

NOV 14 2016

**Lobbyist Monthly Expense Report**  
 (as required by Chapter 397, 1995 Session Laws)

1. Lobbyist Name  
**Pierce Consulting Services, LLC**

Mailing Address  
**P. O. Box 4410**

City **Tumwater** State **WA** Zip + 4 **98501**

New Address?  Yes  No

2. This report is for the period Oct 2016 This report corrects or amends the report for \_\_\_\_\_ (Month) \_\_\_\_\_ (Year)

Business Telephone  
**(360) 860-2729**

ALL COMPLETE THIS PART			COMPLETE IF YOU HAVE MORE THAN ONE EMPLOYER		
Include all reportable expenditures by lobbyist and lobbyist's employer for or on behalf of the lobbyist incurred during the reporting period			Amount attributed to each employer		
Expense Category	TOTAL AMOUNT THIS MONTH All employers plus own expense (Columns a + b + c + d and attached pages)	Amounts paid from lobbyist's own funds, not reimbursed or attributed to an employer. Column A	Employer No. <u>1</u> Column B	Employer No. <u>2</u> Column C	Employer No. <u>3</u> Column D
3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$ 40,347.50		\$ 1,147.50	\$ 2,500.00	\$ 1,350.00
4. PERSONAL EXPENSES for travel, food and refreshments	486.82	\$			
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)	6,500.00			6,500.00	
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)	4,227.50		252.50		150.00
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$ 51,561.82	\$	\$ 1,400.00	\$ 9,000.00	\$ 1,500.00

(Attach additional page(s) if you lobby for more than three employers.)

11. EMPLOYERS' NAMES
- No. 1 (B) Association of Washington Housing Authorities (AWHA)
  - No. 2 (C) Bristol-Myers Squibb (BMS)
  - No. 3 (D) 4Culture

12. Subject matter of proposed legislation or other legislative activity or rulemaking the lobbyist was supporting or opposing.

Subject Matter, Issue or Bill No.	Legislative Committee or State Agency Considering Matter	Employer Represented
Housing, Fisca, Bus&Con.Affairs	Fiscal, Housing, OFM,FII, Human Services	AWHA
Health Care, Fiscal,Bus&Con.Aff	Fiscal, DoR, OFM, Health Care	BMS
Fiscal	Fiscal	4Culture

Continued on attached pages

13. Of the time spent lobbying, what percentage was devoted to lobbying: the Legislature 80% State Agencies 20%.

14. TERMINATION: (COMPLETE THIS ITEM ONLY IF YOU WISH TO TERMINATE YOUR REGISTRATION)

Date registration ends: \_\_\_\_\_ Employer's name: \_\_\_\_\_

I understand that an L-2 report is required for any month or portion thereof in which I am a registered lobbyist. I also understand that once I have terminated my registration, I must file a new registration prior to lobbying for that employer in the future. All registrations terminate automatically on the second Monday in January of each odd numbered year.

**CERTIFICATION**

I certify that this report is true and complete to the best of my knowledge.

LOBBYIST SIGNATURE: *Cindi Holmstr* DATE: 11/14/16

Lobbyist Name

Pierce Consulting Services, LLC

Reporting Period

Oct (Month)

2016 (Year)

15. Itemize all of the following expenditures that were incurred by lobbyist or lobbyist employer(s) for legislators, state officials, state employees and members of their immediate families. **Show the actual amount incurred for each individual or the amount fairly attributed to each.**
- **Entertainment expenditures exceeding \$25 per occasion** (including lobbyist's expense) for meals, beverages, tickets, passes, or for other forms of entertainment.
  - **Travel, lodging and subsistence expenses** in connection with a speech, presentation, appearance, trade mission, seminar or educational program.
  - **Enrollment and course fees** in connection with a seminar or educational program.
- Lobbyists must provide an elected official with a copy of the L-2 or Memo Report if the lobbyist reports: 1) spending on one occasion over \$50 for food or beverages for the official and/or his or her family member(s); or 2) providing travel, lodging, subsistence expenses or enrollment or course fees for the official and, if permitted, the official's family.

Date	Names of all Persons Entertained or Provided Travel, etc.	Description, Place, etc.	Sponsoring Employer	Amount
				\$
N/A	Total expenses itemized on attached Memo Reports			

Continued on attached pages.

16. If a monetary or in-kind contribution exceeding \$25 was given or transmitted by the lobbyist to any of the following, itemize the contribution below or on a Memo Report: local and state candidates or elected officials; local and state officers or employees; political committees supporting or opposing any candidate, elected official, officer or employee or any local or state ballot proposition. If a contribution exceeding \$25 was given to the following, itemize the contribution below: a caucus political committee; a political party; or a grass roots lobbying campaign.

Date	Name of Individual or Committee Receiving Contribution	Source of Contribution	Amount
			\$
N/A	Total contributions itemized on attached Memo Reports		

If contributions were made directly by a political action committee associated, affiliated or sponsored by your employer, show name of the PAC below. (Information reported by PAC on C-4 report need not be again included in this L-2 report.)

Continued on attached pages. PAC Name \_\_\_\_\_

17. Expenditures for: a) political advertising supporting or opposing a state or local candidate or ballot measure; or b) public relations, telemarketing, polling or similar activities that directly or indirectly are lobbying-related must be itemized by amount, vendor or person receiving payment, and a brief description of the activity. Itemize each expenditure on an attached page that also shows lobbyist name and report date. Put the aggregate total of these expenditures on line 8.
18. Payments by the lobbyist for other lobbying expenses and services, including payments to subcontract lobbyists, expert witnesses and others retained to provide lobbying services or assistance in lobbying and payments for grass roots lobbying campaigns (except advertising/printing costs listed in Item 7).

Date	Recipient's Name and Address	Employer for Whom Expense was Incurred	Amount
10/6/16	Jessica Fortescue	1,3,4,5,6,7,8,9,10,11,12,13,14,15,16	\$ 4,227.50

Continued on attached page

**L2**  
11/95

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 (Month) (Year)

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Include all reportable expenditures by lobbyist and lobbyist's employer for or on behalf of the lobbyist incurred during the reporting period

**Amount attributed to each employer**

Expense Category	TOTAL AMOUNT THIS MONTH All employers plus own expense (Columns a + b + c + d and attached pages)	Amounts paid from lobbyist's own funds, not reimbursed or attributed to an employer. Column A	Employer No. <u>4</u>	Employer No. <u>5</u>	Employer No. <u>6</u>
			Column B	Column C	Column D
3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$		\$ 3,599.00	\$ 2,699.00	\$ 2,700.00
4. PERSONAL EXPENSES for travel, food and refreshments		\$	25.15		
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)					
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)			401.00	301.00	300.00
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$	\$	\$ 4,025.15	\$ 3,000.00	\$ 3,000.00

(Attach additional page(s) if you lobby for more than three employers.)

11. EMPLOYERS' NAMES

No. 4 (B) Microsoft Corporation

No. 5 (C) CNSI

No. 6 (D) Rob Makin Consulting (for Unified Grocers, Inc.)

12. Subject matter of proposed legislation or other legislative activity or rulemaking the lobbyist was supporting or opposing.

<b>Subject Matter, Issue or Bill No.</b>	<b>Legislative Committee or State Agency Considering Matter</b>	<b>Employer Represented</b>
Tech, Ed, Bus & Cons. Affairs Bus & Cons Affairs, Fiscal, HC Fiscal, Bus & Con. Aff.	Tech, Ed, Energy & Utilities, Labor HCA, State Government Fiscal, DoR, Ways & Means	Microsoft Corporation CNSI Rob Makin Consulting

Continued on attached pages

13. Of the time spent lobbying, what percentage was devoted to lobbying: the Legislature 80% State Agencies 20%.

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Date registration ends: \_\_\_\_\_ Employer's name: \_\_\_\_\_

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**CERTIFICATION**

I certify that this report is true and complete to the best of my knowledge

LOBBYIST SIGNATURE: *Cindi Holmstr* DATE: *11/14/16*

**L2**  
11/95

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3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$		\$ 3,674.00	\$ 2,699.00	\$ 2,924.00
4. PERSONAL EXPENSES for travel, food and refreshments		\$		45.20	397.58
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)					
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)			326.00	301.00	326.00
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$	\$	\$ 4,000.00	\$ 3,045.20	\$ 3,647.58

(Attach additional page(s) if you lobby for more than three employers.)

11. EMPLOYERS' NAMES

No. 7 (B) Vulcan, Inc.  
 No. 8 (C) Washington Dental Service Foundation (WDSF)  
 No. 9 (D) Washington Bankers Association

12. Subject matter of proposed legislation or other legislative activity or rulemaking the lobbyist was supporting or opposing.

Subject Matter, Issue or Bill No.	Legislative Committee or State Agency Considering Matter	Employer Represented
Fiscal, Land Use, Bus&ConAff.	Fiscal, OFM, Transp,Energy&Utilities	Vulcan
Fiscal, Health Care, Hum.Serv.	Fiscal, Health Care, Human Services	WDS
Fiscal, Financial, Bus&ConAff.	Fiscal, FII, DoR	WBA

Continued on attached pages

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LOBBYIST SIGNATURE: *Cindi Holmstrom* DATE: 11/14/16

L2

11/95

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			Column B	Column C	Column D
3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$		\$ 1,800.00	\$ 2,250.00	\$ 1,957.00
4. PERSONAL EXPENSES for travel, food and refreshments		\$		18.89	
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)					
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)			200.00	250.00	218.00
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$	\$	\$ 2,000.00	\$ 2,518.89	\$ 2,175.00

(Attach additional page(s) if you lobby for more than three employers.)

11. EMPLOYERS' NAMES
- No. 10 (B) Washington Forest Protection Association (WFPA)
  - No. 11 (C) Washington Mortgage Bankers Association (WMBA)
  - No. 12 (D) Washington Roundtable

Subject Matter, Issue or Bill No.	Legislative Committee or State Agency Considering Matter	Employer Represented
Fiscal, NatRes, Bus&Cons.Aff.	Fiscal, Natural Resources, Environment	WFPA
Fiscal, Financial, Bus&Cons.Aff.	Fiscal, FII, DoR	WMLA
Fiscal, Ed, Bus&Cons.Aff.	Fiscal, Education, DoR, OFM	Washington Roundtable

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3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$		\$ 2,500.00	\$ 2,699.00	\$ 3,599.00
4. PERSONAL EXPENSES for travel, food and refreshments		\$			
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)					
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)			250.00	301.00	401.00
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$	\$	\$ 2,750.00	\$ 3,000.00	\$ 4,000.00

(Attach additional page(s) if you lobby for more than three employers.)

11. EMPLOYERS' NAMES
- No. 13 (B) Washington Wholesale Druggists Association (WWDA)
  - No. 14 (C) Russell Investments
  - No. 15 (D) Comcast Cable Communications

12. Subject matter of proposed legislation or other legislative activity or rulemaking the lobbyist was supporting or opposing.

Subject Matter, Issue or Bill No.	Legislative Committee or State Agency Considering Matter	Employer Represented
Fiscal, Tax, Health Care, HumServ.	Fiscal, Tax, Health Care, Bus&Cons.Aff.	WWDA
Fiscal, StGovt, Bus&Cons.Aff.	Fiscal, DoR, OFM	Frank Russell Company
Telecom, Bus&Cons.Aff.	Telecom, Energy&Utilities, Fiscal	Comcast

Continued on attached pages

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**CERTIFICATION**

I certify that this report is true and complete to the best of my knowledge

LOBBYIST SIGNATURE: *Cindi Holmste* DATE: *4/14/16*

CONTINUE ON NEXT PAGE

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 11/95

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3. COMPENSATION earned from employer for lobbying this period (salary, wages, retainer)	\$		\$	\$ 2,250.00	\$
4. PERSONAL EXPENSES for travel, food and refreshments		\$			
5. ENTERTAINMENT, GRATUITIES, TRAVEL, SEMINARS for state officials, employees, their families (See #15)					
6. CONTRIBUTIONS to elected officials, candidates and political committees (See #16)					
7. ADVERTISING, PRINTING, INFORMATIONAL LITERATURE					
8. POLITICAL ADS, PUBLIC RELATIONS, POLLING, TELEMARKETING, ETC. (See #17)					
9. OTHER EXPENSES AND SERVICES (See #18)				250.00	
10. TOTAL COMPENSATION AND EXPENSES INCURRED THIS MONTH	\$	\$	\$	\$ 2,500.00	\$

(Attach additional page(s) if you lobby for more than three employers )

11. EMPLOYERS' NAMES

No. \_\_\_\_ (B)

No. 16 (C) **College Success Foundation (CSF)**

No. \_\_\_\_ (D)

12. Subject matter of proposed legislation or other legislative activity or rulemaking the lobbyist was supporting or opposing

Subject Matter, Issue or Bill No. **Fiscal, Education** Legislative Committee or State Agency Considering Matter **Higher Ed, Fiscal** Employer Represented **CSF**

Continued on attached pages

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LOBBYIST SIGNATURE **Cindi Holmsten** DATE **11/14/16**

L-2 Attachment - Pierce Consulting Services, LLC  
Oct-16

Item #15

Item #16	Date	Name of Person or Comt Receiving Contribution	Source of Contribution	Amount
	10/4/2016	Frank Chopp	2	500
	10/4/2016	Sharon Nelson	2	500
	10/10/2016	Dan Kristiansen	2	500
	10/10/2016	Ed Orcutt	2	500
	10/10/2016	Jan Angel	2	500
	10/10/2016	Pat Sullivan	2	500
	10/10/2016	Eric Pettigrew	2	500
	10/10/2016	JT Wilcox	2	500
	10/10/2016	Kristine Lytton	2	500
	10/10/2016	Ann Rivers	2	500
	10/10/2016	John Braun	2	500
	10/10/2016	Larry Springer	2	500
	10/10/2016	Steve O'Ban	2	6500