

Government Affairs

Understanding the political landscape is crucial for businesses navigating legislative changes and government regulation. Intimately knowledgeable in the regulatory framework affecting business operations, our government affairs lawyers provide strategic advice and representation to clients across industries regarding business development, procurement, legislative affairs, lobbying, business-to-government outreach and issues management. On behalf of publicly held and private companies and nonprofit organizations, we manage a broad spectrum of efforts such as regulatory actions, crisis management and public sector financing at all levels of government.

Understanding the Regulatory Framework

With lawyers with extensive backgrounds in public service and at governmental agencies, and deep ties with political and industry leaders across the United States, we are well positioned to assist clients with everything from establishing and maintaining effective government relations and regulatory compliance to helping with procurement efforts and advocating legislative change.

We understand the regulatory framework affecting our clients' business operations, and we are particularly adept at assisting those companies in highly regulated industries with compliance matters, including:

- Energy and utilities
- Engineering
- Pharmaceutical
- Transportation
- International trade
- Gaming
- Healthcare
- Communications
- Construction
- Information technology

Our Services

Collaborating across our practice areas, we seamlessly address the many legal challenges affecting our clients and employ highly effective strategies to resolve their legislative, regulatory and compliance issues.

Strategic Advice, Advocacy and Issues Management

Working closely with our clients' senior officers and staff, we help develop and coordinate strategies to effect positive change. Our professionals prepare, execute and monitor communications to government officials, decision-makers and affected constituencies such as trade organizations.

Business Development and Procurement

Our government affairs professionals regularly represent clients during the procurement process regarding competitive bidding, responding to requests for proposals, and negotiating contract terms. We also represent clients seeking commitments for public/private ventures or initiatives.

Legislative Affairs and Lobbying

We assist clients with lobbying efforts, including promoting and defending their interests before legislators and executive branch officials regarding pending and proposed legislation. We also perform supplemental advocacy, initiate polling, conduct statistical analysis of polling results, and coordinate grassroots coalitions and public relations initiatives.

Representative Matters

- Advising and representing the developer of one of the largest real estate development projects in Philadelphia, transforming what was the largest petroleum refinery in the Northeastern United States into one of the country's largest life sciences and logistics campuses. We spearheaded the effort to continue and expand the tax advantages for the parcel as a Keystone Opportunity Zone (KOZ), which required coordination with the General Assembly as well as the Governor's Office. We have also assisted the client's relationships with the U.S. Army Corps of Engineers, U.S. Coast Guard, U.S. Environmental Protection Agency and the Pennsylvania Department of Environmental Protection.
- Advising one of the largest cloud-based software solutions companies on procurement issues in the Commonwealth of Pennsylvania, related to permitting and licensing programs. We are also working on legislative changes that facilitate our client's ability to expand into new insurance and subsidy programs.
- Advising and coordinating the procurement and regulatory strategy for an electric power, natural gas and energy management services company by facilitating and advising on public and private agreements for energy services, assisting in its relationship with the Pennsylvania Department of General Services, revising legislation on energy efficiency and evaluating strategic opportunities for business development.
- Lobbied Pennsylvania General Assembly leaders on both sides of the aisle, as well as the governor's administration, to ensure that commonwealth employees and teachers maintain their ability to direct their deferred compensation contributions to their own self-directed plans and retain the right to choose from multiple investment advisers.
- Represented a nationally respected provider of specialized engineering services in securing various million-dollar lines of credit and work with the Southeastern Pennsylvania Transportation Authority (SEPTA), the Philadelphia International Airport runway lighting project and the Port of Philadelphia.
- Worked with the governor's office and the General Assembly to bring Leonardo Helicopters' major operations and manufacturing facility to the Philadelphia region.
- Represented the Delaware River Waterfront Corp. before state legislators and governors' staff regarding state capital budget funding, transportation funding and other government grants to transform the central Delaware River waterfront into a vibrant destination location for recreational, cultural and commercial activities for the residents of and visitors to Philadelphia.
- Secured numerous redevelopment assistance capital program (RACP) grants for firm clients in Harrisburg, Pennsylvania, working closely with the governor's senior staff, cabinet secretaries and numerous state senators and legislators to secure the grants for projects ranging from corporate headquarters, YMCA facilities, educational initiatives and business expansions.
- Coordinated and implemented the legislative strategy to minimize any adverse tax impacts from pending legislation with respect to investment management firms.
- Developed Philadelphia-area operations expansion strategies for a leading consulting firm on clean energy infrastructure. Services included advocating the advantages of the project to identified elected officials, community leaders and significant

stakeholder groups; collecting historical information regarding the facilities and surrounding community; conducting political research; and providing advice and support regarding community issues and views in the areas served or affected by the project.