

State and Local Advocacy

PRACTICE HEADS

BGR Group stands out among Washington, D.C.-based firms with its robust bipartisan state and local government relations offering. BGR's State and Local Advocacy team is experienced in designing, implementing, and executing multi-state advocacy campaigns, including direct lobbying, recruiting local partners, and maximizing participation in state and local government associations to achieve a client's goals.

As Democratic and Republican-led states take divergent approaches to policy priorities, BGR employs a bipartisan, team-oriented approach to advocate on complex issues at the state and local levels. These include decisions impacting economic development, transportation, infrastructure, health care and drug pricing, technology, education, workforce training, energy and environmental standards, cybersecurity, and public safety.



PRACTICE CO-HEAD
LOREN MONROE
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While co-leading BGR's bipartisan State and Local Advocacy practice, 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.



PRACTICE CO-HEAD
WILLIAM CROZER
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William focuses on developing and implementing bipartisan client engagement strategies in states, cities, and counties across the country. Before rejoining BGR in 2021, William served as a Special Assistant to the President and Deputy Director of the White House Office of Intergovernmental Affairs (2018-21). In that capacity, he helped state, local, and tribal officials navigate resources and programs across the federal government and proactively engaged stakeholders to advance a wide variety of bipartisan policies and shared priorities. William also worked in Georgia Governor Nathan Deal's Office of Executive Counsel.

BGR's bipartisan team supports and scales state and local government relations efforts across the broad spectrum of stakeholders, including Governors, Attorneys General, Mayors, State Legislators, and Tribal leaders.

Through tailored advocacy strategies, our team offers a wide variety of client services including:

- Legislative and Executive Branch Lobbying
- Building Client Reputational and Brand Awareness
- Negotiating State and Local Incentives
- Issue Mapping, Tracking, and Analysis
- Local Coalition Development and Lobbyist Management
- Tracking Legislation and Agency Rulemaking
- Political Intelligence and Association Engagement
- Activating State and Local Stakeholders to Support Federal Advocacy Efforts
- Effective Positioning for Business Development Pursuits

State and Local Advocacy Team



FOUNDING PARTNER
**GOVERNOR
HALEY BARBOUR**
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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.



PRINCIPAL &
TEXAS DIRECTOR
JERRY STRICKLAND
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Jerry leads BGR's Austin Texas office. He brings extensive experience in economic development initiatives, management of coalitions, and state and federal advocacy efforts. Prior to joining BGR, Jerry served as Governor Greg Abbott's appointee to lead the Texas Office of State-Federal Relations, where he ran Texas's federal affairs office and was the lead advisor to the Governor on federal issues. In this role, he provided advocacy, counsel, and direction to the Governor, members of the Texas Congressional delegation, relevant Congressional committees and the White House.



PRINCIPAL
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.



VICE PRESIDENT
**KEIFFER J.
MITCHELL, JR.**
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Keiffer helps clients navigate issues at the state and local level based on his bipartisan perspective as a former aide to a Republican governor, an elected Democratic State Delegate, and a former Baltimore City Councilman. Keiffer served in various roles for eight years under Maryland Governor Larry Hogan, including Acting Chief of Staff, Chief Legislative Officer and Senior Counsel, and Senior Advisor. He also worked closely with cabinet agencies to prioritize policy issues, advance budgets, and legislative priorities before the Maryland General Assembly.



VICE PRESIDENT &
ATLANTA DIRECTOR
LABRIAH LEE HOLT
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Labriah uses her extensive state and local government experience to help clients engage with state and local officials, including governors, attorneys general, state legislators, and mayors. Based in Atlanta, Georgia, she most recently served as Southeast State Government Affairs Director for Microsoft, where she led outreach to regional state and local officeholders as well as the company's collaboration with the African American Mayors Association and the Democratic Attorneys General Association. Before Microsoft, she served on the political team as AIPAC's National Director of Outreach and led the engagement with African American constituencies.



VICE PRESIDENT
PATRICK DOLAN
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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. Prior to joining BGR, Patrick served as the Deputy Director of Strategic Partnerships at the Immigration Hub, a project of Emerson Collective, where he equipped governors and mayors with policy and messaging guidance on federal immigration issues. Previously, Patrick served as Associate Director of State and Local Government Affairs at the Center for American Progress (CAP). Patrick serves on DGA's finance committee.



SENIOR ASSOCIATE
HALIE DANIELS
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Halie serves as a Senior Associate in BGR's Austin, Texas office, where she advocates for client interests in the state capital and drives the firm's engagement with AGs across the country. Prior to joining BGR, Halie served as a Texas Assistant Attorney General. In this role, Halie represented the State of Texas, including the Governor, Attorney General, and various State agencies.



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 is a Policy Analyst on the State and Local Advocacy team at BGR Group. In this role, she supports firm principals and clients on a broad range of policy issues by tracking legislation and the federal appropriations process, providing in-depth research and analyses, flagging funding opportunities for clients, and producing weekly reports for clients in various industries.



POLICY ASSOCIATE
**ANNA REESE
COUHIG**
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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.