

Organization	Organization Type	Client	Lobbying Issues	LAUSD Offices/Officials Lobbied	Lobbying Representative/s
Apple Inc.	Small Expenditure	N/A	AppleCare Services Review & Apple Device Configuration Services Best Practices	Jose Gonzales, Special Projects	George Cheung, David Douglas, Sari Silverberg, Steve Patton and Jaime Perez
California Charter Schools Association (CCSA)	Large Expenditure	N/A	Special Education. New and renewing charter school petitions. Attending and monitoring LAUSD Board meetings and board member activity. Facilities, Prop 39 and Measure Q. LAUSD Budget.	Office of Dixon Deutsch, Office of Diane Pappas-MiSIS, Office of the Chief Academic Officer, Charter School Division, Division of Special Education, Office of the Superintendent & Board Offices (BD 2, BD 4, BD 5, BD 6, & BD 7.	Cassy Horton, Keith Dell'Aquila, Jason Rudolph, Jennie Shin, Chris Copolillo, Ricardo Garcia, Ebony Wheaton, Allison Magill, Vivian Huan, Kate Dove, Jose Cofresi, Sara Erickson, Frank Navarro, Govany Hernandez, Omar Pichardo, Javier Orduno, Peter Phillips, Maria Flores, Aldo Macias Arellano, Andy Linares, Arquimedes Pacheco, & Nicolas Watson
Englander Knabe & Allen	Paid Lobbying Organization	CA, Inc.	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Anthem, Inc.	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Avaya	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Impex Technologies, Inc.	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	SAS Institute, Inc.	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Universal Technical Institute, Inc.	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Enterprise Rent-A-Car**	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Xerox**	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Sodexo**	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
Englander Knabe & Allen	Paid Lobbying Organization	Avisare Corporation***	Introduce products and services to LAUSD Stakeholders.	Met with Transportation & Procurement Services Teams. Provided demos to IT Services teams and strategy to Facilities.	Marcus Allen & Kellie Hawkins
EK, Sunking & Bai	Paid Lobbying Organization	BMG Money, Inc.	Procurement of BMG Loan Services Program	Board Office Briefings	Gloria Leon & Jorge Morales***
FACTS Education Solutions, LLC	Large Expenditure	N/A	NO LOBBYING ACTIVITIES	NO LOBBYING ACTIVITIES	Patrick Haggarty, Amy Kawaguchi & Elizabeth Shelton
Houghton Mifflin Harcourt Publishing Co.	Small Expenditure	N/A	ELA/ELD Programs Including: Independent Libraries Program, Read 180U & iRead. History Social Science Programs Including: Adoption & Implementation. Science Programs. Math Programs Including: Go Math Professional Development & Math 180 Intervention Program. Procurement/Site Sales. Multilingual Multicultural ED Including: Master Plan/Science Leveled Readers. Early Learning Including: Pre-K Programs.	Coordinators, Teachers, Principals, Local PPC Administrators, PPC Principals, Science Chairs, Specialists, Technology Teams, Local District Staff, and Central Staff	Connie Garcia,* Marisa Garcia*, Kristen Stez*, Joseph Scott Nemergut, Cym vanRossum, Erica Hamel, Kyra Donovan, Nikki LaLonde, Justin Keller, Scott Traub, Kristin Hughes, and Suzanne Robins
IBM (International Business Machines)**	Small Expenditure	N/A	Introduce products and services to LAUSD Stakeholders.	Added at end of Q2, lobbying reports not filed.	No Lobbying Rep
McGraw-Hill Companies School Education Group	Small Expenditure	N/A	Provide LAUSD with product information, pricing and sales assistance.	Local Districts: North, East, South, West Roadshows	Astrid Longo & Gerren Bennett
Mercury Public Affairs	Paid Lobbying Organization	Microsoft	Microsoft's ability to take part in the LAUSD Tablet Initiative.	None	Glenn Gritzner
Microsoft Corporation	Small Expenditure	N/A	Current projects meetings, including: Windows 10, Microsoft Office 365, Software Licensing, Azure, Flagship Schools Program, MiSIS and Imagine Academy.	Chief Executive Officer Information Technology Division Linked Learning Office	Tuan Nguyen
Pearson Education, Inc. and NCS Pearson Inc.	Large Expenditure	N/A	High School Textbook Adoptions	Integrated Library & Textbook Services Procurement Services Division Instructional Technology & Instruction	Michael Hoy
Strategic Government Affairs	Paid Lobbying Organization	Hewlett-Packard Enterprise	Better Understanding of LAUSD Technology Needs	Monitored Board Meetings Met with Board Members and their Staff	Ronald M. Stone
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