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**Virginia Conflict of Interest and Ethics Advisory Council**  
**LOBBYIST REGISTRATION FORM (Rev. 4/26/2016)**

Please send the original and a copy with a \$100.00 registration fee, made  
Payable to the Treasurer of Virginia to:

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

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

(1) **PRINCIPAL:** \_\_\_\_\_ Pharmaceutical Research & Manufacturers of America

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

\_\_\_\_\_ Matters relating to the pharmaceutical manufacturing industry.

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:** \_\_\_\_\_ Paul Larsen

(2a) **Business Address:** \_\_\_\_\_ 950 F Street, NW, Suite 300 Washington, DC 20004

(2b) **Business Telephone:** \_\_\_\_\_ 202-835-3428

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:** \_\_\_\_\_ Robert B Jones, Jr

(3a) **Business Address:** \_\_\_\_\_ 2201 W. Main Street Richmond, VA 23220

(3b) **Business Telephone:** \_\_\_\_\_ 804-648-6299

(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.**

Anne Leigh Kerr  
1917 Hanover Ave  
Richmond, VA 23220  
anneleigh@kerrgovstrategies.com  
804-347-5577

Michael W. Woods  
PO Box 1122  
Richmond, VA 23218

michael.woods@troutmansanders.com  
804-697-2256

**SECRETARY OF THE COMMONWEALTH  
LOBBYIST'S REGISTRATION  
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(5) **LOBBYIST:** \_\_\_\_\_ Robert B Jones, Jr

(5a) **Business Address:** \_\_\_\_\_ 2201 W. Main Street Richmond, VA 23220

(5b) **Business Telephone:** \_\_\_\_\_ 804-648-6299

(5c) **E-Mail Address:** \_\_\_\_\_ rob@alliancegrouppltd.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:** \_\_\_\_\_ Robert B Jones, Jr

(6a) **Business Address:** \_\_\_\_\_ 2201 W. Main Street Richmond, VA 23220

(6b) **Business Telephone:** \_\_\_\_\_ 804-648-6299

(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)  
Matters relating to the pharmaceutical manufacturing industry.

(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:**

\_\_\_\_\_

**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: \_\_\_\_\_ 05/20/2016 Lobbyist's Signature: \_\_\_\_\_ Robert B Jones, Jr (Electronically Signed: 5/20/2016 2:27:02 PM UTC)