

# Appropriations

BGR's Appropriations Practice assists clients with navigating all phases of the federal funding process including identifying funding opportunities, submitting official requests to Congressional offices and working with federal agencies to expedite the release of appropriated funds. Through a deep understanding of the federal budget process, including the interaction between Congressional subcommittees and government agencies, we help clients effectively navigate the complex federal funding process and deliver concrete appropriations results.

BGR works with clients to help identify funding opportunities and secure increases in program funding, as well as instructive language in appropriations bills and committee reports. We have a track record of helping clients secure directed Congressional appropriations in the form of earmarks.

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, and London.

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.

The BGR team's wide breadth of experiences and perspectives has driven successful appropriations strategies at both the state and federal levels. With expertise across all government agencies, our bipartisan team ensures clients get results.

Our efforts are not limited to appropriations bills. We help clients creatively identify opportunities to pursue competitive public and private funding opportunities and enlist local, state and federal allies to make the strongest case for securing necessary funds. We ensure all grant requirements are met and deadlines are adhered to.



**BILL VINEY**  
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# Appropriations Team



**BILL VINEY**  
PRACTICE HEAD & PRINCIPAL

Bill assists the firm's clients in using the legislative process to impact federal policies and helps them secure state and federal funding, both through the legislative process as well as directly through state and federal agencies. An expert in his field, 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.

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**ERSKINE WELLS**  
PRESIDENT

As a former House and Senate staffer, Erskine has years of experience within the Congressional appropriations practice. In addition to being the president of BGR, Erskine also leads BGR's Defense and Critical Technologies Practice and works closely with the Commerce Practice. He assists clients ranging from wireless and cable businesses to international electronics and global shipping companies and is known as a substantive policy expert with connections throughout government.

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**LOREN MONROE**  
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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.

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**PETE LANDRUM**  
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Pete guides clients from every sector through the legislative process, including defense companies and organizations, veteran interest groups, banks and banking coalitions, economic development organizations, agricultural interests, institutions of higher learning, foreign countries and international businesses, technology companies and other commerce-related interests.

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**DAVID URBAN**  
MANAGING DIRECTOR

David has more than three decades of experience in the military, law, business, politics and public service sectors. David provides strategic advice and counsel to BGR clients throughout the firm. As a former Senate Chief of Staff to former Senator Arlen Specter, a prominent member of the Appropriations and Judiciary Committees, he has extensive knowledge of the Congressional appropriations process.

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**JOEL BAILEY**  
VICE PRESIDENT

Joel has more than 15 years of experience in Washington, with more than a decade on Capitol Hill. He has extensive experience working with, and for, public and private entities helping them navigate Congress and the Executive Branch to achieve their goals. He joined BGR in 2021 after most recently serving as Chief of Staff to Congressman Jimmy Panetta (D-CA), a Member of the House Ways and Means Committee. Prior to this, Joel served as a Director for Federal Affairs for the National Restaurant Association.

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**ELLEN BROWN**  
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Ellen joined the firm in 2018. She supports the firm's Appropriations practice, providing comprehensive legislative and political reports and analyses while working alongside state and local governments, Congress, the White House, federal agencies, and political committees.

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