



STATE OF NEW HAMPSHIRE
2019 Statement of Income and Expenses
for LOBBYISTS
(RSA Chapter 15)

RECEIVED
OCT 30 2019

NEW HAMPSHIRE
DEPARTMENT OF STATE

PLEASE PRINT

I. Name of Lobbyist(s) Frank Guinta

II. Name of lobbyist's partnership, firm or corporation, if any:

ML Strategies, LLC
(Name of partnership, firm or corporation)

701 Pennsylvania Ave NW Washington DC 20004
Business Address: (Street) (Town/City) (State) (Zip Code)

( ) 202-434-7300 ( ) 202-434-7400 c-mail fcguinta@mlstrategies.com
(Telephone) (Fax)

III. This statement covers: (Choose one - file separate reports for each client, OR you may file a separate report for reportable expense transactions which are not attributable to any one client).

All reportable transactions occurring in the months prior to the reporting date relative to the following client:

KARL STORZ - ENDOSCOPE - America, Inc.
(Full Name of Client as it appears on the Lobbyist Registration Form)

OR

All reportable transactions by the lobbyist (including the lobbyist's family), or the lobbying firm listed below which are unrelated to any particular client.

IV. Date of Report April 24, 2019 July 31, 2019
Reports cover: activity from date of registration to 3/31/19 activity from 4/1/19 to 6/30/19
October 30, 2019 January 29, 2020
activity from 7/1/19 to 9/30/19 activity from 10/1/19 to 12/31/19

V. There have been no fees received and no reportable transactions made since the last report.
If this box is checked, complete just this form and submit it to the Secretary of State's Office, State House, Room 204, Concord, NH 03301.

VI. Check if additional reports are attached:

- If you have received fees or made expenditures, you must file Addendum A- Fees and Expenses
If you have paid an honorarium or reimbursed expenses, you must file Addendum B- Report of Honorariums or Expense Reimbursement
If you, your firm, or your family has made political contributions, you must file Addendum C- Political Contributions

Sworn Statement/Affirmation by Lobbyist
I have read RSA 15, RSA 15-B, RSA 14-C and RSA 664 and hereby swear or affirm that the foregoing information is true and complete to the best of my knowledge and belief.

(Signature of lobbyist)

10/28/19 (Date)

Frank Guinta
(Print Name of lobbyist)



# STATE OF NEW HAMPSHIRE

## Lobbyists Fees and Expenses

### Addendum A

(RSA Chapter 15:6)

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I. Name of Lobbyist(s) Frank Guinta

II. Name of lobbyist's partnership, firm or corporation, if any:

ML Strategies, LLC

(Name of partnership, firm or corporation)

III. Name of Client KARL STORZ - ENDOSCOPE - America, Inc.

Date 10/28/19

#### IV. Fees Received

Indicate the gross amount of all fees received from the client identified above that are related, directly or indirectly, to lobbying, including fees for services such as public advocacy, government relations, or public relations services including research, monitoring legislation, and related legal work. The gross fee amount reported shall not be reduced by any expenses:

- a) Total of all fees received in this reporting period a) \$ 15,000.00
- b) Total of all fees received this calendar year, prior to this reporting period b) \$ 20,000.00  
(This should equal the total of all prior monthly reports for this calendar year)
- c) Total of all fees received to date c) \$ 35,000.00  
(Add lines a and b)
- d) Indicate the amount of any such fees that are due, but have not d) \$ 5,000.00  
yet been paid

#### V. Expenses:

Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lobbying fees. Separate reports are to be filed for expenditures made relative to each client and if expenditures are made by the lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Expenses are to be reported in one of three categories of expenses: (a) the aggregate total of all expenses paid during the reporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all individual expenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch where the cost was \$25.00 or less, purchase of a pen with a value of less than \$10 that is given to the person being lobbied, purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less); and (c) an itemized statement of each individual expenditure made during this reporting period of greater than \$25.00 for any purpose not covered by (a) (for example: purchase of a meal with value of greater than \$25, purchase of a ceremonial object to be given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses for a legislative reception). Expenses for honorariums, expense reimbursement, or political contributions will be reported on separate addendums and should not be reported on Addendum A.

- a) Total aggregate expenses for this reporting period for salaries, benefits, support staff, and office expenses, related directly or indirectly to lobbying. a) \$ 0.00
- b) Total aggregate of expenditures during this reporting period, not reported in a), of \$25 or less. b) \$ 0.00
- c) Total of all itemized expenditures reported in detail in section VI. c) \$ 0.00

d) Total expenses for this reporting period (Add lines a, b and c) d) \$ 0.00

e) Total of expenses paid this calendar year, prior to this reporting period (This should be the amount on line f of addendum A for last month's report) e) \$ 0.00

f) Total of all expenses year to date f) \$ 0.00

VI. Other Expenses:

Provide the following detail for all expenditures of more than \$25 made from lobbying fees during this reporting period, including by whom paid or to whom charged.

Table with 2 columns: Paid to, Amount. Multiple rows with blank lines for entries.

Sworn Statement/Affirmation by Lobbyist

I have read RSA 15, RSA 15-B and RSA 664 and hereby swear or affirm that the foregoing information is true and complete to the best of my knowledge and belief.

Handwritten signature of Frank Guinta

(Signature of lobbyist)

10/28/19 (Date)

Frank Guinta (Print Name of lobbyist)

State of New Hampshire  
Signature Form for Associated Lobbyist  
RSA Chapter 15

Use this form to swear or affirm the truth and completeness of  
Income and Expense Statements and related Addendums.

Sworn Statement/Affirmation by Lobbyist  
Statement of Income and Expenses for:

Name of Lobbying partnership, firm, or corporation: ML Strategies, LLC

Name of Client (leave blank if Statement is for the partnership, firm, or corporation and not related to any  
particular client): KARL STORZ - ENDOSCOPE - America, Inc.


Date of Report (check one):

April 24, 2019       July 31, 2019       October 30, 2019       January 29, 2020

I have read RSA 15, RSA 15-B, RSA 664, the Statement of Income and Expenses described above, and  
the following Addendums submitted with that Statement (insert the number of Addendum forms being  
submitted):

- x   Addendum A(s).
- Addendum B(s).
- Addendum C(s).

I hereby swear or affirm that the foregoing information on the Statement and each Addendum is true and  
complete to the best of my knowledge and belief.

  
\_\_\_\_\_  
(Signature of lobbyist)

10/28/19  
(Date)

Frank Gulita  
(Print Name of lobbyist)