

State & Local Government Relations

Protecting your interests before state & local legislative, executive & administrative agencies



Whether you are seeking to

- start, support, or oppose governmental action
- plan for, track, and stay ahead of legislation and regulation
- identify and win governmental funding and contracting opportunities

our bipartisan teams of government relations professionals, including experienced policy advisors, attorneys, lobbyists and former government officials, are ready to help. Our professionals know policy and the people who make it.

Advisors and advocates with decades of government relations experience

Our team hails from a diverse background of public and private work, including

- Attorneys and senior policy advisors
- Former legislative leaders with an understanding of State and local level economy and workforce
- Senior legislative and executive office staff
- Team members with deep, strong connections in various branches of state and local government, along with high-level contacts and relationships with civic, business, philanthropic, educational and social institutions

Helping public and private sector clients

Clients we help with state government relations strategies include

- Corporate clients
- Educational, research and healthcare institutions

Related Practice Areas

Corporate & Securities
Defense Sector
Economic Development
Education Counsel LLC
Employment & Labor
Federal Government Strategies
Government Contracts & Grants
Government Relations
Intellectual Property
International
International Relations & Sovereign Government Advocacy
Litigation
Real Estate
White Collar Defense & Government Investigations

Related Industries

Banking & Financial Services
Construction
Consumer Products & Retail
Education
Energy & Utilities
Health Insurance
Healthcare
Hospitality & Tourism
Insurance
Manufacturing
Pharmaceuticals & Medical Devices

- Local governments
- Trade associations

Real Estate
Sports
Technology
Transportation

Relationships advance business objectives

It's about relationships – with our clients and with government officials – to help advance client strategies in today's complex business and government environment. Working with our team, the people you meet are the people who provide the services.

Our government relations services help clients to

- **Advocate and lobby proactively** – including drafting legislation and amendments in legislative matters, and representing clients before state or local agencies
- **Analyze legal, political, business and regulatory factors** – through our in-depth analysis, we help identify and guide clients on factors that may impact policy and business interests
- **Craft and implement effective media strategies** – including targeted messaging and crisis management
- **Create networks** – creating custom business development networks with government officials, trade groups and others to facilitate coalition-building
- **Develop and nurture relationships** – providing introductions to leaders and key decision makers, facilitating discussions with public officials, and assisting clients in navigating the halls of government
- **Develop government relations strategies** – developing integrated business, legislative and regulatory strategies
- **Gain political intelligence and identify risk areas** – tracking and reporting on legislative, regulatory and administrative activities, including bill introductions, hearings, committee markups and floor debates
- **Navigate procurement processes** – providing intelligence and advising on procurement opportunities and processes
- **Prepare to deliver testimony** – before government agencies

Why Nelson Mullins?

- Business mindset
- Creation of opportunities that align with business objectives
- Evidence-based strategies bridging the gap between business and government
- Political insight, intelligence and experience
- Predictable fee structures

- Results-driven
- Strong bipartisan relationships
- Stability, strength and accountability of Nelson Mullins law firm

Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

- State pharmacy act amendments to permit mail distribution of prescriptions
- Legislation to enable major expansion of an iconic manufacturer
- State incentives for relocation of a university
- Assistance to a sports franchise in securing its league all-star game
- Legislative deregulation of traditionally-regulated clients
- Land-swap with federal government to enable a client's project
- New urban location for an inner city college
- Scope of practice statutory definitions sought by professional associations
- State appropriations for rate increases for health, mental health and child welfare providers
- Enactment of a state "good Samaritan law"
- Local approval for change in classification for a major high tech manufacturing facility site
- "Sunset provision" extended at request of major insurer
- Guided public maritime agency on strategy for port expansion
- Consulted with health care giant on legislative strategy
- Consulted with international firm on transportation business opportunities
- Helped nationally renowned energy company with business strategy
- Assisted pharmaceutical company on local and state issues
- Helped secure business development success with growing technology software company
- Worked with major cultural institution on regional real estate master plan.
- Guided on Boston's 2024 Olympic bid
- Successfully secured new urban location for local inner city college
- Worked with top accounting firm on city and state strategy