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## **LOBBYING REPORT**

**Lobbying Disclosure Act of 1995 (Section 5) -All Filers Are Required to Complete This Page**

|  |                             |                        |                     |                              |
|--|-----------------------------|------------------------|---------------------|------------------------------|
| 1. Registrant Name   |                             |                        |                     |                              |
| <b>Washington Council Ernst &amp; Young</b>  |                             |                        |                     |                              |
| 2. Registrant Address <input type="checkbox"/> Check if different than previously reported |                             |                        |                     |                              |
| Address  | <b>1150 17th Street, NW</b> |                        | <b>Suite 601</b>    |                              |
| City   | <b>Washington</b>           | State/Zip (or Country) | <b>DC 20036</b>     | <b>USA</b>                   |
| 3. Principal Place of Business (if different from line 2)                                  |                             |                        |                     |                              |
| City   | State/Zip (or Country)      |                        |                     |                              |
| 4. Contact Name  |                             |                        | Telephone           | E-mail (optional)            |
| <b>Bruce Gates</b>   |                             |                        | <b>202-293-7474</b> | <b>bruce.gates@wc.ey.com</b> |
| 5. Senate ID #   |                             |                        | <b>57475-990</b>    |                              |
| 6. House ID #  |                             |                        | <b>35185047</b>     |                              |
| 7. Client Name <input type="checkbox"/> Self   |                             |                        |                     |                              |
| <b>Ford Motor Company</b>  |                             |                        |                     |                              |

**TYPE OF REPORT** 8. Year 2003 Midyear (January 1-June 30)  OR Year End (July 1-Dec

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report  >> Termination Date \_\_\_\_\_

**INCOME OR EXPENSES** - Complete Either Line 12 OR Line 13

|  |  |
|--|--|
| <p><b>12. Lobbying Firms</b></p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> &gt;&gt; \$ <u><b>\$140,000.00</b></u><br/>Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000 of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p> | <p><b>13. Organizations</b></p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> &gt;&gt; \$ _____<br/>Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definition</li> <li><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6031 of the Internal Revenue Code</li> <li><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162 of the Internal Revenue Code</li> </ul> |
|--|--|

Signature Bruce R. Gates Date 2/4/2004  
Printed Name and Title Bruce Gates - Partner Page 1

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code BAN (one per page)16. Specific Lobbying issues  
corporate governance17. House(s) of Congress and Federal agencies contacted  Check if None

**Department of Treasury**  
**Executive Office of the President**  
**House of Representatives**  
**Senate**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                            | Covered Official Position (if applicable) |
|---------------------------------|---|
| <b>Bazel, Lauren</b>            |   |
| <b>Del Monte, Brent</b>         |   |
| <b>Doney, John</b>              |   |
| <b>Garrett-Nelson, LaBrenda</b> |   |
| <b>Gasper, Gary</b>             |   |
| <b>Gates, Bruce</b>             |   |
| <b>Giordano, Nick</b>           |   |

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 2/4/2004

Printed Name and Title Bruce Gates - Partner Page 1

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

| Item | Description               | Data   |
|------|---------------------------|--|
| 18a  | Lobbyist Name             | Grab, Francis                                      |
| 18b  | Covered Official Position | Tax & Trade Counsel, Office of Rep. Robert Matsui  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koch, Cathy  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koshgarian, Dave                                   |
| 18b  | Covered Official Position | Chief of Staff, Office of Congressman Ben Cardin   |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | McGuinness, Marty                                  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Meltzer, Richard                                   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Moseley, Phil                                      |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Phelps, Anne                                       |
| 18b  | Covered Official Position | Special Asst. to the President for Domestic Policy |
| 18c  | New Lobbyist              | Yes  |
| 18a  | Lobbyist Name             | Porter, John                                       |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Rozen, Bob   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Steele Flynn, Donna                                |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Urban, Tim   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |



Registrant Name: Washington Council Ernst & Young

Client Name: Ford Motor Company

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code ENV (one per page)

16. Specific Lobbying issues  
**general environmental issues**  
**fuel efficiency**

17. House(s) of Congress and Federal agencies contacted  Check if None  
**Executive Office of the President**  
**House of Representatives**  
**Senate**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                            | Covered Official Position (if applicable) |
|---------------------------------|---|
| <b>Bazel, Lauren</b>            |   |
| <b>Del Monte, Brent</b>         |   |
| <b>Doney, John</b>              |   |
| <b>Garrett-Nelson, LaBrenda</b> |   |
| <b>Gasper, Gary</b>             |   |
| <b>Gates, Bruce</b>             |   |
| <b>Giordano, Nick</b>           |   |

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 2/4/2004

Printed Name and Title Bruce Gates - Partner Page \_\_\_\_\_

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

| Item | Description                      | Data   |
|------|----------------------------------|--|
| 18a  | <b>Lobbyist Name</b>             | Grab, Francis                                      |
| 18b  | <b>Covered Official Position</b> | Tax & Trade Counsel, Office of Rep. Robert Matsui  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Koch, Cathy  |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Koshgarian, Dave                                   |
| 18b  | <b>Covered Official Position</b> | Chief of Staff, Office of Congressman Ben Cardin   |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | McGuinness, Marty                                  |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Meltzer, Richard                                   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Moseley, Phil                                      |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Phelps, Anne                                       |
| 18b  | <b>Covered Official Position</b> | Special Asst. to the President for Domestic Policy |
| 18c  | <b>New Lobbyist</b>              | Yes  |
| 18a  | <b>Lobbyist Name</b>             | Porter, John                                       |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Rozen, Bob   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Steele Flynn, Donna                                |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Urban, Tim   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |



Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code HCR (one per page)

16. Specific Lobbying issues

**General privacy and healthcare issues  
employee benefits**

17. House(s) of Congress and Federal agencies contacted  Check if None**Executive Office of the President****House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                            | Covered Official Position (if applicable) |
|---------------------------------|---|
| <b>Bazel, Lauren</b>            |   |
| <b>Del Monte, Brent</b>         |   |
| <b>Doney, John</b>              |   |
| <b>Garrett-Nelson, LaBrenda</b> |   |
| <b>Gasper, Gary</b>             |   |
| <b>Gates, Bruce</b>             |   |
| <b>Giordano, Nick</b>           |   |

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 2/4/2004

Printed Name and Title Bruce Gates - Partner Page \_\_\_\_\_

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

| Item | Description               | Data   |
|------|---------------------------|--|
| 18a  | Lobbyist Name             | Grab, Francis                                      |
| 18b  | Covered Official Position | Tax & Trade Counsel, Office of Rep. Robert Matsui  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koch, Cathy  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koshgarian, Dave                                   |
| 18b  | Covered Official Position | Chief of Staff, Office of Congressman Ben Cardin   |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | McGuinness, Marty                                  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Meltzer, Richard                                   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Moseley, Phil                                      |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Phelps, Anne                                       |
| 18b  | Covered Official Position | Special Asst. to the President for Domestic Policy |
| 18c  | New Lobbyist              | Yes  |
| 18a  | Lobbyist Name             | Porter, John                                       |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Rozen, Bob   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Steele Flynn, Donna                                |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Urban, Tim   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |



Registrant Name: Washington Council Ernst & Young

Client Name: Ford Motor Company

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TAX (one per page)

16. Specific Lobbying issues  
general tax issues

17. House(s) of Congress and Federal agencies contacted  Check if None

**Department of Treasury**  
**Executive Office of the President**  
**House of Representatives**  
**Senate**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                            | Covered Official Position (if applicable) |
|---------------------------------|---|
| <u>Bazel, Lauren</u>            |   |
| <u>Del Monte, Brent</u>         |   |
| <u>Doney, John</u>              |   |
| <u>Garrett-Nelson, LaBrenda</u> |   |
| <u>Gasper, Gary</u>             |   |
| <u>Gates, Bruce</u>             |   |
| <u>Giordano, Nick</u>           |   |

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 2/4/2004

Printed Name and Title Bruce Gates - Partner Page \_\_\_\_\_

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

| Item | Description                      | Data   |
|------|----------------------------------|--|
| 18a  | <b>Lobbyist Name</b>             | Koch, Cathy  |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | McGuinness, Marty                                  |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Meltzer, Richard                                   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Moseley, Phil                                      |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Phelps, Anne                                       |
| 18b  | <b>Covered Official Position</b> | Special Asst. to the President for Domestic Policy |
| 18c  | <b>New Lobbyist</b>              | Yes  |
| 18a  | <b>Lobbyist Name</b>             | Porter, John                                       |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Rozen, Bob   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Steele Flynn, Donna                                |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |
| 18a  | <b>Lobbyist Name</b>             | Urban, Tim   |
| 18b  | <b>Covered Official Position</b> |  |
| 18c  | <b>New Lobbyist</b>              | No   |



Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TRD (one per page)16. Specific Lobbying issues  
**general trade issues**  
**appropriations**17. House(s) of Congress and Federal agencies contacted  Check if None  
**Executive Office of the President**  
**House of Representatives**  
**Senate**

18. Name of each individual who acted as a lobbyist in this issue area

| Name                            | Covered Official Position (if applicable) |
|---------------------------------|---|
| <b>Bazel, Lauren</b>            |   |
| <b>Del Monte, Brent</b>         |   |
| <b>Doney, John</b>              |   |
| <b>Garrett-Nelson, LaBrenda</b> |   |
| <b>Gasper, Gary</b>             |   |
| <b>Gates, Bruce</b>             |   |
| <b>Giordano, Nick</b>           |   |

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature \_\_\_\_\_ Date 2/4/2004

Printed Name and Title Bruce Gates - Partner Page \_\_\_\_\_

Registrant Name: Washington Council Ernst & YoungClient Name: Ford Motor Company

| Item | Description               | Data   |
|------|---------------------------|--|
| 18a  | Lobbyist Name             | Grab, Francis                                      |
| 18b  | Covered Official Position | Tax & Trade Counsel, Office of Rep. Robert Matsui  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koch, Cathy  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Koshgarian, Dave                                   |
| 18b  | Covered Official Position | Chief of Staff, Office of Congressman Ben Cardin   |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | McGuinness, Marty                                  |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Meltzer, Richard                                   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Moseley, Phil                                      |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Phelps, Anne                                       |
| 18b  | Covered Official Position | Special Asst. to the President for Domestic Policy |
| 18c  | New Lobbyist              | Yes  |
| 18a  | Lobbyist Name             | Porter, John                                       |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Rozen, Bob   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Steele Flynn, Donna                                |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |
| 18a  | Lobbyist Name             | Urban, Tim   |
| 18b  | Covered Official Position |  |
| 18c  | New Lobbyist              | No   |

