



Ethics Commission
200 N Spring Street
City Hall - 24th Floor
Los Angeles, CA 90012
(213) 978-1960
ethics.lacity.org

LOBBYING FIRM REGISTRATION FORM

Form 31

Filer Information

Original

NAME OF LOBBYING FIRM: Strategic Government Affairs		DATE QUALIFIED AS LOBBYING FIRM: Jan 01, 2017
BUSINESS ADDRESS: (Number and Street) (street address redacted)		
CITY, STATE, ZIP CODE: Los Angeles, CA 90064		TELEPHONE NUMBER: (310) 365-4761
E-MAIL: ronald.stone@sga-ca.com		FAX NUMBER: (Optional) ()

I. INDIVIDUAL LOBBYISTS

Ronald Stone

Name

II. CLIENTS

On next page(s), report each client which the firm is registering to provide municipal lobbying services.

III. VERIFICATION

I have used all reasonable diligence in preparing this form and any attachments. I have reviewed the form and all the attachments and to the best of my knowledge the information contained herein is true and complete.

I certify under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

25-Jan-17

Ronald Stone (e-signed)

Executed On: (Date)

By: (Signature of Authorized Person)



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NAME OF LOBBYING FIRM:
Strategic Government Affairs

II. CLIENTS

Report each client on whose behalf the firm is registering to provide lobbying services.

NAME OF CLIENT: <u>BevMo!</u>	REPRESENTATION BEGINS: <u>Jan 01, 2017</u>	REPRESENTATION ENDS: <u>Dec 31, 2017</u>
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CLIENT ADDRESS: (Number and Street)
(street address redacted)

CITY, STATE, ZIP CODE:
Concord, CA 94520

TELEPHONE NUMBER:
(951) 719-1514

Agencies to be lobbied on behalf of the client
ANY CITY AGENCY

Municipal Legislation / Projects
(1) LA City Land Use and Local Permitting Issues and General Government Affairs
Support permitting activities for new and existing BevMo locations Citywide

NAME OF CLIENT:
Carahsoft

REPRESENTATION BEGINS:
Jan 01, 2017

REPRESENTATION ENDS:
Dec 31, 2017

CLIENT ADDRESS: (Number and Street)
(street address redacted)

CITY, STATE, ZIP CODE:
Reston, VA 20190

TELEPHONE NUMBER:
(703) 871-8500

Agencies to be lobbied on behalf of the client
ANY CITY AGENCY

Municipal Legislation / Projects
(1) LA City Information Technology Issues and General Government Affairs
Support LA City open source/cost savings information technology initiatives

NAME OF CLIENT:
ePAVE, LLC

REPRESENTATION BEGINS:
Jan 01, 2017

REPRESENTATION ENDS:
Dec 31, 2017

CLIENT ADDRESS: (Number and Street)
(street address redacted)

CITY, STATE, ZIP CODE:
Los Angeles, CA 90025

TELEPHONE NUMBER:
(844) 987-7283

Agencies to be lobbied on behalf of the client
ANY CITY AGENCY

Municipal Legislation / Projects
(1) Los Angeles City Transportation and Infrastructure Issues
Support efforts to include sustainable building materials in City infrastructure projects

NAME OF CLIENT:
Hewlett Packard Enterprise

REPRESENTATION BEGINS:
Jan 01, 2017

REPRESENTATION ENDS:
Dec 31, 2017

CLIENT ADDRESS: (Number and Street)
(street address redacted)

CITY, STATE, ZIP CODE:
Palo Alto, CA 94304

TELEPHONE NUMBER:
(650) 857-6315

Agencies to be lobbied on behalf of the client
ANY CITY AGENCY

Municipal Legislation / Projects
(1) Information Technology Issues and General Government Affairs
Citywide and department-level information technology solutions support



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NAME OF CLIENT: HP Inc.	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
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CLIENT ADDRESS: (Number and Street) (street address redacted)
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CITY, STATE, ZIP CODE: Palo Alto, CA 94304	TELEPHONE NUMBER: (916) 748-8099
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Agencies to be lobbied on behalf of the client ANY CITY AGENCY	Municipal Legislation / Projects (1) Information Technology Issues and General Government Affairs Citywide and department-level information technology solutions support
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NAME OF CLIENT: OpTerra Energy Services	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
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CLIENT ADDRESS: (Number and Street) (street address redacted)
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CITY, STATE, ZIP CODE: Pasadena, CA 91105	TELEPHONE NUMBER: (626) 377-4810
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Agencies to be lobbied on behalf of the client ANY CITY AGENCY	Municipal Legislation / Projects (1) City of Los Angeles Sustainability Issues and General Government Affairs Identify energy efficiency/sustainability measures in LA City
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NAME OF CLIENT: Quest Diagnostics c/o MultiState Associates, Inc.	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
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CLIENT ADDRESS: (Number and Street) (street address redacted)
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CITY, STATE, ZIP CODE: Alexandria, VA 22314	TELEPHONE NUMBER: (703) 6841110 ext. 1038
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Agencies to be lobbied on behalf of the client ANY CITY AGENCY	Municipal Legislation / Projects (1) Los Angeles City Tax Issues and General Government Affairs Support efforts to reform LA City gross receipts tax
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NAME OF CLIENT: Recology	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
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CLIENT ADDRESS: (Number and Street) (street address redacted)
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CITY, STATE, ZIP CODE: San Francisco, CA 94111-9796	TELEPHONE NUMBER: (415) 875-1127
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Agencies to be lobbied on behalf of the client ANY CITY AGENCY	Municipal Legislation / Projects (1) City of Los Angeles Solid Waste Issues and General Government Affairs City of Los Angeles efforts on solid waste and recycling
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NAME OF CLIENT: Salesforce.com, Inc.	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
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CLIENT ADDRESS: (Number and Street) (street address redacted)
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CITY, STATE, ZIP CODE: San Francisco, CA 94105	TELEPHONE NUMBER: (415) 389-6800
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Agencies to be lobbied on behalf of the client ANY CITY AGENCY		Municipal Legislation / Projects (1) LA City Information Technology Issues and General Government Affairs City of Los Angeles enterprise cloud computing solutions
NAME OF CLIENT: Signature Flight Support	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
CLIENT ADDRESS: (Number and Street) (street address redacted)		
CITY, STATE, ZIP CODE: Winston Salem, NC 27105	TELEPHONE NUMBER: (336) 776-6006	
Agencies to be lobbied on behalf of the client ANY CITY AGENCY		Municipal Legislation / Projects (1) City of Los Angeles Aviation Issues and General Government Affairs Facility and infrastructure issues at LAX and VNY
NAME OF CLIENT: Skanska USA Civil West California Distirct	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
CLIENT ADDRESS: (Number and Street) (street address redacted)		
CITY, STATE, ZIP CODE: Riverside, CA 92509	TELEPHONE NUMBER: (951) 6845360	
Agencies to be lobbied on behalf of the client ANY CITY AGENCY		Municipal Legislation / Projects (1) City of Los Angeles Transportation and Aviation Issues and General Government Affairs LA City and LAX infrastructure projects
NAME OF CLIENT: Southwest Airlines Co	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
CLIENT ADDRESS: (Number and Street) (street address redacted)		
CITY, STATE, ZIP CODE: Dallas, TX 75235	TELEPHONE NUMBER: (214) 792-4174	
Agencies to be lobbied on behalf of the client ANY CITY AGENCY		Municipal Legislation / Projects (1) City of Los Angeles airport issues; general government affairs LAX Terminal 1 modernization project
NAME OF CLIENT: Uber Technologies	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017
CLIENT ADDRESS: (Number and Street) (street address redacted)		
CITY, STATE, ZIP CODE: San Francisco, CA 94103	TELEPHONE NUMBER: (202) 329-0965	
Agencies to be lobbied on behalf of the client ANY CITY AGENCY		Municipal Legislation / Projects (1) City of Los Angeles Transportation Issues and General Government Affairs All matters affecting Transportation Network Companies in the City and LAX
NAME OF CLIENT: WeWork	REPRESENTATION BEGINS: Jan 01, 2017	REPRESENTATION ENDS: Dec 31, 2017



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CLIENT ADDRESS: (Number and Street)
(street address redacted)

CITY, STATE, ZIP CODE:
New York, NY 10011

TELEPHONE NUMBER:
(415) 637-9373

Agencies to be lobbied on behalf of the client
ANY CITY AGENCY

Municipal Legislation / Projects
(1) LA City Land Use Issues and
General Government Affairs
Land use/permitting issues surrounding facilities
in the City of Los Angeles

AMENDED