

LOBBYING REPORT

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

1. Registrant Name:

BKSH & ASSOCIATES

2. Address:

1801 K ST NW STE 901-L, WASHINGTON, DC 20006

3. Principal place of business (if different from line 2):

4. Contact Name: SHARON BALKAM

Telephone: 202530-0500

E-mail (optional): Sharon_Balkam@was.bm.com

Senate ID #: 6291-2408

House ID #: 33118174

7. Client Name: ☐ Self

SAP AMERICA, INC.

TYPE OF REPORT

8. Year 2004 Midyear (January 1 - June 30): ☐ **OR** Year End (July 1 - December 31): ☒

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

10. Check if this is a Termination Report: ☐ => Termination Date: 11. No Lobbying Activity: ☐

INCOME OR EXPENSES

Complete Either Line 12 **OR** Line 13

12. Lobbying Firms

INCOME relating to lobbying activities for this reporting period was:

Less than \$10,000: ☐

\$10,000 or more: ☒ => Income (nearest \$20,000): 40,000.00

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).

13. Organizations

EXPENSES relating to lobbying activities for this reporting period were:

Less than \$10,000: ☐

\$10,000 or more: ☐ => Expenses (nearest \$20,000): _____

14. Reporting Method.

Check box to indicate expense accounting method. See instructions for description of options.

- ☐ **Method A.** Reporting amounts using LDA definitions only
☐ **Method B.** Reporting amounts under section 6033(b)(8) of the Internal Revenue Code
☐ **Method C.** Reporting amounts under section 162(e) of the Internal Revenue Code

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: BUD (one per page)

16. Specific lobbying issues:

FY'05 DOD APpropriations

17. House(s) of Congress and Federal agencies contacted:

HOUSE OF REPRESENTATIVES

SENATE

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

Name: BLACK, CHARLES

Covered Official Position (if applicable): N/A

Name: BROWN, PAUL

Covered Official Position (if applicable): N/A

Name: FRIESS, KATHERINE

Covered Official Position (if applicable): N/A

Name: PASTRICK, SCOTT

Covered Official Position (if applicable): N/A

Name: TEMPLETON, PATRICK

Covered Official Position (if applicable): N/A

Name: WEISS, JEFFREY

Covered Official Position (if applicable): N/A

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

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: DEF (one per page)

16. Specific lobbying issues:

Department of Defense contracts procurement issues

17. House(s) of Congress and Federal agencies contacted:

Defense, Dept of (DOD)

HOUSE OF REPRESENTATIVES

SENATE

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

Name: BLACK, CHARLES

Covered Official Position (if applicable): N/A

Name: BROWN, PAUL

Covered Official Position (if applicable): N/A

Name: FRIESS, KATHERINE

Covered Official Position (if applicable): N/A

Name: PASTRICK, SCOTT

Covered Official Position (if applicable): N/A

Name: TEMPLETON, PATRICK

Covered Official Position (if applicable): N/A

Name: WEISS, JEFFREY

Covered Official Position (if applicable): N/A

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

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: HOM (one per page)

16. Specific lobbying issues:

Department of Homeland Security issues and contract procurement

17. House(s) of Congress and Federal agencies contacted:

HOUSE OF REPRESENTATIVES
Homeland Security, Dept of (DHS)

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

Name: BLACK, CHARLES

Covered Official Position (if applicable): N/A

Name: BROWN, PAUL

Covered Official Position (if applicable): N/A

Name: FRIESS, KATHERINE

Covered Official Position (if applicable): N/A

Name: PASTRICK, SCOTT

Covered Official Position (if applicable): N/A

Name: TEMPLETON, PATRICK

Covered Official Position (if applicable): N/A

Name: WEISS, JEFFREY

Covered Official Position (if applicable): N/A

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

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: SCI (one per page)

16. Specific lobbying issues:

Open Standards

17. House(s) of Congress and Federal agencies contacted:

HOUSE OF REPRESENTATIVES

SENATE

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

Name: BLACK, CHARLES

Covered Official Position (if applicable): N/A

Name: BROWN, PAUL

Covered Official Position (if applicable): N/A

Name: FRIESS, KATHERINE

Covered Official Position (if applicable): N/A

Name: PASTRICK, SCOTT

Covered Official Position (if applicable): N/A

Name: TEMPLETON, PATRICK

Covered Official Position (if applicable): N/A

Name: WEISS, JEFFREY

Covered Official Position (if applicable): N/A

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

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:

Earnings stripping legislation

17. House(s) of Congress and Federal agencies contacted:

Executive Office of the President
HOUSE OF REPRESENTATIVES
SENATE
Treasury, Dept of

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

Name: BLACK, CHARLES

Covered Official Position (if applicable): N/A

Name: BROWN, PAUL

Covered Official Position (if applicable): N/A

Name: FRIESS, KATHERINE

Covered Official Position (if applicable): N/A

Name: PASTRICK, SCOTT

Covered Official Position (if applicable): N/A

Name: TEMPLETON, PATRICK

Covered Official Position (if applicable): N/A

Name: WEISS, JEFFREY

Covered Official Position (if applicable): N/A

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

Signature: ON FILE Date: Feb 02, 2005

Printed Name and Title: R. SCOTT PASTRICK - PRESIDENT & CEO