

OUR PRACTICE

Federal Aerospace and Defense Policy

Baker Donelson's Federal Aerospace and Defense Policy Team has the knowledge and experience necessary to achieve the objectives of our public and private sector clients. We understand that each client's background, policy objectives and professional goals are unique, and achieving these goals requires a variety of strategies. Our Federal Aerospace and Defense Policy Team consists of professionals who have served on both sides of the political aisle and have held senior positions in Congress, the Pentagon, the Administration, the military and the private sector. That firsthand knowledge of how federal defense policy is made and executed is crucial to increasing your competitive advantage and ensuring successful policy outcomes.

The Federal Aerospace and Defense Policy Team members are adept at working with clients to identify achievable objectives, as well as in shaping the decision-making environment and securing positive results in the Pentagon, Congress and other federal agencies. The team's government relations and public policy advisors and attorneys work with U.S.-based and international clients in national security sectors on a variety of issues, including:

- Military base retention and promotion
- Appropriations and authorization opportunities and challenges;
- Defense acquisition policy and programmatic
- Homeland security
- Defense trade and export control policy
- Defense industry analysis for states and communities
- Energy

Our team has over 50 years of Military Base Enhancement & Promotion (i.e. BRAC) experience. We have successfully represented clients in every previous BRAC round and have worked with our clients to mitigate devastating cuts to installations and communities. Additionally, our team has developed strategic plans that have grown bases and added new missions for our clients such as the KC-46 Tanker and F-35 Joint Strike Fighter missions. Our team, led by Steve Hyjek and General (Ret.) Howie Chandler have developed over many years an extensive network of senior Department of Defense and Congressional decision makers. We take pride in the fact that our clients stay with us for decades; we understand that military installations represent billions of dollars in economic activity and that when we are hired by our clients it is an important partnership and investment into the community.

Our federal aerospace and defense policy services include carrying out comprehensive analysis of each client's business and political environments; crafting detailed strategic plans to achieve desired goals; forming and managing effective coalitions; planning and implementation of public policy initiatives; and advocacy related to mergers and acquisitions. Our team members are dedicated to partnering with our clients to proactively mitigate challenges, identify opportunities and navigate the policy and political factors that enable our clients to achieve their objectives. Our experience includes:

- Developing and leading coalitions for major defense procurements
- Advocating on behalf of clients for increases in homeland security and defense procurement and successful reprogramming actions

- Monitoring and working to shape upcoming defense procurements through program briefings and capability statements
- Reversing legislative language that could hinder clients' business objectives
- Drafting language to achieve clients' objectives in legislative or regulatory actions
- Representing clients before the Department of Defense on land acquisition and transfer rights

Baker Donelson is also a recognized leader in defense-related issues in Washington, D.C., advising U.S. and foreign military suppliers on the best ways to navigate the federal procurement system. We also have a comprehensive understanding of compliance with the Arms Export Control Act, the International Trafficking in Arms Regulations and other relevant laws and regulations.

In partnership with our clients, Baker Donelson professionals develop and implement comprehensive strategic plans to achieve specific, quantifiable objectives at all levels of government. As corporations, communities and organizations seek to find their way – especially during this time of budgetary uncertainty – they need an advocate who can help plot a course to see beyond the horizon. Baker Donelson is that advocate.



Representative Matters

- Assisted a top-five international defense contractor to compete and win a \$1.6 billion multi-year weapons system production contract from the U.S. Department of Defense.
- Worked with the State of Kansas Governor's Military Council during the 2005 Base Realignment & Closure (BRAC) process, assisting the State in successful efforts which gained over 23,000 military and civilian positions – making Kansas the third largest gaining state during BRAC 2005.
- Worked closely with the community surrounding Luke Air Force Base (AFB) to help secure the Air Force's F-35 Joint Strike Fighter training mission. Luke AFB will be home to 144 F-35s, more than any installation in the world and received over \$150M of federal infrastructure investment as a result.
- Modified proposed Congressional language that would have denied a client the ability to operate in the U.S. defense market.
- Introduced small businesses to new market opportunities in the Departments of Defense, Energy, and Homeland Security.