

OUR PRACTICE

Government Relations and Public Policy

Today's legislative climate demands persuasive arguments, economic justifications and innovative approaches that explore all avenues of federal support and relief. Through our policy advisors and DB3, a public policy affiliate of Baker Donelson, our experienced, bipartisan team has the capability and credibility to achieve the best possible results for you in the nation's capital.

Our team is well positioned to help you achieve your mission through a customized and strategic approach, employing the most effective instruments from our "toolbox" of services, including:

- Developing and shaping your message and strategically delivering it to key decision makers in Congress, the White House and the federal agencies, as well as to the press and the public where appropriate.
- Helping you advance legislation on Capitol Hill, including through the appropriations process, where an understanding of the arcane budgetary rules and familiarity with the Committee Members and staff is essential.
- Providing real-time information through careful monitoring of legislation, regulations and other federal initiatives, as well as through our extensive network of contacts.
- Working with program officers in federal departments such as Defense, Transportation, Health and Human Services, and numerous other agencies to shape procurement opportunities.
- Monitoring federal agencies for grants or other funding opportunities, helping you respond competitively and garnering congressional support for grant applications.
- Building non-governmental support and leveraging that support with federal policymakers. This includes mobilizing grass roots organizations, as well as partnering with national coalitions, or building and managing new ones.
- Drafting advocacy materials such as fact sheets, briefing papers, legislation, floor statements, hearing testimony, *Dear Colleague* letters, press kits and comments for rulemaking dockets.
- Designing, developing and managing issue advocacy websites and blogs as well as targeting and growing their readership through a variety of digital strategies.

Baker Donelson provides clients with long term strategic counsel as well as day-to-day representation, helping to protect and advance clients' business through our knowledge of federal policymaking and its consequences. Our federal policy team is comprised of professionals who have served on both sides of the political aisle, in both the U.S. House of Representatives and the U.S. Senate, as well as in the White House and federal agencies. That bipartisan experience and firsthand knowledge of how the federal government works is crucial to increasing your competitive advantage and ensuring successful policy outcomes.

Our team is familiar not only with the substance of the law and policy, but also with government institutions and their personnel and procedures. Perhaps most importantly, we have credibility with the nation's decision makers – a highly valued currency in the Washington public policy arena that is earned only through years of relationship building and honest brokering. This deep federal government expertise provides our clients with the strategic know-how and "boots on the ground" to help to realize beneficial policy, legislative and regulatory outcomes.

We have experience helping clients achieve a wide variety of policy goals in numerous areas, including:

- Appropriations and the budget
- Aviation and aerospace
- CFIUS and other federal clearance and compliance requirements
- Communications
- Cyber security
- Defense
- Education
- Energy
- Environment
- Ethics compliance
- Federal and state election law
- Federal grants
- Financial Services
- Foreign direct investment
- Health care, including Medicare, Medicaid, FDA, financing, public health and other U.S. Department of Health and Human Services agencies
- Homeland security and emergency preparedness
- Information technology
- Infrastructure
- Intellectual property
- International trade and foreign relations
- Issue coalition building and management
- National security
- Surface transportation
- Technology policy and technology transfer