



PUBLIC DISCLOSURE COMMISSION  
**711 CAPITOL WAY RM 206**  
**PO BOX 40908**  
**OLYMPIA WA 98504-0908**  
**(360) 753-1111**  
**TOLL FREE 1-877-601-2929**

# LOBBYIST REGISTRATION

**L1**  
(12/14)

THIS SPACE FOR OFFICE USE  
**DATE FILED PDC**

**JAN 06 2019**

1. Lobbyist Name  
**Gano and Associates, Inc**

Permanent Business Address  
**PO Box 98066**

City State Zip  
**Lakewood WA 98496**

Business Telephone Numbers  
 Permanent ( 253) 984-7174  
 Temporary ( )  
 Cell Phone ( 253 ) 241-1537  
 or Pager

2. Temporary Thurston County address during legislative session

E-Mail Address  
Steve@stevegano.com

3. Employer's name and address (person or group for which you lobby)

**Altria Client Services LLC & its Affiliates**  
**1415 L ST. Suite 1150**  
**Sacramento, CA 95814**

Employer's occupation, business or description of purpose of organization—Service company and its affiliates—Philip Morris USA Inc., John Middleton Co., U.S. Smokeless Tobacco Co., & Nu Mark LLC—involved in the manufacture and sale of Tobacco products.

4. Name and address of person having custody of accounts, receipts, books or other documents which substantiate lobbyist reports. (Person responsible for producing the lobbyist employer's annual L-3 report.)

**Mark A King Same address as above**

E-Mail Address  
Mark A.King@altria.com

5. What is your pay (compensation) for lobbying?  
 \$ 6666.67 per month  
 (hour, day, month, year)  
 Other: Explain:

Description of employment (check one or more boxes)

- Full time employee
- Part time or temporary employee
- Contractor, retainer or similar agreement
- Unsalariated officer or member of group
- Sole duty is lobbying
- Lobbying is only a part of other duties

6. Are you reimbursed for lobbying expenses? Explain which expenses.

- Yes: \$ \_\_\_\_\_ per \_\_\_\_\_
- Yes: I am reimbursed for expenses.
- No: I am not reimbursed for expenses.

Does employer pay any of your lobbying expenses directly?  
 If yes, explain which ones.

**NO**

7. How long do you expect to lobby for this organization?

- Permanent lobbyist
- Only during legislative session
- Other, Explain:

8. Is your employer a business or trade association or organization which lobbies on behalf of its members or a representative entity which lobbies on behalf of businesses, groups, associations, or organizations? If "yes," attach a list showing the name and address of each member or funder who has paid fees, dues or other payments over \$1,450 during either of the past two years or is expected to pay over \$1,450 this year.

- No
- Yes. However, no member or funder has paid, pays, or is expected to pay over \$1,450.
- Yes. The list is of parties attached

9. Does your employer have a connected, related or closely affiliated political action committee which will provide funds for you to make political contributions including purchase tickets to fund raising events? If so, list the name of that political action committee.

- No
- Yes. Name of the committee is:

10. If lobbyist is a company, partnership or similar business entity which employs others to perform actual lobbying duties, list name of each person who will lobby. (See WAC 390-20-143 and 144 for instructions.)

**Steve Gano, Brent Ludeman**

11. Areas of interest. Lobbying is most frequent before legislative committee members or state agencies concerned with following subjects:

- |  |   |  |                        |
|--|---|--|------------------------|
| CODE                                   | SUBJECT   | CODE                                   | SUBJECT                |
| 01 <input type="checkbox"/>            | Agriculture                                       | 09 <input type="checkbox"/>            | Health Care            |
| 02 <input type="checkbox"/>            | Business and consumer affairs                     | 10 <input type="checkbox"/>            | Higher education       |
| 03 <input type="checkbox"/>            | Constitutions and elections                       | 11 <input type="checkbox"/>            | Human services         |
| 04 <input type="checkbox"/>            | Education   | 12 <input type="checkbox"/>            | Labor                  |
| 05 <input checked="" type="checkbox"/> | Energy and utilities                              | 13 <input type="checkbox"/>            | Law and justice        |
| 06 <input checked="" type="checkbox"/> | Environmental affairs - natural resources - parks | 14 <input checked="" type="checkbox"/> | Local government       |
| 07 <input type="checkbox"/>            | Financial institutions and insurance              | 15 <input type="checkbox"/>            | State government       |
| 08 <input checked="" type="checkbox"/> | Fiscal  | 16 <input type="checkbox"/>            | Technology             |
|  |   | 17 <input type="checkbox"/>            | Transportation         |
|  |   | 18 <input checked="" type="checkbox"/> | Other - Specify: Taxes |

Remarks:

Tobacco/Vaping

**CERTIFICATION:** I hereby certify that the above is a true, complete and correct statement.

**EMPLOYER'S AUTHORIZATION:** Confirming the employment authority to lobby described in this registration statement.

12. LOBBYIST'S SIGNATURE

DATE  
 1/1/19

EMPLOYER'S SIGNATURE, NAME TYPED OR PRINTED, AND TITLE

DATE

Mark King, Senior Director

1/1/19