more than 20 years. She is currently registered to lobby for Allen Vanguard and Imagine Canada.

## Gar Knutson Borden Ladner Gervais LLP

As the former minister of state for International Trade, Gar Knutson clearly knows his way around town. He is currently registered to lobby for Association of Canadian Publishers and TransCanada Pipelines Ltd.

## James Lorimer Humphreys Public Affairs Group Inc.

James Lorimer has an expertise in the financial services industry and is currently registered to lobby on behalf of Estée Lauder Companies, Direct Sellers Association of Canada, and BMO Financial Group.

## Ken MacKay Policy Insights

Ken MacKay has more than 30 years of experience in the lobbying industry in addition to his eight years in the public service and three years as a staffer for the minister

of national defence. He also previously worked in the aerospace industry and as such has a wealth of knowledge to bring to his clients such as Cubic Defense Systems, MacDonald Dettwiler and Associates Ltd., and EMS Satcom, among several others.

## Richard Mahoney Ensign

Richard Mahoney has been in and around politics for more than two decades, as a candidate, a staffer in former prime minister Jonn Turner's PMO and former prime minister Paul Martin's executive assistant. He is a lawyer by training and previously worked for Fasken Martineau and is now counsel at Ensign. He is registered to lobby for World Wildlife Fund Canada and the University of Windsor.

## Velma McColl Earncliffe Strategy Group

At a time when climate change, energy and environmental policy are one of the most important issues, Velma McColl is a new addition to this list because of her expertise in these areas, as well as the clients she represents. Ms. McColl, a former strategic coordinator at Fisheries and Oceans and a former communications director and climate change policy adviser to the environment minister, is currently registered to lobby for Spectra Energy Transmission, Nova Chemicals, Foot-hills Pipe Lines, EnCana Corporation, General Motors, and Nexen Inc.

## Gord McIntosh Self-employed consultant

Gord McIntosh, a former veteran Hill reporter with *The Canadian Press*, is now an independent consultant in Ottawa who knows his way around town and the government. He is currently registered to lobby for Metallica Resources Inc. and the Canadian Meat Council.

## Josh McJannett Summa Strategies

Josh McJannett is considered an "up and comer" in the government relations field, and is a fresh face on this list. He previously worked as the committee coordinator in the current government whip's office and since joining Summa as a consultant in 2007, Mr. McJannett's clients include EMS Chiefs of Canada, Mounted Police Member's Legal Fund, Canadian National Railway, Labatt Breweries, Invista, Prince Rupert Grain and CTVglobemedia.

## Michelle McLean Hill and Knowlton

One insider described Michelle McLean as someone who is able to "put policy development together and engage senior government officials" well for her clients who are not necessarily the top priorities for governments. She is a lawyer by training and previously worked at the Cancer Society of Canada. Ms. McLean, a new addition to this year's list, is currently registered to lobby for Alliance for a Canadian Arthritis Program, Neurological Health Charities Canada, the Canadian Olympic Committee and the Juvenile Diabetes Research Foundation, Participation and Danone.

## Emanuel Montenegro Lang-Michener

Manny Montenegro is a lawyer who previously represented Prime Minister Stephen Harper in a lawsuit by his former chef and also represented Transport Minister John Baird and Conservative MP Pierre Poilievre in defamation cases. At the time he represented Mr. Harper, he was registered to lobby the PMO on behalf of the Air Canada Pilots Association which caused a flurry of conflict-of-interest allegations. He is a new addition to this year's list. He heads up Lang-Michener's GR practice. He is currently registered to lobby for St. Joseph Communications, the Air Canada Pilots Association and Apotex Inc.

## Don Moors Temple Scott Associates Inc.

Don Moors is a veteran in political circles as a former Liberal Hill staffer and government relations expert. He is currently regis-

Not the  
USUALSUSPECTS  
A unique look into Canada's halls of power



A Public Policy Forum breakfast series

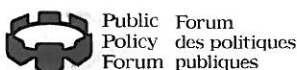
## Featuring Mary Dawson, Conflict of Interest and Ethics Commissioner

February 26, 7:30 a.m to 9:00 a.m. - Rideau Club, Ottawa

*The Conflict of Interest and Ethics Commissioner's role was expanded by the Conflict of Interest Act, part of the Federal Accountability Act. How does she see her role? How are the new provisions in the Act affecting relations between lobbyists and public office holders?*

Join the Public Policy Forum as we host Mary Dawson, who will discuss her mandate, some of the challenges and opportunities she has identified and her expectations for the future. *Not the Usual Suspects* is a unique opportunity to hear from high-impact individuals and develop a better understanding of their roles.

For more information visit [www.ppforum.ca](http://www.ppforum.ca) or contact Jonathan Dignan at [jonathan.dignan@ppforum.ca](mailto:jonathan.dignan@ppforum.ca)



Public Forum  
Policy des politiques  
Forum publiques

Presenting sponsor:



Continued on Page 21

## EXCLUSIVE FEATURE

# TOP 100 LOBBYISTS 2009

Continued from Page 20

tered to lobby for Aeroguard Group, Amyotrophic Lateral Sclerosis Society of Canada, Emirates Airline, ATM Industry Association, Brewers of Canada, the Canadian Dental Association, TransUnion of Canada, Capital One Bank and MBNA Canada.

## Harry Near Earncliffe Strategy Group

Harry Near is a former ministerial staffer in **Brian Mulroney's** government and brings more than 25 years of consulting experience to his clients, which currently include Spectra Energy Transmission, Integrated CO2 Network, Encana Corporation, MDS Nordion, Foothills Pipelines, General Motors, Monsanto, Nova Chemicals, CIBC, and Nexen Inc.

## Geoff Norquay Earncliffe Strategy Group

Geoff Norquay has been a Conservative strategist for years and has an extensive network of contacts in and outside government. He is well-known in political circles and is successful because of his knowledge of the machinery of government and his experience as a communicator. He is keeping busy these days with 16 clients including Microsoft Canada, Former Canadian Airlines Pilots, Monsanto, Cable Public Affairs Channel, Astral Media, Canada's Research-Based Pharmaceutical Companies and Canadian Association of Broadcasters.

## Patrick O'Donnell CFN Consultants

Patrick O'Donnell is a senior partner with CFN specializing in procurement, and sources call him one of the most influential procurement lobbyists in the city. He joined CFN in 1998 after a 36-year career in the Canadian Forces and three years working in the aerospace sector. Some of his registered clients include Edgewater Computer Systems, Lockheed Martin, Cascade Aerospace, Sikorsky Canada, Alenia North America and CMC Electronics.

## Randy Pettipas Global Public Affairs

President and CEO of Global, Randy Pettipas joined the firm in 1997. He has worked as chief of staff to Cabinet ministers and a senior government adviser on issues in Western Canada. He has also worked in the Office of the Leader of the Official Opposition and in the Prime Minister's Office from 1990 to 1994. His clients now include Weyerhaeuser Company Canada and Dow Agrosciences Canada Inc.

## Tim Powers Summa Strategies Canada

Tim Powers is a well-known Conservative insider who previously worked for **Brian Mulroney-era** fisheries and oceans minister **John Crosbie**. He is well-connected and familiar with the machinery of government and GR industry. His client roster currently includes Provincial Aerospace Ltd., the Mounted Police Members' Legal Fund, the National Aboriginal Achievement Foundation and Newfoundland and Labrador Hydro. Mr. Powers also writes a monthly 'Wiseguy's' column for *The Hill Times*.

## Mark Resnick Rothwell Group

Mark Resnick has more than 25 years of experience in politics and government relations, as a founding partner of the Rothwell Group and the founding president of the

Government Relations Institute of Canada. He is a long-time Liberal and well-regarded in Ottawa circles. Mr. Resnick is new to this year's list, and is currently registered to lobby for Ontario Flue-Cured Tobacco Growers' Marketing Board, Telus, and the Canadian Bus Association.

## Michael Robinson Earncliffe Strategy Group

Michael Robinson worked as an executive assistant in various Liberal Cabinet ministers' offices between 1974 to 1978 and has more than 25 years experience in the government relations industry. His current clients include companies such as Canada's Research-Based Pharmaceutical Companies, Spectra Energy Transmission, Microsoft, Greater Toronto Airports Authority, EnCana Corporation, CIBC, Canadian Association of Broadcasters, and Astral Media.

## Walter Robinson Tactix Government Consulting Inc.

Walter Robinson, former chief of staff to Ottawa Mayor **Larry O'Brien**, joined Tactix in January 2008 and is seen as an up and comer in the government relations industry. He was a Conservative candidate in Ottawa-Orléans in 2004 and previously worked for the federal public service, the Canadian Taxpayers Federation and Canada's Research-Based Pharmaceutical Companies. New to this list, Mr. Robinson's clients include Association of Equipment Manufacturers, Pratt & Whitney, Sikorsky and American Chemistry Council.

## Lisa Samson StrategyCorp Ottawa

Lisa Samson is a former Conservative Hill staffer who is knowledgeable of government processes as well as political processes. She is currently registered to lobby on behalf of 23 organizations, including several universities, EnergySolutions, Zurich Insurance Company, Pfizer, Herbal Magic, Quebecor, Bullfrog Power, First Union Rail Corporation, and the Nature Conservancy of Canada.

## Robin Sears Enghist

As principal of consulting firm Enghist, Robin Sears is a communications expert with significant experience on the political scene as the national director during the NDP's successful 1988, 43-seat election win. He is a new addition to this year's list, and lists former prime minister **Brian Mulroney** as a client in addition to the Canadian Boreal Initiative and the Ti'az'ten Nation and Nak'azdli Band.

## Dan Seekings Global Public Affairs

Dan Seekings is Global Public Affairs' vice-president of natural resources and environment. He worked for more than 30 years in the federal public service as a geologist and land use scientist. He later became the executive assistant in **Jean Chrétien** and later **Paul Martin's** governments to the natural resources minister and chief of staff to the government House leader and public works minister. His current clients reflect his expertise: Canadian Energy Pipeline Association, Cameco Corporation, Chevron Canada, Canadian Association of Petroleum Producers, Petro Canada, Shell Canada, Imperial Oil, and Vale Inco among several others.

## Anthony Stikeman Tactix Government Consulting Inc.

A long-time lobbyist with more than 30 years of experience in the consulting industry and government, his clients include TD Securities Inc., Enbridge Inc., and Ultramar Ltee., among others.

## Phil von Finckenstein PVF Consulting Inc.

Phil von Finckenstein is a long-time Conservative, but as one insider said, he is not overly partisan which makes him well-liked in political circles at large. He is a communications expert and is a new addition to this year's list because of the clients he is currently registered to lobby for: The Mining Association of Canada, the

Canadian Renewable Fuels Association, Jogen Corporation and Amgen, in addition to several others.

## Kaylie Wells Crestview Public Affairs

Crestview Public Affairs is seen as a firm with close ties to the Conservative government and Kaylie Wells is the lead government relations expert for the firm. Her client roster currently includes Telus, IBM, TD Financial, Canadian Electricity Association and Nova Scotia Power Incorporated, among others.

## Huw Williams Impact Public Affairs

Huw Williams is a senior partner at Impact Public Affairs who is a former Conservative Hill staffer and specializes in communications. He is currently registered to lobby on behalf of the Canadian Urban Transit Association, Canadian Library Association, Canadian Automobile Dealers Association, Insurance Brokers Association of Canada and Vengrowth Capital Inc.

## Torrance Wylie Global Public Affairs

Torrance Wylie previously worked for **Lester B. Pearson, Pierre Trudeau, and John Turner** and brings his years of government experience to his clients, BMO Financial Group, Teck Cominco and Vale Inco. He is considered a well-respected government relations expert and communicator.

## Alan Young Tactix Government Consulting Inc.

A former chief of staff to the Treasury Board president in 2004-2005, Alan Young has more than 20 years experience in government, law, public policy and government relations. He is currently registered to lobby the federal government on behalf of Purchasing Management Association of Canada, Microsoft, Visa, Certified Management Accountants of Canada and Western Canadian Shippers Coalition.  
bvongdou@hilltimes.com  
The Hill Times

## THE TOP 100 LOBBYISTS, 2009

### THE 'IN-HOUSE' CONSULTANTS

- Patricia Anderson, Sunco Energy
- Diane Brisbois, Retail Council of Canada
- Perrin Beatty, Canadian Chamber of Commerce
- Claude Paul Babin, Canadian Dental Association
- Heldi Bonnell, Rogers Communications Inc.
- Pierre Boucher, Cement Association of Canada
- Michael Bourque, Canadian Chemical Producers Association
- Michael Cleland, Canadian Gas Association
- David Collyer, Canadian Association of Petroleum Producers
- Thomas D'Aquino, Canadian Council of Chief Executives
- Monique Doolittle-Romas, Canadian AIDS Society
- Murray Eiton, Canadian Nuclear Association
- Ian Fans, Brewers Association of Canada
- Pierre Fortin, Canadian Hydropower Association
- Joseph Gallimberti, Air Canada
- Nicholas Gazzard, Canadian Co-operative Housing Federation of Canada
- David Hardy, Encana Corp.
- George Haynal, Bombardier Aerospace
- Graham Henderson, Canadian Recording Industry Association
- Nancy Hughes-Anthony, Canadian Bankers Association
- Francisca Jacaris, Genworth Financial
- David Jurkowski, Bombardier Aerospace
- Claude Lajeunesse, Aerospace Industries Association of Canada
- Eric Lamoureux, Canadian Automobile Association
- Eugene Lang, Bell Canada
- Jacqueline LaRoque, GlaxoSmithKline
- Roger Larson, Canadian Fertilizer Institute
- Martin Lavioie, Bombardier Aerospace
- Ayvin Lazer, Forest Products Association of Canada
- Pierre Leduc, Propane Gas Association of Canada
- Bernard Lord, Canadian Wireless and Telecommunications Association
- Tony Macerollo, Canadian Petroleum Products Institute
- Rajiv Manhas, Talisman Energy Inc.
- Cate McCready, BIOTEC Canada
- Ely Meister, Canadian Institute of Chartered Accountants
- Claire Morris, Association of Universities and Colleges of Canada
- Phil Murphy, MDA Corp.
- Jayson Myers, Canadian Manufacturers and Exporters
- Richard O'Farrell, Imperial Oil Ltd.
- Gordon Olsen, TransCanada Corporation
- Robert Ouellet, Canadian Medical Association
- Tim Page, Canadian Association of Defence and Security Industries
- Gordon Peeling, Mining Association of Canada
- Richard Phillips, Grain Growers of Canada
- Carole Presseault, Certified General Accountants of Canada
- Gordon Quastini, Canadian Renewable Fuels Association
- Michael Sangster, Telus
- Richard Smith, Environmental Defence Canada
- Paul Sparkes, CTVglobemedia Inc.
- Peggy Tabet, Quebecor Inc.
- Eli Turk, Canadian Electricity Association
- Robert Weese, General Electric Canada
- Garth Whyte, Canadian Federation of Independent Business

### THE 'CONSULTANT' LOBBYISTS

- Kristin Anderson, Global Public Affairs
- David Angus, Capital Hill Group
- Andrew Boddington, StrategyCorp Ottawa
- Kon Boesentool, GCO Group Canada
- Daniel Brock, Fasken Martineau, DuMoulin LLP
- Carolyn Chisholm, Global Public Affairs
- Peter Clark Grey, Clark, Shih and Associates
- Michael Coates, Hill and Knowlton
- Warren Everson, StrategyCorp Ottawa
- Graham Fox, Frazer Milner Casgrain
- Philippe Gervais, Capital Hill Group
- Lynne Hamilton, Hill and Knowlton Canada
- Bruce Hartley, Prospectus Associates
- Tracey Hubley, Summa Strategies Canada
- Goldy Hyder, Hill and Knowlton
- Joe Jordan, Capital Hill Group
- Tim Kennedy, Global Public Affairs
- Gerald Kerr-Wilson, Fasken Martineau, DuMoulin LLP
- Charles King, Earncliffe Strategy Group
- Ten Kirk, CentreBlock
- Gai Knutson, Borden Ladner Gervais LLP
- James Lomax, Humphreys Public Affairs Group Inc.
- Ken Mackay, Policy Insights
- Richard Mahoney, Enright
- Velma McCol, Earncliffe Strategy Group
- Gord McIntosh, self-employed consultant
- Josh McInnert, Summa Strategies
- Michelle McLean, Hill and Knowlton
- Emanuel Montenegro, Lang-Michener
- Don Moses, Temple Scott Associates Inc.
- Harry Neas, Earncliffe Strategy Group
- Geoff Norquay, Earncliffe Strategy Group
- Patrick O'Donnell, CFN Consultants
- Randy Pettipas, Global Public Affairs
- Tim Powers, Summa Strategies Canada
- Mark Resnick, Rothwell Group
- Michael Robinson, Earncliffe Strategy Group
- Walter Robinson, Tactix Government Consulting Inc.
- Lisa Samson, StrategyCorp Ottawa
- Robin Sears, Enghist
- Dan Seekings, Global Public Affairs
- Anthony Stikeman, Tactix Government Consulting Inc.
- Phil von Finckenstein, PVF Consulting Inc.
- Kaylie Wells, Crestview Public Affairs
- Huw Williams, Impact Public Affairs
- Torrance Wylie, Global Public Affairs
- Alan Young, Tactix Government Consulting Inc.

*SuiteDreams.com*

**Cartier Place SUITE HOTEL**

Downtown Ottawa

180 Cooper Street  
Phone: 613-236-5000  
Fax: 613-238-3842  
For Reservations:  
1-800-236-8399

**Special Government & Embassy Rates**

*Located between the Rideau Canal and trendy Elgin Street*

- 250 Spacious Suites
- Jacuzzi Suites
- Business Suites
- Hi-speed Internet
- Indoor Pool, Whirlpool, Sauna
- Fitness Room
- Banquet Rooms
- Penthouse Hospitality Suite
- Meeting Packages

**Diamond Award Winner**