

COUNTY OF NASSAU

LOBBYIST REGISTRATION AND DISCLOSURE FORM

1. Name, address and telephone number of lobbyist(s)/lobbying organization. The term "lobbyist" means any and every person or organization retained, employed or designated by any client to influence - or promote a matter before - Nassau County, its agencies, boards, commissions, department heads, legislators or committees, including but not limited to the Open Space and Parks Advisory Committee and Planning Commission. Such matters include, but are not limited to, requests for proposals, development or improvement of real property subject to County regulation, procurements. The term "lobbyist" does not include any officer, director, trustee, employee, counsel or agent of the County of Nassau, or State of New York, when discharging his or her official duties.

Craig M. Johnson, Esq.  
Dentons US LLP  
1221 Avenue of the Americas  
New York, NY 10020  
212-905-8306

2. List whether and where the person/organization is registered as a lobbyist (e.g., Nassau County, New York State):

Craig M. Johnson is registered with New York State, Nassau County and Suffolk County

3. Name, address and telephone number of client(s) by whom, or on whose behalf, the lobbyist is retained, employed or designated:

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Airbnb, Inc.  
888 Brannan Street  
San Francisco, CA 94103

4. Describe lobbying activity conducted, or to be conducted, in Nassau County, and identify client(s) for each activity listed. **See page 4 for a complete description of lobbying activities.**

Meetings, conferences and communications concerning the home-sharing industry, including, but not limited to, proposed laws, ordinances, regulations, rules and policies related thereto.

5. The name of persons, organizations or governmental entities before whom the lobbyist expects to lobby:

Office of the Nassau County Executive and all Nassau County departments, offices and agencies, the Office of the Nassau County Comptroller, the Nassau County Legislature.

6. If such lobbyist is retained or employed pursuant to a written agreement of retainer or employment, you must attach a copy of such document; and if agreement of retainer or employment is oral, attach a written statement of the substance thereof. If the written agreement of retainer or employment does not contain a signed authorization from the client by whom you have been authorized to lobby, separately attach such a written authorization from the client.

7. Within the previous year, has the lobbyist/lobbying organization or any of its corporate officers provided campaign contributions pursuant to the New York State Election Law to the campaign committees of any of the following Nassau County elected officials or to the campaign committees of any candidates for any of the following Nassau County elected offices: the County Executive, the County Clerk, the Comptroller, the District Attorney, or any County Legislator? If yes, to what campaign committee? If none, you must so state:

None.

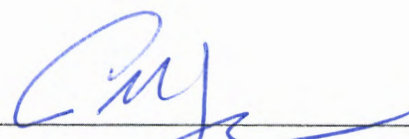
I understand that copies of this form will be sent to the Nassau County Department of Information Technology ("IT") to be posted on the County's website.

I also understand that upon termination of retainer, employment or designation I must give written notice to the County Attorney within thirty (30) days of termination.

VERIFICATION: The undersigned affirms and so swears that he/she has read and understood the foregoing statements and they are, to his/her knowledge, true and accurate.

The undersigned further certifies and affirms that the contribution(s) to the campaign committees listed above were made freely and without duress, threat or any promise of a governmental benefit or in exchange for any benefit or remuneration.

Dated: 4/18/18

Signed:   
Print Name: CRAIG A Johnson  
Title: Principal

**The term lobbying shall mean any attempt to influence:** any determination made by the Nassau County Legislature, or any member thereof, with respect to the introduction, passage, defeat, or substance of any local legislation or resolution; any determination by the County Executive to support, oppose, approve or disapprove any local legislation or resolution, whether or not such legislation has been introduced in the County Legislature; any determination by an elected County official or an officer or employee of the County with respect to the procurement of goods, services or construction, including the preparation of contract specifications, including but not limited to the preparation of requests for proposals, or solicitation, award or administration of a contract or with respect to the solicitation, award or administration of a grant, loan, or agreement involving the disbursement of public monies; any determination made by the County Executive, County Legislature, or by the County of Nassau, its agencies, boards, commissions, department heads or committees, including but not limited to the Open Space and Parks Advisory Committee, the Planning Commission, with respect to the zoning, use, development or improvement of real property subject to County regulation, or any agencies, boards, commissions, department heads or committees with respect to requests for proposals, bidding, procurement or contracting for services for the County; any determination made by an elected county official or an officer or employee of the county with respect to the terms of the acquisition or disposition by the county of any interest in real property, with respect to a license or permit for the use of real property of or by the county, or with respect to a franchise, concession or revocable consent; the proposal, adoption, amendment or rejection by an agency of any rule having the force and effect of law; the decision to hold, timing or outcome of any rate making proceeding before an agency; the agenda or any determination of a board or commission; any determination regarding the calendaring or scope of any legislature oversight hearing; the issuance, repeal, modification or substance of a County Executive Order; or any determination made by an elected county official or an officer or employee of the county to support or oppose any state or federal legislation, rule or regulation, including any determination made to support or oppose that is contingent on any amendment of such legislation, rule or regulation, whether or not such legislation has been formally introduced and whether or not such rule or regulation has been formally proposed.

**The term "lobbying" or "lobbying activities" does not include:** Persons engaged in drafting legislation, rules, regulations or rates; persons advising clients and rendering opinions on proposed legislation, rules, regulations or rates, where such professional services are not otherwise connected with legislative or executive action on such legislation or administrative action on such rules, regulations or rates; newspapers and other periodicals and radio and television stations and owners and employees thereof, provided that their activities in connection with proposed legislation, rules, regulations or rates are limited to the publication or broadcast of news items, editorials or other comment, or paid advertisements; persons who participate as witnesses, attorneys or other representatives in public rule-making or rate-making proceedings of a County agency, with respect to all participation by such persons which is part of the public record thereof and all preparation by such persons for such participation; persons who attempt to influence a County agency in an adjudicatory proceeding, as defined by § 102 of the New York State Administrative Procedure Act.

December 14, 2017

Josh Meltzer  
Airbnb, Inc.  
888 Brannan Street  
San Francisco, Ca 94103

Re: Reauthorization New York State Government Affairs Representation

Dear Josh:

This letter will serve as an authorization wherein Dentons US LLP will continue to provide government affairs services to Airbnb, Inc. regarding the state legislature, executive branch, and executive agencies.

Dentons US LLP will be compensated at a rate of \$7,500 per month for the above listed representation.

This authorization will begin January 1, 2018 and is valid through June 30, 2018.

Please sign and return to me as soon as possible so I can file with JCOPE.

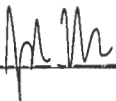
Sincerely,



Craig M. Johnson  
Principal

Accepted and Agreed:

Airbnb, Inc.

By:  \_\_\_\_\_

Date: December 15, 2017

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April 18, 2018

**BY E-MAIL**

Josh Meltzer  
Airbnb, Inc.  
888 Brannan Street  
San Francisco, CA 94103

Re: Nassau County Authorization

Dear Josh:

This letter will serve as an authorization wherein Dentons US LLP has been retained by Airbnb to engage in lobbying before the County of Nassau, its agencies, boards, commissions, the County Legislature and/or County Executive.

Dentons US LLP will be compensated at a rate of \$7,500 per month.

This authorization will begin April 18, 2018 and is valid through June 30, 2018.


Sincerely,



Craig M. Johnson, Esq.  
Principal

Accepted and Agreed:

Airbnb, Inc.

By:  \_\_\_\_\_ Josh Meltzer

Date: April 18, 2018