

## **BGR Overview**

BGR Government Affairs, LLC (BGR) was founded in 1991 and is a premier, bipartisan government affairs and public relations firm with over 30 years of experience that is uniquely positioned to strategically advance funding for Orange County. While all D.C. lobbying firms will allude to their Congressional relationships, BGR will leverage our intel and deep bipartisan relationships on Capitol Hill to proactively advise Orange County on anticipated policy and legislative developments, and recommend appropriate messaging, timing, and specific House and Senate leaders as well as department and agency leadership and staff to engage on your behalf. Moreover, BGR understands how to complement our lobbying efforts by leveraging the firm's extensive bipartisan network to build strategic alliances to apply public pressure on Congress – and individual Senators and Members – to act on Orange County's priorities..

BGR has helped clients secure government funding, improve working relationships with elected state leaders and key regulators, negotiate incentives to site new facilities, sell products and services to state agencies, as well as motivate key state and local stakeholders in support of federal advocacy efforts.

BGR Group's model for servicing our clients is rooted in a philosophy of personal service, investing in relationships, treating clients with integrity, working together as a team, communicating proactively, adding value and striving to deliver results. As a BGR client, you will benefit from the full resources and capabilities of our professional staff, each chosen for their particular knowledge and expertise in the proposed scope.

In order to adequately represent the County of Orange, BGR has decided to partner with Capitol Advocacy based in Sacramento, California. BGR will lead all federal advocacy work in Washington, D.C. and Capitol Advocacy will supply the California home base and all support necessary in California. Together we will provide the best service possible to Orange County.

### **BGR GROUP: Bill Viney – Principal and Appropriations Practice Head**

Bill Viney, a Principal at BGR Government Affairs, 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. He helps clients raise their issues to the level of national concern and makes them a priority for championing members. He then helps clients position themselves against competing national concerns and guides them through the legislative process.

Bill joined the firm in 2004 after years of public affairs, campaign and federal government experience. 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.

Bill previously served as Director of Federal Policy for public affairs firm Broydrick & Associates, where he directed the Washington office and oversaw the entire federal practice. His experience also includes participating in various campaigns and serving in a Congressional office.

Bill graduated from the University of Wisconsin – Madison with a degree in political science.

**BGR GROUP: Dan Murphy – Corporate Counsel**

Dan Murphy, Corporate Counsel and Principal at BGR Group, assists clients in the financial services sector, housing finance and housing policy. He is also responsible for the firm's legal, regulatory and ethics compliance, including the Honest Leadership and Open Government Act, the Foreign Agents Registration Act and the Lobbying Disclosure Act. In addition to serving as BGR's Corporate Counsel, Dan is a firm Principal and serves on BGR's Executive Committee.

As BGR's Corporate Counsel, Dan often works at the direction of the client's in-house general counsel while coordinating with outside counsel as well. He has handled both significant civil and criminal matters where the client's business and personal reputations were at stake, and each was brought to a successful conclusion. His experience as a litigator, communicator and advocate make him uniquely qualified to handle highly sensitive issues while maintaining client confidentiality.

Dan's work includes representing clients with particular interests in the Housing and Economic Recovery Act of 2008, extensive work on the historic reauthorization of the United States Export-Import Bank in 2015 and the passage of the Puerto Rico Oversight, Management and Economic Stability Act of 2016 (PROMESA). In all three legislative efforts, Dan played an integral role in complicated coalitions that were utilized to advance legislation from the time of its drafting, through Congressional action and passage, to being signed by the President. Those legislative efforts stretched from a year-and-a-half to a decade, and despite massive and well-funded opposition, Dan's clients were victorious.

In addition, Dan provides Strategic Advisory Services to BGR clients who do not necessarily seek to advance a particular piece of legislation but rather need to understand the wiring diagram of the White House, federal agencies and Congress and how those three entities can and will affect their bottom line. Now more than ever, CEOs, presidents, board members and general counsels are seeking to demystify the federal government, debunk bad press and defeat their business opponents. Whether reacting to a crisis or simply trying to avoid one, Dan has counseled Fortune 500 companies, universities, associations and individuals on complex business and personal crises. And you will never read the client's or Dan's name in the press, which is just the point: we fly below the radar, fix the problem, come to a satisfactory result and quietly move on. In a world of nano-second social media, calm and strategic thinking is at a premium and more often wins the day.

Dan has served in three Presidential transitions and two Presidential administrations—one at the White House and one as Chief of Staff of the Department of Housing and Urban Development. Trained as a litigator, Dan spent years defending corporate clients in Florida and now uses that experience to zealously advocate for his clients in the administration, the halls of Congress and federal agencies. The breadth of Dan's professional experience places him squarely at the intersection of business and government. His insights into the day-to-day operations, philosophy and political world view of decision-makers in the executive branch and Congress give him an unparalleled ability to counsel CEOs and their C-suite colleagues as they attempt to navigate an ever-changing federal government.

Dan earned his law degree from the University of Notre Dame and is an active member of the Florida Bar.

**BGR GROUP: Jonathan Mantz – Commerce Practice Co-Head**

Jonathan Mantz is a Principal at BGR Government Affairs and leads the firm's Democratic outreach efforts. He also serves as Co-Chair of the Commerce, Infrastructure & Energy Practice. Over the past three decades, Jonathan has held senior positions to elect Democrats to the White House, Senate, House of Representatives and governorships. A leading political strategist, he has raised nearly half a billion dollars over his career for Democratic campaigns.

At BGR Group, Jonathan leverages his experience and expertise counseling clients to provide a wide range of services in government relations and public affairs that deliver results. He works with clients to create and execute legislative strategies, strengthens their political affairs operations and enhances their profile. As Co-Chair of the Commerce Infrastructure and Energy Practice, Jonathan represents clients with interests in telecom, technology, energy, environment, immigration, health care, transportation, trade and appropriations before Congress, the Administration, and state and local governments. As a member of the Finance Committee of the Democratic Governors Association, he works with Democratic governors and gubernatorial candidates across the country.

Jonathan served as National Finance Director for then-Senator Hillary Clinton's 2008 Presidential campaign. Before this, he served as Deputy Executive Director of the Democratic Senatorial Campaign Committee (DSCC) in 2004. Jonathan was the Finance Director of the Democratic Congressional Campaign Committee (DCCC) from 1998 to 2002 for former Democratic Leader Richard Gephardt and then Democratic Whip Nancy Pelosi.

Jonathan has been quoted by the New York Times, the Washington Post, the Wall Street Journal, MSNBC, Politico and Roll Call.

Jonathan currently serves on the board of the Winston Churchill High School Football Foundation. Previously, he served on the advisory board of Petra Solar Corporation, was a senior advisor to Priorities USA and 100 Thousand Strong Foundation, and mentored to start-up companies at 1776. He has also been a Business Council member of the U.S. Conference of Mayors.

Born in the suburbs of Philadelphia and a die-hard Philly Sports fan, Jonathan is a graduate of Ithaca College.

**BGR GROUP: Joel Bailey – Health and Life Sciences Access & Reimbursement Working Group Vice President**

Joel is a Vice President with BGR's Health and Life Sciences Practice. In this role he advises clients on strategies and tactics to advance their objectives in Washington. Joel has more than 15 years of experience in Washington, D.C., 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. In that position he ran the Congressman's official and political activities, served as his primary advisor, and managed the Member's whip operation as a Chief Deputy Whip.

Prior to his time with Congressman Panetta, Joel served as a Director for Federal Affairs for the National Restaurant Association, where he represented the restaurant industry on Capitol Hill.

Joel also served as a health policy advisor to several House Energy and Commerce Committee members including Congressman Jim Matheson (D-UT), where he also served as his Legislative Director, Congresswoman Doris Matsui (D-CA), and then Blue Dog Co-Chair Congressman Baron Hill (D-IN), where he advised the Congressman through the consideration and passage of the Affordable Care Act.

### **CAPITOL ADVOCACY: John Latimer – Managing Partner and Founder**

As managing partner and founder of Capitol Advocacy, John Latimer is recognized year after year as one of Sacramento's most influential lobbyists. Known for his strength in strategic planning and coordinating lobbying campaigns, John's ability to shape and deliver messaging in a clear and convincing manner gets results for clients on difficult issues. His skill in navigating California's political landscape comes from his mastery of the intersection between policy, politics, and people. This talent has allowed John to build Capitol Advocacy into one of the largest lobbying firms in Sacramento.

John leads Capitol Advocacy's team of ten lobbyists and two legislative analysts as they work on California's most challenging issues, including health care and tort reform, consumer protection and business regulation, labor and environmental battles, and numerous others. With John at the helm, the firm's approach to policy, politics, process, and partnerships maximize results for every client.

John began his career working for the California State Legislature, rising to Chief of Staff and Chief Consultant for various Democrats in both the Senate and Assembly. During the first decade of his career, John also helped guide multiple campaigns for the Assembly Democrats. In 1998, John decided to return home and run for a Northern California State Assembly seat, narrowly losing in the Democratic primary by just a few hundred votes. Although this signaled the closing of one chapter working within the State Legislature for John, it was a catalyst for his lobbying career and the creation of Capitol Advocacy.

Today, twenty years later, Capitol Advocacy has grown to become one of the largest lobbying firms in Sacramento. During that time, John has been a power player in some of California's thorniest legislative fights including water policy, environmental issues, internet gaming, alcohol regulation, and soda tax and labeling issues. Consistently ranked as one of Capitol Weekly's "Top 100", a list of California's political players, John has successfully navigated clients through term limits, budget deficits, and new administrations.

Over the years, John's connections have stretched beyond California's political landscape, spanning an extensive network across the United States. John's connections to Fortune 500 company

executives, elected officials, particularly in Congress, and government officials across the United States is an asset for all of the firm's clients.

John received a Bachelor of Arts degree in Government and a Master's in Public Policy and Administration from California State University, Sacramento.

### **CAPITOL ADVOCACY: Chad Mayes – Partner**

Chad Mayes is a Partner at Capitol Advocacy. He advises clients on issues spanning the intersection of public policy and industry. With over two decades of experience in the public sector, he brings a unique perspective and unparalleled expertise to the firm's clients. Mayes began his career as a financial advisor and small business owner. He then served as Mayor and Council Member at the Town of Yucca Valley, and as a board member of the San Bernardino Associated Governments and the League of California Cities. He later served as Chief of Staff to the Chair of the San Bernardino County Board of Supervisors.

In 2014, he was elected to the California State Assembly, representing the 42nd District in the Inland Empire. He quickly established himself as a dynamic and effective leader, earning the respect and trust of his peers and was elected Assembly Republican Leader after only 10 months in office. In 2019, he dropped his Republican party affiliation and was successful in running for re-election as an Independent in 2020.

Throughout his time in the Assembly, Mayes was known for his ability to identify pragmatic policy solutions that improved the lives of Californians and helped the state maintain its position as a global leader in the 21st century. He traveled extensively throughout the state, engaging with a wide range of stakeholders, groups, and businesses to better understand issues and build support for key policies. He was particularly successful in his district, earning high marks as a consensus builder and getting things done for his constituents.

On statewide issues, Mayes played a key role in crafting and passing some of California's most significant policy reforms, including California's landmark Cap and Trade Law, the SB 901 Commission that reformed wildfire response and mitigation efforts, and the bill that created the California Wildfire Fund, which protected ratepayers, held utility executives accountable, and helped victims regain their lives.

Mayes also co-founded New Way California along with former Governor Arnold Schwarzenegger, an organization dedicated to putting people above political parties and improving the lives of all Californians.

Throughout his time in the assembly, Mayes served on several committees, including the Assembly Health Committee and Insurance Committees, the Utilities and Energy and Governmental Organization committees. Mayes was appointed by then-Speaker Toni Atkins to serve on the Little Hoover Commission. Mayes was an original founder and co-chair of the bipartisan Problem Solvers Caucus. Mayes is a graduate of Liberty University and currently resides in Rancho Mirage with his wife, Dr. Andis Almasi Mayes and daughter, Mila.

**BGR GROUP: Ellen Brown – State Advocacy and Appropriations Policy Analyst**

Ellen Brown, Policy Analyst at BGR Government Affairs, joined the firm in 2018. In her current role, 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.

Prior to joining BGR, Ellen worked as a Legislative Aide in the Virginia General Assembly and as Director of Campaign Operations for a candidate’s reelection. In that capacity, she managed communications and coordinated local field activities for statewide races.

Ellen began her career in the political media and digital marketing space, where she composed and edited numerous political newsletters for distribution to millions of registered voters across the country.

Ellen received her B.A. in Political Science, with minors in Economics and Geographic Science, from James Madison University in Harrisonburg, Virginia.

**BGR GROUP: Anica Choi – State Advocacy and Appropriations Policy Associate**

Anica Choi is a Policy Associate on the State and Local Advocacy team at BGR Group. In this role, she 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 various industries.

Anica first joined BGR as a research clerk in 2021 and focused on energy and infrastructure policy. Prior to joining BGR, Anica became familiar with the lobbying industry through an internship with Crossroads Strategies after working as a staffer and canvasser for the National Republican Senatorial Committee (NRSC) during the 2020 Georgia Senate runoffs. She also interned for her home district Rep. Drew Ferguson (GA-03)’s office. Before her entrance to politics, she worked as a court translator for the Troup County Superior Court in her home state of Georgia, where she worked closely with the District Attorney’s office and non-English speaking Korean defendants.

Anica earned a B.A. in Political Science with a minor in Entrepreneurship and emphases on Laws & Courts and Campaigns & Elections from the University of Mississippi, where she was a Haley Barbour Center for the Study of American Politics student. Anica is a native of Daegu, South Korea.