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**Virginia Conflict of Interest and Ethics Advisory Council
LOBBYIST REGISTRATION FORM (Rev. 4/05)**

Please send the original and a copy with a \$50.00 registration fee, made
Payable to the Treasurer of Virginia to:

*Secretary of the Commonwealth
Attn: Lobbyist Specialist
1111 E. Broad St
4th Floor
Richmond, Virginia 23219*

FOR OFFICE USE ONLY
Principal Notification Date _____
Date Received _____
Fee Paid: Check # _____ **Cash** _____

(1) **PRINCIPAL:** _____ IBM

(1a) **What type of business is the principle engaged in:**

Information Technology

Officer of Principal authorizing your employment as a lobbyist, or to whom your expenditures will be reported. *The same name may not appear in items 2 and 5 of this form.*

(2) **Name:** _____ Otis S. Jones

(2a) **Business Address:** _____ 9201 Arboretum Parkway 3rd Floor, Richmond, VA 23236

(2b) **Business Telephone:** _____ 804-677-6063

Officer of Principal who will retain **ALL** records, in behalf of the principal, with respect to your lobbying activities for their organization. If records are physically stored in another location, please so indicate in the space provided by item 3c.

(3) **Name:** _____ Otis S. Jones

(3a) **Business Address:** _____ 9201 Arboretum Parkway 3rd Floor, Richmond, VA 23236

(3b) **Business Telephone:** _____ 804-677-6063

(3c) **Business Address/Telephone number of location where records are stored:**

(4) **Please list the full name(s), business address(es), and telephone number(s) of all other individual(s) that are registered to lobby in behalf of the PRINCIPAL listed in item 1 of your registration form.**

Tyler Cox 4701 Cox Road Suite 400 Glen Allen VA 23060 (804) 967-9604
William Johnson 4701 Cox Road Suite 400 Glen Allen VA 23060 (804) 967-9604
Charles Duvall PO Box 170 Richmond VA 23218 804-644-7884

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(5) **LOBBYIST:** Andy Hammond
(5a) **Business Address:** 1440 New York Ave NW Rm. 9-215, Washington, DC 20005
(5b) **Business Telephone:** 2023717559
(5c) **E-Mail Address:** john.mannion@skadden.com

Individual who will retain ALL records, on behalf of the lobbyist, with respect to your lobbying activities for the afore-designated principal. If records are physically stored in another location, please so indicate in the space provided in item 7d.

(6) **Name:** Andy Hammond
(6a) **Business Address:** 1440 New York Ave NW Rm. 9-215, Washington, DC 20005
(6b) **Business Telephone:** 2023717559
(6c) **Business Address/Telephone number of location where records are stored:**

(7) **Matters and purpose for which you expect to lobby:** (be as specific as possible in this response)
Promotion of IBM products and services to Virginia various state agencies, including Virginia Chief Information Officer and Chief Technology officer.

(8) **As a lobbyist, you are:** (check one)

- ☒ **Employed** (Lobbyist is on payroll of principal)
☐ **Retained** (Lobbyist is not on payroll of principal, but is compensated)
☐ **Not Compensated** (Lobbyist is not compensated, but expenses may be reimbursed)

(9) **If you are *employed* either part-time or full-time by the principal, please give your job title:**

Client Manager

I, the undersigned lobbyist, do state that the information furnished on this registration statement and on any and all accompanying statements attached thereto, is to the best of my knowledge and belief, complete and accurate.

Date: 05/03/2016 Lobbyist's Signature: Andy Hammond (Electronically Signed: 5/3/2016 2:30:48 PM UTC)