

Government Relations Strategies

Strengthening your business-government connection, managing political and regulatory risk, and securing funding



In today's ever-changing political environment, integrating government relations and business strategies makes good sense.

Whether you are seeking to capture new markets, identify and secure federal funding, or monitor, stay ahead of, and strategically plan to address political risks, our government relations professionals bring you substantive knowledge and real-world experience, with the accountability and stability of the Nelson Mullins law firm.

A bipartisan team with a business mindset and in-depth experience in public affairs at the international, federal, state, and local levels.

We understand the processes of government and real-world and political pressures, both as former government officials and from years of experience helping clients advance their government relations objectives. Our team includes former government officials who served as diplomats, cabinet officials, elected representatives, and high-level congressional staff members.

As advisors and advocates for our clients, we leverage deep bipartisan relationships combined with business, political, and legal experience to provide strategic political intelligence, identify emerging areas of political risk, and develop effective public policy and government relations strategies.

Insight and Impact

Clients receive business-oriented government relations, lobbying, grants, and consulting services from a team that uses a client service relationship model that includes law firm accountability and helps enable sound budget management through predictable fee structures.

Government Relations Strategies Strengths

[All Maryland Lobbying Contacts](#)

[All North Carolina Lobbying Contacts](#)

[All Pennsylvania Lobbying Contacts](#)

[All South Carolina Lobbying Contacts](#)

[All Tennessee Lobbying Contacts](#)

[Congressional Oversight Investigations](#)

[Customs, Tariffs, and International Trade](#)

[Defense Sector](#)

[International Relations & Sovereign Government Advocacy](#)

[State & Local Government Relations](#)

It never pays to be surprised. Nelson Mullins offers proactive and effective advocacy on behalf of corporate, nonprofit, and government clients in transactions where politics, business, regulatory, and legal environments intersect. Our clients include emerging growth companies, foreign sovereign governments, Fortune 50 global companies, professional associations, state and local governments, and universities and research institutions.

Persuasive advocacy at the federal, state, and local levels

The firm's government relations professionals bring clients an understanding of how the legislative, administrative, regulatory, and political processes operate inside the nation's Capitol building and at various state houses, county offices, and city halls. Our team includes government relations attorneys and professionals in Maryland, North Carolina, Pennsylvania, South Carolina, Tennessee, Virginia, and Washington, D.C., with many having first-hand, top level government service experience.

Helping international clients and sovereign governments in the United States

Experience from the inside gives Nelson Mullins' sovereign practice a practical and effective edge. With strong State Department ties, our team of attorneys and policy advisors includes former government officials who have served as ambassadors, international trade negotiators, Capitol Hill staff, members of Congress, presidential cabinet officials, and senior officials in Republican and Democratic administrations.

We bring a holistic and customized approach to serving each of our sovereign government clients, developing strategies and solutions tailored to their needs on international law matters including federal government strategy, media and public relations, and legal services.

Bipartisan relationships and business, political, legal experience

As advisors and advocates for our clients, we leverage strong bipartisan relationships, and business, political, and legal experience to assist clients with congressional investigations, defense and procurement, economic development, education, energy and the environment, federal grants, financial services, healthcare, international relations and trade, political law, regulatory and tax policy, telecommunications, trademark and copyright policy, and transportation.

Relationships help advance business objectives

It's relationships — with our clients and government officials — that help advance business strategies in today's fast-paced business and legal environments. When you work with our team, the people you meet are the people who provide the services.

Our services help clients

Our services encompass several key areas to help clients meet their goals. We help clients to advance business development and financing objectives by identifying opportunities with the U.S. government and foreign entities. Advocating and lobbying proactively, we draft legislation and amendments and represent clients before federal agencies and at the international level. To help keep clients informed on factors that may impact policy and business interests, we analyze legal, political, business, and regulatory factors.

We craft and implement effective media strategies, including using targeted messaging to the press and interest groups, opinion pieces, and crisis management. Our capabilities also include creating custom business development networks with government officials, trade groups, academic institutions, investors, and others to validate and market client products and solutions — and facilitate coalition-building.

In addition, we provide introductions to leaders and key decision makers, facilitating discussions with public officials, and assisting clients in navigating the halls of government. We develop integrated business, legislative, and regulatory programmatic strategies. Identifying emerging risk areas, we help clients gain political intelligence.

Our team keeps a close eye on legislative activities, including bill introductions, hearings, committee markups, and floor debates. Navigating the procurement processes, we provide intelligence on evolving procurement regulations and advise on procurement opportunities and processes. When it comes to witness testimony, we thoroughly prepare witnesses to deliver testimony before government agencies, including responses to congressional inquiries.

Why Nelson Mullins?

- **Accountability** – clients receive services from attorneys and policy advisors with knowledge, government experience, and with the accountability and stability of the Nelson Mullins law firm
- **Business mindset** – our team includes professionals with business experience and fiscal skills to help clients with integrated business – government relations strategies
- **Predictability and cost efficiency** – we implement predictable fee structures (fixed, monthly retainers) to help enable sound budget management
- **Relationships** – government relations is about relationships; developing a sustained and coordinated strategy, and connecting our clients with government decision makers to advance successful business objectives