

Lobbying And Time Expenditures

2017-2018 Legislative Session

January-June 2017

A. O. Smith Corp.

| Description Of Totals And Expenditures | Hours Communicating | Hours Other | Dollars |
|--|---------------------|--------------------|-------------------|
| Contract Lobbyists | 0.00 | 40.75 | \$5,000.00 |
| Michael Best Strategies, LLC | | | \$5,000.00 |
| Robert J Marchant | 0.00 | 28.50 | \$0.00 |
| Nathan D Houdek | 0.00 | 12.25 | \$0.00 |
| Comments: | | | |
| In-House Lobbyists | 0.00 | 0.00 | \$0.00 |
| Comments: | | | |
| Non-Lobbyist Employees | 0.00 | 0.00 | \$0.00 |
| Comments: | | | |
| Fringe Benefits¹ | | | \$0.00 |
| Overhead² | | | \$0.00 |
| Payments to Officials³ | | | \$0.00 |
| Travel and Living Expenses | | | |
| a) Lobbyist Employees | | | \$0.00 |
| b) Non-Lobbyist Employees | | | \$0.00 |
| All Other Lobbying Expenses | | | \$0.00 |
| Total Lobbying Time And Expenditures: | 0.00 Hours | 40.75 Hours | \$5,000.00 |
| Allocation of Lobbying Effort | | | Percent |
| Legislative Proposals | | | 90% |
| Assembly Bill 226 | | | 20 % |
| Senate Bill 48 | | | 50 % |
| Senate Bill 168 | | | 20 % |
| Budget Bill Subjects | | | 0% |
| Administrative Rulemaking Proceedings | | | 0% |
| Topics Not Yet Assigned A Bill Or Rule Number | | | 0% |
| Minor Efforts | | | 0% |
| All Other Matters | | | 10% |
| Total Reported Lobbying Effort: | | | 100% |

Report Certified On: Friday, July 28, 2017

1.

Fringe benefits are automatically calculated as 30% of salary. Overhead is automatically calculated as 30% of salary plus fringe. If you wish to manually calculate fringe benefits and overhead, click the Calculate Fringe and Overhead button below:

2.

Fringe benefits are automatically calculated as 30% of salary. Overhead is automatically calculated as 30% of salary plus fringe. If you wish to manually calculate fringe benefits and overhead, click the Calculate Fringe and Overhead button below:

3.

[Wis. Stats. 13.68\(d\)](#): Reimbursement to officials.

Certification and Electronic Signature

I certify I am Andrew Cook and certify that the information entered and reported to the Wisconsin Ethics Commission is an accurate record of the lobbying activities of A. O. Smith Corp..

I further understand that if I know or believe that the records I submit are not complete or that any part of it is not true, I may be fined \$10,000 or imprisoned for 5 years or both. I understand that Wisconsin Statutes require me to retain until 3 years from the date that the records are filed documents necessary to substantiate these reports.