

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	Jaime Perez, Sari Silverberg, Ken Johnson, Christine Cooke and Marco Torres
Arnie Berghoff & Associates	Paid Lobbying Organization	Zum Services, Inc.	Introduce alternative programs within LAUSD for student transportation.	Office of the Superintendent and Facilities Services Divdision	Arnie S. Berghoff
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.	Cassandra (Cassy) Horton, Keith Dell'Aquila, Frank Navarro, Javier Orduno, Chris Copolillo, Carmen Loera, Josue Cofresi, and Allison Magill
Collaborate Inc.	Paid Lobbying Organization	Cosmos Health Solutions	Contracts for client re Covid-19 Services	Board of Educaiton, Business Services Division, FSD, ITD, Office of Superintendent, CFO and COO	Katherine Hennigan and Jacob Jauregui
Courtney Torres Consulting, Inc. *	Paid Lobbying Organization	Hey Tutor	Government, Community & Media Relations	LAUSD Borad Members & Officials	Courtney Torres
Curriculum Associates, LLC	Small Expenditure	N/A	Promote and implement usage of Curriculum Associates products in LAUSD schools.	Local Districts: Northwest, Northeast, South, & East	Andres Gorbea & John Sipe
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	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
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	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	KPMG	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	SAP	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	Sutherland Healthcare Solutions	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
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	Coordinators, Teachers, Principals, Local PPC Administrators, PPC Principals, Science Chairs, Specialists, Technology Teams, Local District Staff, and Central Staff	Joseph Scott Nemergut, Cym van Rossum, Kyra Donovan, Suzanne Robins, Kristin Hughes, Scott Traub, Cecilia Mahre, Garrett Boyd, Teresa Rivera & Nikki LaLonde
IBM (International Business Machines)	Small Expenditure	N/A	Introduce products and services to LAUSD Stakeholders.		No Lobbying Rep
Kindel Gagan ****	Paid Lobbying Organization	Selectra Industries Corp.	Discussions to assist LAUSD to provide masks for the re-opening of schools	Board of Educaiton, Business Services Division, Office of Superintendent, CFO and COO	Maureen Kindel
Lucien Partners *****	Paid Lobbying Organization	LA Promise Fund, United Healthcare	Promote colocation options	All divisions and offices	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	Gloria Leon
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	Diana Becnel
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	----

2020 LAUSD Registered Lobbying Organizations and Representatives

Savvas Learning Company LLC (Pearson K12 Learning LLC)	Small Expenditure	N/A	Professional Development, Coursework, Instructional Resources	Board of Education, Education Services, Local Districts, School Sites, & Superintendent		Michael Hoy
Strategic Government Affairs	Paid Lobbying Organization	Hewlett-Packard Enterprise	Better Understanding of LAUSD Technology Needs	Monitored Board Meetings with Board Members and their Staff	Met	Ronald M. Stone & Patricia Aleman
Strategic Government Affairs	Paid Lobbying Organization	Hewlett-Packard, Inc.	Better Understanding of LAUSD Technology	Monitored Board Meetings		Ronald M. Stone & Patricia Aleman
Strategic Government Affairs	Paid Lobbying Organization	Enterprise Services, LLC (Perspecta Company)/ DXC Technology	Better Understanding of LAUSD Technology Needs	Monitored Board Meetings with Board Members and their Staff	Met	Ronald M. Stone & Patricia Aleman
Strategies 360	Paid Lobbying Organization	CVS Health/Aetna, WeeCare, Lyft, Lightspeed Solutions LLC, & Kinsa Inc.	Build client-LAUDS relationships, community partnerships, explore business development opportunities and advance issues of clients	Board Members and their Staff		Areen Ibranossian, Talar Alexanian, Gina Gribow & Brian Stedge-Stroud
Thinking Maps	Small Expenditure	N/A	Provide teachers and leaders with professional development.	Outreach includes all schools and ESC's district wide.		Laura Pitari
* Terminated 1/19/21						
** Client Terminated 3/31/20						
*** Client Terminated 6/30/20						
**** Terminated 10/28/20						
***** Terminated 10/6/20						