



**ANNUAL REPORT  
OF  
REPRESENTED ENTITY**

**NEW JERSEY ELECTION LAW ENFORCEMENT COMMISSION**  
P.O. Box 185, Trenton, NJ 08625-0185  
(609) 292-8700 or Toll Free Within NJ 1-888-313-ELEC (3532)  
Website: www.elec.state.nj.us

**FORM L1-L  
Reporting For Calendar Year 2009**

**ELEC RECEIVED**

**FEB 21 2012**

FOR STATE USE ONLY

Amendment

Name of Represented Entity:

Exxon Mobil Corporation

Business c/o Nielsen Merksamer, et al.

Address 2350 Kerner Blvd., Ste. 250

City San Rafael State CA Zip Code 94901

\*(Area Code) Telephone Number (415) 389-6800

**1. Provide the following information regarding the Governmental Affairs Agent(s) employed by the Represented Entity named above.**

1. Name Donald Clarke

Registration Number 1202-1 Job Title Field Government Relations Manager - Northeast

Business Address 1400 Old County Rd., Ste. 203

City Westbury State NY Zip Code 11590

\*(Area Code) Telephone Number (516) 333-3177

2. Name Matthew Cross

Registration Number 1779-1 Job Title LNG Advisor

Business Address 800 Bell St., Rm. 3953-l

City Houston State TX Zip Code 77002

\*(Area Code) Telephone Number (713) 656-8373

3. Name Dan Horton

Registration Number 1798-1 Job Title State Regulations Advisor

Business Address c/o Nielsen Merksamer, et al., 2350 Kerner Blvd., Ste. 250

City San Rafael State CA Zip Code 94901

\*(Area Code) Telephone Number (415) 389-6800

4. Name Timothy Howle

Registration Number 1848-1 Job Title Vice President, BlueOcean Energy

Business Address c/o Nielsen Merksamer, et al., 2350 Kerner Blvd., Ste. 250

City San Rafael State CA Zip Code 94901

\*(Area Code) Telephone Number (415) 389-6800

5. Name Mark Schanzer

Registration Number 1779-2 Job Title Manager - Business Development

Business Address 800 Bell St., Rm. 3953-G

City Houston State TX Zip Code 77002

\*(Area Code) Telephone Number (713) 656-7377

\*Leave this field blank if your telephone number is unlisted. Pursuant to N.J.S.A. 47:1A-1.1, an unlisted telephone number is not a public record and must not be provided on this form.

2. Provide the following information regarding the Governmental Affairs Agent(s) retained or otherwise engaged by the Represented Entity.

1. Name of Agent or Firm Public Strategies Impact, LLC

Business Address 414 River View Plaza

City Trenton State NJ Zip Code 08611

\*(Area Code) Telephone Number (609) 393-7799 Occupation/Business Governmental Affairs Agen

Lobbying Purpose Represent Client on matters before the Legislature and Executive Branch Agencies. **COMPENSATION**  
195,068.05

2. Name of Agent or Firm William B. Wood

Business Address 49 Lincoln Terrace

City Harrington Park State NJ Zip Code 07640

\*(Area Code) Telephone Number (732) 887-1110 Occupation/Business Consultant

Lobbying Purpose Represent Client on matters before the Legislature and Executive Branch Agencies. **COMPENSATION**  
0.00

\*Leave this field blank if your telephone number is unlisted. Pursuant to N.J.S.A. 47:1A-1.1, an unlisted telephone number is not a public record and must not be provided on this form.

**SCHEDULE A**

1. Provide the following information for any Governmental Affairs Agent named on **page 1, question 1**, who served as a member of:

- any independent State authority;
- any county improvement authority;
- any municipal utilities authority;
- any inter-State or bi-State authority as a member from New Jersey; or,
- any board or commission established by statute or resolution, or by executive order of the Governor, or by the Legislature, or by any Agency, Department or other instrumentality of the State.

(If this question does not apply, move on to question 2.)

Name of Governmental Affairs Agent     N/A    

Name of Authority, Board, or Commission \_\_\_\_\_

Date When Term of Service Expires \_\_\_\_\_

2. Did the Governmental Affairs Agent(s) named on page 1, question 1 file all Notices of Representation and Quarterly Reports required during the calendar year covered by this Annual Report?

- Yes If "yes," continue on to Schedule B.       No If "no," please file the necessary reports immediately.

**SCHEDULE B - SALARY & COMPENSATION**

**PURPOSE:** To report the salary and compensation paid by the Represented Entity to its Governmental Affairs Agent(s). Include the reimbursement of an Agent's expenses in amounts reported.

For the Governmental Affairs Agents who are employees of the Represented Entity named on page 1, question 1, please report the salary and other compensation paid. **NOTE:** Only the pro rata share of each employee's salary and compensation need be included if the employee spends only a portion of his/her time lobbying.

**SCHEDULE B TOTAL \$** \_\_\_\_\_ **4,200.00**

**SCHEDULE C - SUPPORT PERSONNEL**

**PURPOSE:** To report the costs of support personnel who, over the course of the reporting year, individually spend 450 or more hours supporting the activities of the Represented Entity or Governmental Affairs Agent(s).

After determining to which person(s) this applies, report the pro rata share of those costs which are attributable to supporting the activities of the Represented Entity or Governmental Affairs Agent(s) in influencing legislation, regulations, governmental processes, or communicating with the general public.

**SCHEDULE C TOTAL \$** \_\_\_\_\_ **0.00**

**SCHEDULES D-1 & D-2 - ASSESSMENTS (A), MEMBERSHIP FEES (M), OR DUES (D)**

**Schedule D-1 - Specific Intent**

**PURPOSE:** To report the amount of assessments, membership fees, or dues paid by the Represented Entity. If the assessments, membership fees, or dues were paid by the Represented Entity with the specific intent to influence legislation, regulations, governmental processes, or to communicate with the general public, please provide the information below:

**PART I** – For assessments, membership fees, or dues exceeding \$100 for the calendar year:

| DATE  | PAYEE                                      | DESCRIPTION (A,M, or D) | AMOUNT                |
|---|--|-------------------------|-----------------------|
| 01/01/2009  | New Jersey Chamber of Commerce             | M                       | \$ 7,810.00           |
| 12/31/2009  | New Jersey Business & Industry Association | M                       | \$ 3,600.00           |
| Part I TOTAL \$   |  |                         | 11,410.00             |
| <b>PART II</b> – For assessments, membership fees, or dues \$100 or less for the calendar year: |  |                         | Part II TOTAL \$ 0.00 |
| <b>(Part I and Part II) Schedule D-1 TOTAL \$</b>   |  |                         | <b>11,410.00</b>      |

**Schedule D-2 - Major Purpose**

**PURPOSE:** To report the pro rata amount of assessments, membership fees, or dues paid by the Represented Entity. If the assessments, membership fees, or dues were paid by the Represented Entity to an entity whose major purpose is to influence legislation, regulations, governmental processes, or to communicate with the general public, and, was not reported on Schedule D-1, "Specific Intent," please provide the information below:

**PART I** – For assessments, membership fees, or dues exceeding \$100 for the calendar year:

| DATE  | PAYEE | DESCRIPTION (A,M, or D) | AMOUNT                |
|---|-------|-------------------------|-----------------------|
|   | N/A   |                         | \$ 0.00               |
| Part I TOTAL \$   |       |                         | 0.00                  |
| <b>PART II</b> – For assessments, membership fees, or dues \$100 or less for the calendar year: |       |                         | Part II TOTAL \$ 0.00 |
| (Part I and Part II) Schedule D-2 TOTAL \$  |       |                         | 0.00                  |
| <b>Schedule D-1 AND Schedule D-2 TOTAL \$</b>   |       |                         | <b>11,410.00</b>      |

**SCHEDULE E - COMMUNICATION EXPENSES****PURPOSE:** To report the costs of the preparation and distribution of materials related to influencing legislation, regulations, governmental processes, and conducting communications with the general public.

| <b>EXPENSE</b>  | <b>AMOUNT</b> |
|---|---------------|
| Printed Materials   | \$ 0.00       |
| Postage   | 0.00          |
| Film, Slides, Video, Audio  | 0.00          |
| TV - Network  | 0.00          |
| TV - Cable  | 0.00          |
| Radio   | 0.00          |
| Other Broadcast Medium  | 0.00          |
| Internet  | 0.00          |
| Telephone, Facsimile  | 0.00          |
| Pro Rata Overhead Costs of Specific Events Over \$100 ( <i>please identify name and date of event</i> ) |               |
|   | 0.00          |
| Other ( <i>please describe</i> ):   |               |
|   | 0.00          |
| <b>SCHEDULE E TOTAL \$</b>  | <b>0.00</b>   |

**SCHEDULE F - TRAVEL/LODGING****PURPOSE:** To report the travel and lodging costs of the Governmental Affairs Agents who are employees of the Represented Entity named on page 1, question 1, related to influencing legislation, regulations, governmental processes, or communicating with the general public.

| <b>NAME OF GOVERNMENTAL AFFAIRS AGENT</b> | <b>AMOUNT</b>   |
|---|-----------------|
| Donald Clarke                             | \$ 625.34       |
| Dan Horton                                | \$ 1,394.04     |
| <b>SCHEDULE F TOTAL \$</b>                | <b>2,019.38</b> |

**SCHEDULE G-1****ITEMIZATION OF BENEFITS WHICH EXCEEDED \$25 PER DAY OR \$200 PER CALENDAR YEAR TO STATE OFFICIALS AND THEIR IMMEDIATE FAMILY MEMBERS**

**PURPOSE:** To report detailed information concerning benefits passed to State officials covered by the Act, as well as the immediate family members of these officials. If the value of a benefit exceeded \$25 per day or \$200 per calendar year, report below.

*(Select one description item for each entry from the drop down list. When selecting "O - Other", enter a description in the space provided.)*

Name of Benefit Recipient N/A

Date \_\_\_\_\_ Description \_\_\_\_\_ Amount \$ \_\_\_\_\_ 0.00

Name and Address of Payee/Vendor

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

If benefit was reimbursed, please report the date, the description, and the amount of the reimbursement.

Date \_\_\_\_\_ Amount \$ \_\_\_\_\_

Description \_\_\_\_\_



**SUMMARY OF BENEFIT PASSING**

**PURPOSE:** To report the total amount of providing benefits to State officials covered by the Act and their immediate family members.

|                       | SCHEDULE G-1 |   | SCHEDULE G-2* |   | AMOUNT  |
|-----------------------|--------------|---|---------------|---|---------|
| Entertainment         | \$ _____     | + | \$ 0.00       | = | \$ 0.00 |
| Food and Beverage     | _____        | + | 0.00          | = | 0.00    |
| Travel                | _____        | + | 0.00          | = | 0.00    |
| Lodging               | _____        | + | 0.00          | = | 0.00    |
| Honoraria             | _____        | + | 0.00          | = | 0.00    |
| Loans                 | _____        | + | 0.00          | = | 0.00    |
| Gifts                 | _____        | + | 0.00          | = | 0.00    |
| Other (specify) _____ | _____        | + | 0.00          | = | 0.00    |
| <b>Total</b>          | \$ _____     | + | \$ 0.00       | = | \$ 0.00 |

**SCHEDULE G-1 AND  
SCHEDULE G-2 TOTAL**

\* Enter, by category, the value of benefit passing where the expenditure did NOT exceed the \$25/day or \$200/calendar year thresholds.

**TOTAL AMOUNT OF REIMBURSED BENEFITS, IF ANY.  
DO NOT DEDUCT THIS AMOUNT FROM BENEFIT PASSING AMOUNTS.**

\$ \_\_\_\_\_

**SUMMARY OF LOBBYING EXPENDITURES**

**EXPENDITURES**

|  |                                     |               |
|--|-------------------------------------|---------------|
| 1. Compensation                          | Total                               | 195,068.05    |
| 2. Salary & Compensation                 | Schedule B Total                    | \$ 4,200.00   |
| 3. Support Personnel                     | Schedule C Total                    | 0.00          |
| 4. Assessments, Membership Fees, or Dues | Schedule D-1 and Schedule D-2 Total | 11,410.00     |
| 5. Communication Expenses                | Schedule E Total                    | 0.00          |
| 6. Travel and Lodging                    | Schedule F Total                    | 2,019.38      |
| 7. Benefit Passing                       | Schedule G-1 and Schedule G-2 Total | 0.00          |
| <b>Total Lobbying Expenditures</b>       |                                     | \$ 212,697.43 |

**RECEIPTS TABLES 1 AND 2**

**Receipts Table 1 - Specific Intent**

**PURPOSE:** To report the amount of contributions, loans, membership fees, dues, or assessments received by the Represented Entity.

If the contributions, loans, membership fees, dues, or assessments were received by the Represented Entity with the specific intent to influence legislation, regulations, governmental processes, or to communicate with the general public, please provide the information below:

**PART I** - For contributions, loans, membership fees, dues, or assessments exceeding \$100 for the calendar year:

| DATE | SOURCE | ADDRESS | AMOUNT  |
|------|--------|---------|---------|
|      | N/A    |         | \$ 0.00 |

Part I Total \$ 0.00

**PART II** - For contributions, loans, membership fees, dues, or assessments \$100 or less for the calendar year:

Part II Total \$ 0.00

**Receipts Table 1 Total (Part I and II) \$ 0.00**

**Receipts Table 2 - Major Purpose**

**PURPOSE:** To report the pro rata amount of contributions, loans, membership fees, dues, or assessments received by the Represented Entity. **Note:** If a receipt was already reported on Receipts Table 1 as a "Specific Intent" receipt, DO NOT report again as a "Major Purpose" receipt. If the receipts were received by the Represented Entity whose major purpose is to influence legislation, regulations, governmental processes, or to communicate with the general public, please provide the information below:

Provide the percentage of activity which constituted lobbying (this figure must be more than 50%): \_\_\_\_\_ 0 %

For each receipt, multiply the percentage indicated by the amount of the receipt to arrive at a net receipt amount. Add together all net receipt amounts to arrive at the aggregate total.

**Receipts Table 2 Total \$ 0.00**

**Table 1 and Table 2 Receipts Total \$ 0.00**

Review each net receipt amount. Any net receipt in excess of \$100 should be listed below:

| DATE | SOURCE | ADDRESS | AMOUNT  |
|------|--------|---------|---------|
|      | N/A    |         | \$ 0.00 |

**CERTIFICATION**

This certification shall be signed by a Governmental Affairs Agent employed by the Represented Entity or a responsible Financial or Governmental Affairs Officer of the Represented Entity.

I, Jennie Unger Skelton  
*(enter name)*

hereby certify that I am duly authorized by

Exxon Mobil Corporation  
*(enter name of Represented Entity)*

to file and certify the accuracy and correctness of this Annual Report of Lobbying Activity for calendar year 2009.  
I certify that the statements made herein are true and accurate. I am aware that if any of the foregoing statements are willfully false, I may be subject to punishment.

Registration Number \_\_\_\_\_ PIN \_\_\_\_\_

X \_\_\_\_\_  \_\_\_\_\_  
Signature Date

\* Your name must appear on the signature line \*