

DyKEMA

Exceptional service. Dykema delivers.

Achieving Results for Clients in the Nation's Capital
Federal Government Affairs



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California | Illinois | Michigan | Minnesota | Texas | Washington, D.C.

Dykema Federal Government Affairs: Achieving Results for Clients in the Nation's Capital

For over 20 years, Dykema and its clients have benefited from a federal government affairs practice in Washington, D.C. designed to operate as the eyes, ears and voice of organizations seeking to influence new and existing laws and regulations, access federal resources, forge relationships and keep current on issues affecting their businesses and industries.

Nowadays, while it may seem that Washington is paralyzed by gridlock without major pieces of legislation being passed, there are still incremental and meaningful opportunities for organizations to engage in our nation's capital that will result in increased business opportunities and public visibility, a more favorable regulatory environment and, as a result, improved bottom lines.

Dykema's federal government affairs services can assist your company or organization achieve these objectives by:

- Representing your organization's interests in Washington, D.C.;
- Maximizing your national trade association membership;
- Improving your federal business development efforts;

- Enhancing strategic relationships and networking capabilities;
- Designing and implementing issue advocacy strategies;
- Developing and promoting funding opportunities tailored to your organization;
- Providing political guidance and intelligence; or
- Monitoring and tracking legislation and regulation.

Dykema: Your Washington, D.C. Connection

Have you ever thought about expanding your organization's presence in Washington, D.C. and the opportunities that could result?

As your direct connection to Washington, D.C., we will operate as an extension of your organization in the nation's capital. From high-ranking officials in the federal bureaucracy to key members of Congress and their staffs to senior executives in other private organizations around town, we have developed close relationships with key decision-makers and interests so that when our clients need information or access, we are positioned to assist immediately. In this capacity, we can provide services such as representing you on location at your national trade association and arranging introductions to like-minded groups with which to network and to align. Recent examples of ways in which we have connected our clients to activity in Washington, D.C. include:

- Acted as the Washington, D.C. office of a corporate client without a physical presence here. Our involvement included participating in federal policy efforts led by national business and manufacturing associations; regularly meeting with federal officials to educate them about the client's activities; advocating for policies favorable to the client; and coordinating executive visits to Washington, D.C.
- Increased a client's influence within a coalition of peer organizations in order to shape that group's agenda to better serve client's public policy objectives.



As your trusted advisors, we will provide you with an honest and timely assessment of any situation or issue related to national politics or policies.

- Introduced a local government client to foreign embassy officials, federal and non-governmental organizations promoting foreign direct investment, and trade associations representing key industries. Each of these tasks helped to promote the client's economic development initiatives.
- Created networking opportunities for a corporate client seeking to expand sales in targeted industries.

Dykema: Your Washington, D.C. Advocate

Have you ever wanted to be heard on a public policy issue, but were unsure how to coordinate your message and make the biggest impact?

As your trusted advocates, we will work at your direction to develop client-specific strategies to help you effect changes in federal government policy and law by directly lobbying public officials regarding legislation, regulation or federal programs. The Dykema Federal Government Affairs Team is a diverse, bipartisan group that possesses the political skills and public policy experience to help clients successfully press their cases in the nation's capital. We are also strategic thinkers known for our demonstrated skill in implementing aggressive and proactive approaches to gain desired results. Examples of recent advocacy efforts include:

- Lobbied successfully for the creation of a federal grant program that, since 2008, has awarded over \$50 million in competitive grants to a national nonprofit client.
- Lobbied successfully to prevent legislation from authorizing the auctioning of a client's public safety radio spectrum to be used for other purposes.
- Secured a provision in legislation that required a third-party evaluation of a client's state-of-the-art technology. On the basis of this study and additional government analysis, the National Highway Traffic Safety Administration has begun the rulemaking process to mandate use of the client's technology.
- Expanded Environmental Protection Agency ENERGY STAR Program specifications to allow

a client's technology to be eligible under the program. This designation has enhanced the marketability of the client's products.

Dykema: Your Washington, D.C. Advisor

Have you ever heard or read about certain policies or politics and wanted more detailed information about the likely impact on your company or organization?

As your trusted advisors, we will provide you with an honest and timely assessment of any situation or issue related to national politics or policies. Just as you have invested valuable resources improving your organization, our professionals have invested time and energy getting to know the right people in government and understanding the nuances and subtleties of the political environment. Our experience encompasses the legislative, budgetary and executive agency processes and we continually monitor, analyze and report on any federal issues and legislation that could impact our clients. Additionally, Dykema's Federal Government Affairs Team benefits from an established firm infrastructure which provides access to up-to-the-minute research, political and trade publications, professional memberships and a Political Action Committee (PAC). Examples of how we have served our clients in an advisory role include:

- Provided political intelligence to companies tracking federal legislation and regulation impacting their bottom lines.
- Supported a corporate client in the creation and execution of a federal PAC.
- Provided timely updates to clients on issues of interest in Washington, D.C.
- Conducted regular briefings for clients—both in person and via videoconference—about public policy issues that impact their businesses.

If you would like to learn more about Dykema's Federal Government Affairs program, we invite you to contact Andrew Buczek, Government Policy Advisor, at 202-906-8655 or abuczek@dykema.com. We also invite you to visit us online at www.dykema.com.

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Exceptional service. Dykema delivers.

Dykema is a leading national law firm, serving businesses worldwide on a wide range of complex business issues. For outstanding results, unparalleled service and exceptional value: Dykema delivers.

Unparalleled Service

Dykema stands behind its promise of superior service with a comprehensive set of principles and approaches developed consistent with the Association of Corporate Counsel's Value Challenge and our own century of experience. Dykema's client service commitment is our pledge not to meet, but to exceed, client expectations.

Outstanding Results

Our litigators are widely known as fierce and successful advocates. They are the "go to" trial lawyers for businesses and have successfully handled virtually every type of civil dispute. Our transactional lawyers are equally as well known for their tenacity, practicality and excellence in achieving client goals. Simply put, Dykema delivers.

Exceptional Value

Our vast experience, sophisticated level of practice and industry-leading technology synergize to provide Dykema the ability to give our clients the fullest range of services at exceptional value without jeopardizing quality or effectiveness. Our professionals, in turn, turn that ability into reality, delivering extraordinary value to every client in every engagement.

Dykema is committed to delivering clients the best in service, results and value, and that is what Dykema delivers: our best, today, tomorrow and every day. That is the Dykema difference.