

# 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.

## PRACTICE HEAD



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**BILL VINEY**  
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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. As 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.

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.

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 and 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.

## Appropriations Team



PRESIDENT  
**ERKSINE WELLS**  
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A Capitol Hill veteran, Erskine serves as president of BGR and leads BGR's Defense and Critical Technologies Practice. He also works closely with the Commerce Practice. Erskine assists clients ranging from defense shipbuilders and aviation manufacturers to wireless and cable businesses to international electronics and global shipping companies. He is well regarded as a substantive policy expert with connections throughout government.



PRINCIPAL  
**LOREN MONROE**  
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Loren helps clients pursue policy solutions and business opportunities in Washington and state capitals across the country through direct lobbying before Congress, governors, state legislators and attorneys general. He is skilled at helping clients tailor advocacy strategies and align federal and state priorities. Consistently named as one of Washington's top lobbyists, Loren currently serves on the Finance Committees for the Republican Governors Association and the Republican State Leadership Committee.



PRINCIPAL  
**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.



MANAGING DIRECTOR  
**DAVID URBAN**  
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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.



VICE PRESIDENT  
**JOEL BAILEY**  
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Joel's expertise includes helping public and private entities 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.



SENIOR POLICY ANALYST  
**ELLEN BROWN**  
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Ellen supports BGR's State & Local Advocacy 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. Ellen also leads the firm's outreach for several women's political organizations, including Women in Government, the National Foundation for Women Legislators, and Women in Government Relations.



POLICY ANALYST  
**ANICA CHOI**  
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Anica assists firm principals and clients on a broad range of policy issues by tracking federal and state legislation, providing comprehensive research and analyses, and producing weekly reports to clients in a variety of industries.



POLICY ASSOCIATE  
**ANNA REESE  
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Anna Reese supports clients on a variety of policy issues by conducting research and analysis, providing regular legislative updates, developing briefing materials and reports, and drafting correspondence. She also plays a key role in coordinating congressional meetings, assisting with fly-ins, and performing administrative duties in relation to advocacy efforts.