

# OUR PRACTICE

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## Public Policy (Manufacturing)

**Shifts in policies and government regulations are a significant concern for manufacturers across the global economy, and critical business decisions concerning everything from where to expand to a manufacturer's bottom line can change significantly as the result of government legislation. Today's legislative climate demands persuasive arguments, economic justifications and innovative approaches that explore all avenues of federal support and relief.**

Our team helps manufacturers achieve their business objectives 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 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 public support at the local and state levels, and leveraging that support with federal policymakers. This includes mobilizing grass roots support, 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.

## State Government Relations and Public Policy

Our State Public Policy Group represents clients who seek specific and strategic administrative and policy action by local and state government agencies and authorities. Our team is effective in achieving state legislative solutions for our clients, including drafting, monitoring, testifying and lobbying for and against specific appropriations and legislation that may affect their businesses, including:

- Aviation and Aerospace
- Commercial and consumer finance
- Economic development projects and programs
- Energy
- Environmental regulation
- Ethics compliance
- Electric vehicle and infrastructure
- Foreign relations
- Gaming

- Health care
- Intellectual property
- Labor and employment
- Local, state and federal government budgets (including appropriations, financing and grants)
- Multi-modal transportation
- National security
- Procurement and proposal development
- Water resources