

## About Blank Rome

Blank Rome is an Am Law 100 firm with 14 offices and more than 600 attorneys and principals who provide comprehensive legal and advocacy services to clients operating in the United States and around the world. Our professionals have built a reputation for their leading knowledge and experience across a spectrum of industries, and are recognized for their commitment to pro bono work in their communities. Since our inception in 1946, our culture has been dedicated to providing top-level service to all of our clients, and has been rooted in the strength of our diversity and inclusion initiatives. We advise clients on all aspects of their businesses, including commercial and corporate litigation; consumer finance; corporate, M&A, and securities; environmental, energy, and natural resources; finance; restructuring & bankruptcy; government contracts; insurance coverage; intellectual property & technology; labor & employment; maritime; international trade; matrimonial; products liability; mass torts; policy & political law; real estate; tax, benefits, and private client; and white collar defense & investigations. For more information, visit [blankrome.com](http://blankrome.com).

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**BLANKROME**  
Government Relations LLC

# BLANK ROME GOVERNMENT RELATIONS LLC CAPABILITIES

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# BLANKROME

Government Relations LLC

Blank Rome Government Relations LLC is a full-service, bipartisan government affairs firm comprised of top lobbying and strategic advocacy professionals with firsthand knowledge of the legislative and administrative process.

As the Trump Administration and its policy interests continue to evolve, we see a distinct shift to a more business-friendly environment, with significant changes on legislative and regulatory fronts. In 2019, we anticipate legislative activity (and potential gridlock) in energy, defense, infrastructure, trade and government contracting, in particular.

With Republicans controlling the Senate and White House, and Democrats controlling the House, having a strategic bipartisan strategy – with legislative relationships to match -- is an important part of any successful government relations engagement.

Companies who are nimble and adapt to these changes with proactive strategies will have a higher likelihood for success.

We have a deep and unique bipartisan bench of expert advocates to help you, including:

- Spencer Abraham, a former United States Secretary of Energy and Senator (R-MI)
- Scott E. Thomas, former Chairman, Federal Election Commission
- Former Senior Staff to Leadership, on Committees and in Personal offices
- Former Executives in national political committees, international agencies, and Fortune 500 companies

In times of dramatic change, companies need government relations representatives who can interpret new directions being taken while advocating effectively in front of the Administration, on the Hill with both Houses, and with all leadership on both sides of the aisle.

## A Full-Service Solution

When clients work with Blank Rome Government Relations, they also benefit from our seamless access to Blank Rome, LLP, a top-tier, Am Law 100 firm with over 600 seasoned lawyers practicing across the country in our 14 national offices and in Shanghai. Founded in 1946, Blank Rome represents businesses and organizations ranging from *Fortune 500* companies to start-up entities around the globe.

**Strategy Development & Issue Management**

**Lobbying & Issue Advocacy**

**Policy Analysis & Legislative/ Regulatory Expertise**

**Crisis & Reputation Management**

**Champion & Relationship Development**

**Coalition Building & Management**

**Grasstops & Grassroots Campaigns**

**Policy & Political Law**

# BLANKROME

## Government Relations LLC

Blank Rome Government Relations LLC is here to be of service to you and your clients. Please let us know how we can collaborate with you to help with your transition into this new political era and through these changing, uncertain, yet navigable waters.

- We develop and implement **multi-faceted strategies** to achieve policy and regulatory objectives in the U.S. Congress, state legislatures, and within federal and state agencies.
- We **mitigate problems and provide crisis management** counsel.
- We **foster and manage relationships** with key officials at the congressional and executive branch level.
- We provide **legislative and regulatory** advocacy, analysis, drafting, counsel, and liaison.
- We assemble and manage **coalitions** of parties with shared interests.
- We pursue **innovative financing options** and business opportunities with federal, state, and local governments
- We raise and refine positive **corporate profiles** in the federal arena.
- We guide clients through government investigations and oversight processes.

### **We Do More Than Open Doors. We Solve Problems.**

Blank Rome Government Relations has successfully and repeatedly secured resources for our clients' needs in Authorization and Appropriations bills. These results have generated multimillion-dollar savings for our clients, created new opportunities and preserved existing opportunities, including:

- Defense client—Protected full federal funding in the Navy's shipbuilding budget request for programs of importance to the client through the appropriations and authorization process.

We have also reliably worked to ensure our clients' competitiveness and market access, including successfully procuring and protecting language to maximize our maritime clients' capacity to operate, including:

- Ocean shipping client—Blocked harmful changes to government-impelled cargo programs that would have been harmful to client and compromised U.S. national defense sealift capability.

Blank Rome Government Relations has successfully secured tax credits, formula fixes, bill and report language, and grant opportunities and awards for our transportation clients, including:

- Contractor client— Secured language in a major transportation bill to protect flexibility in the use of federal highway formula funds.
- Railroad client — Secured a rail tax credit and a formula fix valued at millions of dollars.

# BLANKROME

## Government Relations LLC

### What We Do

Blank Rome Government Relations LLC provides sophisticated, creative counsel and advice to protect and enhance our clients' interests. We have represented clients leading public, private, and nonprofit enterprises in an array of sectors including energy, technology, maritime and shipping, government contracting, natural resources, transportation and infrastructure; and Native American concerns.

We develop client teams with diverse government and public affairs skills that strategically address the issues our clients face. Our tactics include:

### Strategy Development & Issue Management

- Provide reconnaissance and analysis to accurately assess client challenges
- Design engagement strategies and set clear objectives for client success
- Execute operational and tactical project elements, including timelines

### Lobbying & Issue Advocacy

- Create clear, substantive, and personalized messaging-accentuating the merits of our position
- Engage our network to access the right people, draft legislation and shepherd it through the process
- Work with policymakers and their staffs to foster dialogue, shape perception, and build consensus
- Employ targeted messaging using direct lobbying and digital and social media tools

### Policy Analysis & Legislative/Regulatory Expertise

- Subject matter experts with technical and deep working knowledge of policies and policymakers to build knowledge and understanding
- Monitor and affect legislative, regulatory and agency developments and actions
- Employ our law firm's analytical and legal expertise to construct fact-based, meritorious positions and solutions

### Crisis & Reputation Management

- Agile, rapid reaction team that can assess PR, policy and political implications in tandem with legal assets to reduce exposure and mitigate problems
- Experienced crisis messengers, effective at getting a "client's story" across, and drive debate
- Ability to craft message, protect and repair brand with influencers both inside and outside government

### Champion & Relationship Development

- Work with the client to identify key players who have jurisdiction, oversight, or a passion for issues areas that impact the client's interests
- Arrange, plan, and execute quality interactions with key decision makers and policymakers to form bonds and mutual interest
- Educate policymakers with white papers, expert testimony, or field visits to improve their firsthand knowledge-develop relationships to become a "resource" for policymakers

# BLANKROME

## Government Relations LLC

### **Coalition Building & Management**

- Design personalized coalitions to advance the client's interests
- Assist in the assembling coalitions, including campaign planning, operational management, policy content, legal/government filings, and liaison with coalition members
- Provide a focused impact that complements the client's ongoing goals and efforts

### **Digital & Social Media Outreach**

- Implement integrated digital strategic communications designed to persuade, engage, and activate targeted audiences to complement and amplify advocacy efforts
- Use creative multi-channel digital content and platforms to persuade policymakers to choose a preferred outcome
- Apply geopolitical targeting, advanced analytics, and content acquisition to create custom messaging for targeted audiences predisposed to act

### **Grasstops & Grassroots Campaigns**

- Source seasoned, locally networked field teams that map policymakers' state and local networks, including influencers and spheres of ideological influence
- Motivate intended audiences to take action using in-person, media, mail, phone, and digital targeting
- Solidify local connections to policymakers, ensuring that key players and stakeholders recognize community interests

### **Policy & Political Law**

- Federal, State, and Local Lobbying Compliance
- Corporate Political Activity and Corporate PACs
- Candidates, Super PACs, and Non-Connected PACs
- Tax-Exempt Organizations
- Pay-to-Play
- Congressional, Federal Agency, State, and Internal Investigations
- Federal Election Commission ("FEC") Advice and Enforcement
- Foreign Agents Registration Act
- Ethics Law
- Public Policy Assistance

## **POLICY EXPERTISE**

The diverse capabilities of the Blank Rome Government Relations team enable us to take strategic action and deliver results across industries. Our policy expertise derives from decades of experiences working on critical and ever-evolving policy issues affecting the most significant industries and market sectors in the nation.

### **Energy**

Under the direction of former Secretary of Energy Spencer Abraham, Blank Rome Government Relation's energy practice is uniquely well-versed in matters of domestic and international energy business and policy. Our team maintains very strong relationships with both political and career civil service officials in the U.S. Departments of Energy, Commerce, and Interior as well as with the Environmental Protection Agency, the Nuclear Regulatory Commission, and the Federal Energy Regulatory Commission. We also enjoy robust relationships with many state-level policymakers and public utility commissioners. Through our unique C-suite and Cabinet-level experience, coupled with our extensive domestic and international networks, our team has a proven record of delivering essential value to our clients.

At the state level, Blank Rome represents client interests in natural gas exploration, hydraulic fracturing, and the resolution of related regulatory issues. On a federal level, we have particular strength on issues surrounding renewable energy, offshore wind, and energy-related transportation issues by shipping, rail, and pipeline. We have represented major renewable energy firms, numerous transportation and shipping companies, and shale oil and gas exploration, production, and mid-stream companies.

### **Maritime**

Blank Rome's maritime practice has been guiding the fortunes of leading maritime companies for more than 30 years. Our practice is internationally-recognized for its ability to maneuver through the issues that affect coastal and international maritime commerce. We are recognized as one of the top 3 maritime firms in the nation.

We have proven performance working on maritime issues such as environmental compliance, government financing programs, port security, customs and border protection, Coast Guard regulations, coastwise trade laws, offshore energy and resource development, and general maritime policy and legislation.

We routinely work with the Department of Defense, U.S. Coast Guard, Maritime Administration, Federal Maritime Commission, Environmental Protection Agency (and state counterparts), U.S. Customs and Border Protection, U.S. Immigration and Customs Enforcement (ICE), Internal Revenue Service (IRS), Military Sealift Command, Office of Foreign Assets Control, the International Maritime Organization, and regional port authorities around the world.

### **Political Law**

Our policy and political law practice is led by former Federal Election Commission Chairman Scott Thomas. He works hand-in-hand with others in the practice, including several team members who have held senior positions in Congress, federal and state agencies, and industry associations.

We help a broad spectrum of clients achieve their full range of public policy goals—advising them on the process of influencing the selection of government officials, and on the process of actually interacting with those officials about policy, and representing them in enforcement matters.

We advise corporations, trade associations, political action committees (“PACs”), charities, social welfare organizations, candidates, officeholders, and others in navigating the complex maze of campaign finance, election, lobbying, ethics, and tax laws at the federal, state, and local levels. We help with the creation of new organizations, design and implement training and compliance programs, and represent clients in investigatory and enforcement proceedings. We also have attorneys who are well versed in legislative drafting and federal and state governmental advocacy.

We work seamlessly with our government relations lobbying and strategic communications professionals, who can manage virtually every aspect of any governmental issue facing our clients. Our team also collaborates with the Firm’s government contracts and white collar defense and investigations practices to provide clients comprehensive solutions when needed.

## **Technology and Cybersecurity**

Blank Rome represents global technology and communications companies before Congress, federal agencies, and state governments on a wide range of issues, including: privacy, data security, e-commerce, cloud computing, net neutrality, and cybersecurity.

The technology sector faces increasingly complex legislative and regulatory challenges pertaining to competition, technology convergence, intellectual property, data privacy, cyber-crime and First Amendment rights. At Blank Rome we provide our clients the advantage of our close working relationship with the members of our firms legal practice, bring to bear the policy, technical and legal expertise.

## **National Security and Defense**

Blank Rome effectively represents and helps guide defense industry clients of various sizes through the ever-evolving national security environment that is significantly different than just ten years ago. Blank Rome’s defense team is comprised of government affairs professionals with decades of experience in senior levels of the U.S. Armed Forces and with Congressional Defense Committees. Our defense professionals are uniquely qualified to handle the challenges that their defense industry clients face and have been successfully representing clients in this space for years.

## **Transportation and Infrastructure**

Blank Rome possesses deep policymaking and programmatic expertise across all modes of transportation and infrastructure. We have played an active and successful role in each of the past several Surface Transportation Reauthorization bills in Congress including SAFETEA, SAFETEA-LU, MAP-21, and the Fast Act. Our team helps clients solve problems spanning the entire spectrum of intermodal transportation and infrastructure including maritime, aviation, rail, highways, ports, dredging, Corps of Engineers, and municipal and energy-related issues. Our clients have included major railroads, some of the largest passenger cruise operators in the world, state and local transportation agencies, regional transportation authorities, ports, investment bankers, and trucking and marine trade associations.

## **Environment and Natural Resources**

Blank Rome has represented clients seeking policy changes, favorable policy interpretations, or funding for important projects on issues related to water resources including water infrastructure improvements, harbors and small boat basins,

watershed protection, water supply protection, storm water management, habitat conservation, solid waste, and public education. We have also assisted clients in understanding and implementing clean air and water standards as well as influenced the development of regulations governing urban runoff. We have extensive experience in Public Lands issues, including fisheries and timber operations, as well as with Native American lands issues.

## **International Representation**

Blank Rome has a seasoned team of professionals that support sovereign governments and international organizations in

Having worked at the highest levels of government and having represented outside interests to government officials, we have the experience and temperament to design strategic engagement campaigns. These initiatives include trade, commerce, and humanitarian work, as well as proactive resetting of relationships during times of government change and transition.

Our team has extensive executive branch experience including working with the White House, State Department, Department of Defense, Department of Energy, USAID, and Millennium Challenge Corporation. On a Congressional level, we have deep bipartisan networks with Congressional leadership in both the House and Senate, including the key Foreign Relations and Appropriations committees. We know the process, the players and have a stable of retired senior officials who are trusted strategic partners to call upon to help facilitate opening doors and working through challenging problems.

## **Nonprofit**

Nonprofit institutions including foundations, trusts, 501(C)s, think tanks, and academic and research institutions have an experienced and talented team to call on when dealing with government and public policy.

The talent of Blank Rome's leadership in the nonprofit space includes leaders who have walked rock stars into the Oval Office to negotiate a deal on groundbreaking multi-billion-dollar foreign assistance programs to initiatives working with national social service and university clients educating the Congress on ground breaking research. Blank Rome has the ability to amplify our clients' voices through smart strategies to make sure their ideas heard and impact the shaping of public policy.

## **Small Business and Government Contracting**

Blank Rome has consistently provided small businesses and contractors with legislative solutions, grant opportunity guidance, and strategic counsel. Our work for small business and government contracting clients has generated tangible financial and regulatory results that enable them to better serve their communities and improve their market standing. We work closely with our law firm partners at Blank Rome LLP, which has one of the best government contracting and small business law practices in Washington, D.C.

**C.J. Zane**  
**Managing Principal**

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C.J. Zane is a lobbyist and political consultant providing strategic analysis, planning, and execution of coordinated lobbying and public affairs strategies. During the last 25 years, C.J. has been a congressional staff member, campaign manager for several successful congressional races, campaign consultant for successful U.S. Senate and gubernatorial races, and lobbyist in Juneau, AK, and Washington, D.C. C.J.'s areas of focus include appropriations and authorizations, policy legislation in Congress, and executive branch policies and regulations pertaining to:

- Native American issues
- natural resources, fisheries, and environment
- transportation (i.e. rail, air, highway, maritime – Coast Guard)
- defense
- energy
- municipal and local government issues
- tourism

During his eight years as Chief of Staff to Representative Don Young (R-AK), C.J. directed the planning and implementation of Mr. Young's legislative agenda. C.J. worked closely with key committees and subcommittees, including Ways and Means, Appropriations, Agriculture, Armed Services, and Rules, as well as Transportation and Infrastructure. His responsibilities in the House led him to forge strong contacts in the Senate and executive branch as well.

C.J. is well known to the community of organizations interested in the development of responsible natural resource and public land policies. He helped craft a number of working coalitions to help these organizations effectively advance their interests in Washington, D.C., and the Pacific Northwest region. He successfully represented several private and public sector organizations in the most recently enacted national highway legislation, MAP-21. He has also helped achieve important success for Native American businesses in the areas of federal contracting, lands, and tax policy.

