

Founded in 1991, BGR is a privately-owned, bipartisan consulting firm, specializing in government affairs and public relations, with offices in Washington, D.C.; Austin, Texas; London; and Beijing.

BGR has a team of accomplished policy experts, public opinion influencers, issue advocates and business transaction allies that works together to achieve our clients' desired outcomes. Our firm's professionals combine decades of private sector, White House, Administration, Capitol Hill, political campaign, and public affairs experience.

BGR clients include Fortune 500 companies, trade associations, non-profit organizations, issue-oriented coalitions, academic institutions, health care providers and product manufacturers, as well as foreign, state, and local governments.

Our commitment to zealously advocating for our clients and delivering results has led to our consistent ranking as one of the top lobbying firms in Washington, D.C.

[WWW.BGRDC.COM](http://www.bgrdc.com)

STATE ADVOCACY AND APPROPRIATIONS

BGR Group stands out among Washington, D.C.-based firms with its robust state and local government relations offering. Our State Advocacy and Appropriations team utilizes decades of combined experience to support client engagement and drive targeted outcomes in states and localities across the country. The team maintains extensive relationships with stakeholders ranging from Governors, Lt. Governors, Attorneys General and Secretaries of State to legislative leaders, municipal and county officials, and law enforcement professionals. Through tailored advocacy strategies, BGR helps clients build reputational and brand awareness with key decision-makers, sell products to state and local agencies, successfully navigate complex regulatory environments, pass and defeat legislation, and activate state and local support to drive federal advocacy efforts. Our trusted name and reputation are valued commodities that can be relied upon to open doors and deliver new business opportunities and policy solutions.

With growing demands on state and local leaders and their increasingly important role in shaping public policy, BGR's State Advocacy and Appropriations team is well situated to support clients navigate the state and local decision-making and regulatory process. The team is equipped to advise, organize, and implement multi-state advocacy campaigns, work with state and local officials

SPECIFIC CAPABILITIES INCLUDE, BUT ARE NOT LIMITED TO:

- Legislative, Executive and Regulatory Advocacy
- Coordinating Federal and State Efforts
- Engaging and Navigating State and Local government associations
- Relationship Mapping
- Leveraging State and Local Leaders to Drive Federal Priorities
- Intelligence Gathering and Issue Monitoring
- Marketing and Procurement
- Communications and Message Development
- Consultant Referrals and Management

both on state and federal policy and regulatory matters, leverage and navigate state and local government associations, and achieve a client's short and long-term goals. BGR executes strategies like a seasoned campaign manager: assemble the appropriate experts, identify potential allies and opponents, develop effective messaging tailored for each audience or constituency, and target key decision-makers. We take a bipartisan, team-oriented approach to facilitating client needs and advocating on pressing legislative and/or regulatory issues.

STATE ADVOCACY AND APPROPRIATIONS TEAM

GOVERNOR HALEY BARBOUR FOUNDING PARTNER



Governor Barbour returned to BGR in January 2012 after serving two consecutive terms as Governor of Mississippi, including two years as the Chairman of the Republican Governors Association. At BGR, he heads advocacy coalitions, lobbies on behalf of his clients and remains a major force in Republican party politics and elections.

LOREN MONROE PRINCIPAL



Loren leads BGR's state advocacy and appropriations practice and helps provide clients with policy solutions and business opportunities at the local, state and federal levels across the country. Loren currently serves on the Finance Committee for the Republican Governors Association, the Republican Lieutenant Governors Association as well as the Republican Attorneys General Association. [CONTACT](#)

KRISTIN STROBEL PRINCIPAL



Kristin uses her many years of state government experience to assist clients in areas as diverse as executive policy, legislative debates, and regulatory issues. She also leads outreach to multistate policy organizations such as the National Governors Association (NGA), the National Association of Attorneys General (NAAG) and the National Conference of State Legislatures (NCSL), as well as political organizations state government leaders rely on to advance their priorities.

BILL VINEY PRINCIPAL



Bill assists the firm's clients in using the legislative process to impact federal policies and helps them secure federal funding, both through the legislative process and directly through federal agencies. An appropriations expert, Bill is responsible for overseeing appropriations initiatives for BGR's clients and has built a reputation as a leading advocate for municipalities as well as nonprofit and corporate clients.

WILLIAM CROZER VICE PRESIDENT



William is a Vice President and Managing Director of State and Local Advocacy. He served for nearly three years in the White House Office of Intergovernmental Affairs where he helped manage relationships with the country's more than 500,000 state, local, and tribal officials. William supports clients' federal, state and local advocacy efforts.

JERRY STRICKLAND VICE PRESIDENT & TEXAS DIRECTOR



Jerry Strickland leads BGR's new Austin office where he helps clients navigate federal and state government agencies, the U.S. Congress as well as the Texas legislature. Prior to joining BGR, Jerry served as Governor Greg Abbott's appointee to lead the Texas Office of State-Federal Relations. In this role he helped secure billions of dollars in disaster relief for the state and balance state funds sent to the federal government.

PATRICK DOLAN SENIOR DIRECTOR



Patrick serves as a Senior Director for State Affairs in the State Advocacy and Appropriations Practice. In this role, Patrick coordinates state-focused policy campaigns that advance bipartisan objectives in state capitals across the U.S. and leads BGR's outreach to Democratic governors, mayors and legislators.

ELLEN BROWN POLICY ANALYST



Ellen joined the firm in 2018. She supports the firm's State & Local team, providing comprehensive legislative and political reports and analyses while working alongside state and local governments, Congress, the White House, federal agencies, and political committees.

MAYOR STEVE BENJAMIN ADVISORY BOARD MEMBER



Mayor Steve Benjamin focuses on outreach to state and local governments and coalition building around issues including infrastructure telecommunications, and public financing. He serves as a non-lobbying strategic advisor to BGR and its clients as they navigate the current political landscape around local, state, and federal government. Benjamin was first elected mayor of Columbia, South Carolina in 2010. He served as President of the U.S. Conference of Mayors in 2018 and as President of the African American Mayors Association in 2015.