

OUR PRACTICE

Public Policy (Manufacturing)

We understand the effects that federal and state legislation can have on the interests of our manufacturing clients, and we are prepared to partner with our manufacturing clients to assist them in having their issues heard and meaningfully considered by lawmakers.

Federal Government Relations and Public Policy

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 experienced, bipartisan team has both the capability and the credibility to achieve the best possible results for you and your business in our nation's capital.

Our team is well positioned to help you achieve your 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.

Baker Donelson provides clients with long term strategic counsel as well as day-to-day representation, helping to protect and advance our clients' business through our knowledge of federal policymaking and its consequences. Our highly-regarded team includes the members of Baker Donelson's Government Relations and Public Policy Group, as well as our public policy advisory arm, The Daschle Group. 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. Our attorneys combine their political experience with an understanding of legislative policies and procedures to aid in a positive result for our clients. That bipartisan experience and firsthand knowledge of how the federal

government works is crucial to increasing your competitive advantage and ensuring successful policy outcomes.

State Government Relations and Public Policy

We further understand that our manufacturing clients need assistance with the state governments in which they operate. Our State Public Policy Group operates at the state level, representing 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.

Our State and Federal Public Policy team has specific experience in the following areas of interest to our manufacturing clients:

- 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

Learn about our Public Policy capabilities [here](#).