

Federal Government Relations & Public Policy

On-the-Ground Insight in Washington, D.C.

If you want to seize opportunities and overcome federal legislative and regulatory challenges, you need a partner with substantive knowledge across many industries who can provide a strategic vision and action plan. Our cross-disciplinary Federal Government Relations team has the experience to make this happen.

How We Can Help You

Decades of Experience and Relationship-building

Our seasoned, bipartisan Federal Government Relations team in Washington, D.C. includes professionals with decades of public policy experience and key relationships in both Congress and the Executive Branch. The core of our team includes professionals who have formerly served as senior policy advisors to House and Senate members, legislative directors and assistants, public affairs officers, and chiefs of staff and chief counsel for members of the U.S. Congress.

We can assist you in achieving your objectives with the federal government and its agencies through:

- **Strategic Planning.** Developing strategic lobbying plans, including policy development, organizational growth initiatives, and targeted legislative objectives.
- **Relationship-Building & Legislative/Regulatory Advocacy.** Leveraging our exceptional contacts on both sides of the aisle in Congress, and our extensive relationships within many executive branch agencies.
- **Issue Development & Monitoring.** Monitoring, analyzing, and reporting on relevant legislation, regulation, and policy, and providing updates with respect to current and future activity.
- **Appropriations & Procurement.** Helping you secure public funding opportunities, as well as guiding you through the policies, regulations, and eligibility requirements for federal contracts, grants, and public works projects.
- **Raising Visibility.** Helping you achieve positive visibility through high-level activities such as speaking engagements, presentations, and testimony.
- **Business Development.** Informing you of business development opportunities and designing customized approaches that enable business ventures to be considered and championed by key decision makers.
- **Coalition Building.** Helping clients define, establish, structure, and manage coalitions to effectively employ the collective knowledge, power, and resources represented by coalition members.
- **Political Action Committee Counseling.** Helping you to identify key legislators and events worthy of your political support and helping you develop targeted and appropriate fundraising goals and strategies.

Our bipartisan team has decades of experience serving in legislative and public policy roles

Former senior policy advisors to U.S. House and Senate members • Former chief of staff to a current high-ranking U.S. Senator
Former 20-year veteran of federal healthcare lobbying who served as Head of Federal Lobbying with the Hospital & Healthsystem Association of Pennsylvania • A 36-year military veteran who serves as a senior public affairs advisor with the U.S. Navy Reserve

Deeply Entrenched in Many Industries

No matter the industry, we can work with you to develop the best approach for your business. Our experience runs deep in many focus areas:

Healthcare. We understand the complexity of healthcare and have multiple perspectives to guide you to the best possible solution. Our team includes former U.S. House and Senate staffers, senior staffers of Governors' offices, state legislative committee and department staff, and a former head of government relations for a large state hospital association. We work on behalf of many healthcare clients – large and small health systems, psychiatric facilities, not-for-profit health programs, physician groups, health insurers, pharmacies, and pharmaceutical companies. We team up with our Healthcare and FDA & Biotechnology practices when advocating for congressional and regulatory matters before the Food and Drug Administration (FDA), Centers for Medicare and Medicaid Services (CMS), the Medicare Payment Advisory Commission (MedPAC), and others.

Transportation & Infrastructure. We work closely on a broad range of issues with the U.S. Congress, the U.S. Department of Transportation (DOT), and other related agencies to proactively advance and protect the interests of our transportation clients. Our clients include railroads, mass transit, air and ground transportation companies, port authorities, trucking, sea-shipping entities, and a multitude of other service providers that are integral to our national economy.

Energy. We work with the Federal Energy Regulatory Commission (FERC) and other regulatory entities, the House and Senate committees, and individual legislators to develop solutions for energy companies of all sizes – new market entrants or global energy powerhouses. And our team often collaborates with our Energy and Natural Resources Practice Group to provide a comprehensive approach for suppliers and financial institutions in the energy industry.

Defense and National Security. Members of our team have experience across a broad spectrum of defense and national security-related capabilities. We have first-hand experience with global trends in scientific, technological, economic, socio-political, and military security fields and their impacts on U.S. national security. Our team has secured Department of Defense (DoD) funding to fortify the capacity of America's military industrial complex, helped shape Department of Homeland Security (DHS) requirements regarding bioterrorism, and successfully created new national security-related information technology initiatives. We have also represented defense contractors in the manufacturing of surface ship and submarine components, remote weapon systems, and military personnel equipment.

Tax. Our job is to examine how legislative and regulatory laws impact your business. We partner with our nationally recognized tax attorneys to provide you with timely and sophisticated analysis, application and interpretation of federal tax policy, tax reform, the Internal Revenue Code, and the rulings and court decisions that govern the administration of tax laws.

ADVANCING OUR CLIENTS' GOALS

Helping the Wind Energy Industry Succeed

Proposed language within a major appropriations bill in Congress would have prevented our client from proceeding with a wind energy project off the coast of Maryland. We successfully blocked inclusion of the language and at the same time had language included that's favorable to the offshore wind industry.

Persistence Pays Off

To overcome an 18-month road block of government approval needed to perform a study critical to our client's scientific and financial goals, our team developed a strategy that got our client back on track within four months. Our strategy included gaining support from U.S. Senators and House members and their staffs, formal congressional support letters, and letters from patient advocacy organizations.

A More User-Friendly Airport

Our team helped a major U.S. airport become the first in the nation to allow non-ticketed individuals beyond the TSA checkpoint into the aviation "sterile area." This allows the general public to meet passengers at the gate and visit the airport's award-winning Airmall, which includes a wide range of shops and restaurants, while maintaining security protocols with no disruption to the screening of travelers.