

## GOVERNMENT RELATIONS AND RESOURCES

The Government Relations and Resources Practice Group assists clients with local lobbying efforts and legislative representation, including providing our clients with valuable resources, strategy formulation, procurement, drafting of advocacy materials, legislation and appearance before County departments and committees.

We help our clients overcome public policy obstacles in order to achieve their goals by ensuring that policymakers understand our clients and have the information they need to make wise and informed public policy decisions. We strive to become our clients' long-term partner, helping them to understand and incorporate public policy strategy as part of their business plans.

### **Government Relations and Resources Services Include:**

- **Resources** - A valuable resource we provide to our clients is the Montgomery County Business Legislative Update, a monthly publication highlighting pending and active business-related legislation in Montgomery County.
- **Strategy Formulation** - We develop proactive approaches to influencing public policy and work to put those strategies into action and bring about results.
- **Procurement** - We work to align our client's product or service with the key decision makers.
- **Advocacy Materials and Legislation** - We produce advocacy materials to convey the message of our clients. We assist clients in preparing legislative language, briefing papers, testimony for public hearings, public relations statements and grassroots legislative alerts.
- **Appearance Before Departments and Committees** - We meet with County departments and committees in order to ensure that policymakers have an in-depth understanding of our client's business and the resources they need to make informed decisions.

### PRACTICE CHAIR

Melissa G. Bernstein

Lawrence A. Shulman

### ATTORNEYS

Larry N. Gandal

Larry A. Gordon

Nancy P. Regelin

GOVERNMENT RELATIONS AND RESOURCES (Continued)

**PUBLICATIONS**

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