



■ THE WEXLER & WALKER ADVANTAGE

Based in Washington, D.C., **Wexler & Walker Public Policy Associates** has established a global reputation for quality public policy work. Our record of success attracts new clients on the cutting edge of emerging technologies while earning us the trust of a stable roster of clients that have relied on our expertise for over two decades. Our blend of highly-skilled professionals, bipartisan activity, and global reach has made Wexler & Walker one of Washington's top lobbying firms.

Our principal business is to assist our clients in making their cases effectively before the right people in the federal government. We offer a wide range of services, a wealth of experience, and demonstrated expertise and success in all elements of our profession.

We design and execute winning strategies. We execute the basics: analyzing issues, developing arguments, providing hands-on lobbying, and building coalitions. Then we add to it an array of experience that provides unmatched strategic insight and unparalleled access.

In today's world, success goes to those who best adapt to change. Our lobbyists are recognized experts who have spent most of their careers working with changes, spotting trends, and anticipating where those changes are likely to take us.

We know that client service is more than just explaining the latest developments; it's explaining the next ones. Client service is more than just identifying the decision makers; it's knowing how they think and decide, what they respond to, and where they are heading on issues that are important to you. Client service means anticipating those actions that might be harmful to your interests, and dealing with them before they become problems.

The Wexler & Walker advantage is that we have people who have worked issues from the inside, at the highest level of government; behind the closed doors of power where decisions affecting you are made. Our professionals are of the highest quality; well-respected from both political parties with experience in both the Congress and the White House who have established records of success. Our work with key leaders over the years has led them to respect our judgment. We are convinced you will, too.

There is no better testament to our effectiveness than our long and illustrious list of clients. These are corporations, trade associations, state and local governments and coalitions that take their businesses seriously and spend their funds carefully. Representing these companies and organizations is the highest commendation we can receive.

■ OUR PHILOSOPHY

We believe that there are four fundamental reasons for our effectiveness:

- First, we offer the personal attention that is only possible with a truly collegial group committed to delivering the highest quality service. Our staff is comprised of professionals with diverse experiences, skills and relationships. **Each member of the firm is dedicated to solving your problem. Every professional is always available to work for any client.**

- Second, virtually everyone at Wexler & Walker has **significant experience inside government**. There is no substitute for hands-on public policy experience.

- Third, we are **fully bipartisan and politically active**. We can reach into the highest levels of power, Republican or Democrat. When it comes to representing your interests, party labels take a back seat to getting results. When a crisis hits, there is no time for philosophical debates. You need action.

- Finally, **we are a “one stop” shop**. Our collective experience and expertise in a wide variety of public policy arenas (lobbying, grassroots, public affairs, coalition building and PAC formation and utilization) allows us to be an all-purpose firm for our clients. When clients hire Wexler & Walker, they hire a team that can implement a fully integrated advocacy campaign.

Our philosophy is simple – the combination of highly personalized service, practical government and public policy experience, and a total bipartisan commitment to client success.

■ OUR SERVICES

Direct Lobbying

Wexler & Walker is skilled at establishing solid working relationships for our clients with decision-makers in Congress, in the Office of the President, Executive Branch departments and independent agencies. We can act as your primary liaison with all levels of government or complement your existing law firm representation or Washington office. We work to ensure your message is communicated and heard powerfully and effectively.

Strategic Planning

Having served at the highest levels of the Executive Branch and Congress, we offer value-added strategic planning capabilities to formulate winning legislative and regulatory goals and strategies. We can help you better understand how your needs fit within the broader government context, extending your appeal across partisan lines. We can help shape your proposal, work with you to identify champions within the Administration, Congress or other agencies and formulate a comprehensive strategy to achieve your goals.

Government Marketing

Our federal market team understands business growth in a changing government market requires more than meeting expectations; it involves influencing project development, securing funding resources and guiding purchaser needs. We work to identify market trends, gather critical intelligence, develop key relationships in Congress and within the purchasing agencies, enhance visibility and promote corporate image to guide client success in the federal market space.

Mergers and Acquisitions

Whether you are preparing to unveil a merger or acquisition, or preparing to defend a potential hostile take over, we can work directly with your lawyers, investment bankers and the media to achieve the desired regulatory outcomes

Global Networking

Whether you are an international company or a U.S. company seeking to develop and/or expand your opportunities and relationships abroad, our ability to access a worldwide network of business contacts and consultants can give you the reach you need to compete and succeed in the global marketplace.

Coalition Building and Management

Our firm is well known for its ability to build and manage politically potent coalitions on high-visibility issues. We can help organize your industry or business and reach out to trade associations, institutions, government officials and the public to assemble an interest group base in support of your issue. Whether working as a client's sole consultant or teaming with other firms, we have built highly successful national coalitions on issues involving trade, insurance, health care, transportation, telecommunications, energy, intellectual property rights, the environment, legal reform, and other matters.

Grassroots Communications

On an increasing number of issues, effective government action depends on the ability to generate grassroots support from organizations and individuals "back in the district" that share policy goals. We specialize in helping clients to identify and make effective contact with their natural constituencies (employees, customers, local elected officials, similarly-situated industries, organized interest groups, etc.) to stimulate their interest and get them involved in advocacy. In carrying out grassroots campaigns, we offer website and computer services, mailing list management, telephone support, preparation of direct mail and informational materials, and other services. We have implemented and managed nationwide grassroots efforts in support of campaigns involving international trade, energy, transportation, auto insurance reform, privatization, and tax reform issues, among others.

Oversight and Investigation Support

A Congressional committee investigation; a Government Accountability Office audit; a letter from an agency Inspector General. Washington investigators operate by their own rules. Wexler & Walker's team of government oversight experts have helped businesses and nonprofits navigate the complex world of congressional and agency reviews from inside the government and out. Our team can act as your primary liaison with federal reviewers or compliment your existing legal representation build trust and gain important insights to protect your rights and ensure your story is told.

The Wexler & Walker Advantage

We have people who have worked issues from the inside, at the highest levels of government, behind the closed doors where decisions are made. Our professionals are of the highest quality; well-respected individuals from both political parties experienced in Congress and the White House with established records of success. Our work with key leaders over the years has led them to respect our judgment. We are convinced you will too.

CLIENT LIST

Representative List of Current and Recent Clients

Corporations

Advanced Technology Systems
Air Products and Chemicals Inc.
Alstom Power, Inc.
Ameren
American Airlines
American Science and Engineering Inc. (AS&E)
Analogic Corporation
A.O. Smith Corporation
Asea Brown Boveri, Inc. (ABB)
Ball Aerospace & Technologies Corporation
Brinker International, Inc.
British Airways
Choice Point Inc.
Comcast Corporation
Cord Blood Registry Inc.
Cyren Call
DigitalGlobe Inc.
Eclipse Aviation Corporation
Equitable Resources Inc.
Evergreen international Airlines
General Motors Corporation
Hughes Network Systems
IMS Health Incorporated
Joint Security Infrastructure Group Inc.
LaserCard Corporation
LD&C, Inc.
Mammoth Mountain Ski Area
Midwest Airlines
NABI Biopharmaceuticals
Neu Holdings
Nielsen Media Research Inc.
North American Conveyor Corporation
Pharmacyclics
RC2 Corporation
Seldon Fluid Technologies LLC
Sechan Electronics
SkyTerra
Space Exploration Technologies Corp.
Space Systems/Loral
Syagen Technology, Inc.
Taser International Inc.
The Williams Companies
T-Mobile USA Inc.
United Health Group
Visa Inc.
Weight Watchers International, Inc.
Wight and Company
Wyeth Pharmaceuticals Inc.

Government

Blackfeet Tribe
Brevard County Board of County Commissioners
City of Miramar, Florida
City of Weston, Florida
Douglas County, Colorado
Greater Peoria Airport Authority
Newport News-Williamsburg International Airport
State of Alaska
State of Illinois
The I-25 / Arapahoe Interchange Coalition
Village of Glenview

Associations, Coalitions and Not For Profits

Australian-American Free Trade Agreement
Coalition
Alliance for Hydropower Licensing
American Business Media
American Cancer Society
American Dental Association
Americas Health Insurance Plans
Better Health Care Together Coalition
CFI Institute
COMPETE
Consumer Credit Industry Association
Footwear Distributors and Retailers of America
Hong Kong Trade Development Council
Huntsville Hospital Foundation
Hydrogen Advisory Council
International Relief and Development
National Health Museum
National Association of Affordable Housing
Lenders
National Federation of State High School
Associations
National Marine Manufacturing Association
Next Generation Air Mobility Coalition
North American Metal Packaging Alliance, Inc.
Nuclear Energy Institute
Postal Reform in the Public Interest
Residential Care Consortium
Sporting Goods Manufacturing Association
The Academy of Natural Sciences
The Asbestos Study Group
The Graystone Society
The PURRE Water Coalition
Voluntary Credentialing Industry Coalition

MEMBERS OF THE FIRM

ROBERT (BUD) CRAMER

Chairman

Named "One of the 50 Most Effective Legislators in the U.S. Congress" by *Congressional Quarterly* magazine, and "One of America's Best Congressmen" for his voting record by *Money* magazine, Robert "Bud" Cramer, former Member of the U.S. House of Representatives, joined Wexler and Walker Public Policy Associates as Chairman in January, 2009.

Mr. Cramer retired from service in the U.S. House of Representatives in 2008, after 18 years representing Alabama's 5th District. During that time he served on the Transportation and Infrastructure Committee, the Science Committee, the Appropriations Committee, and the Permanent Select Committee on Intelligence. He was on the Defense Appropriations subcommittee, the Transportation Housing and Urban Development Appropriations Subcommittee, the Financial Services Appropriations Subcommittee and the Science, Commerce, Justice and State Appropriations Subcommittee. While on the Intelligence Committee he was Chairman of the Intelligence Oversight and Investigations Subcommittee. In 1994, he was a founding Member of the House Blue Dogs, an influential group of 51 conservative lawmakers, and he was a co-chairman of the group. Mr. Cramer was known for his low key effective leadership and for his bipartisan relationships with House and Senate Members and their staff and Committee staff.

Mr. Cramer is recognized for his expertise in defense, aerospace, intelligence, transportation and criminal justice issues. In 1998, the Minority Leader of the House appointed him to the Board of the Open World Program of the Library of Congress. This innovative program allows for emerging leaders from Russia, Ukraine and the former Soviet Republics to come to American communities to exchange information, insight and experiences. Cramer has been a tireless advocate for NASA and the National Science Foundation. He co-chaired in the U.S. Congress, the Missile Defense Caucus, the House Senate TVA caucus and co-founded the Anti-Terrorism caucus and the caucus for Missing and Exploited Children.

Prior to election to the U.S. Congress, Mr. Cramer served as the elected District Attorney for Huntsville, Madison County, Alabama. During that time he started a pioneering program called the National Children's Advocacy Center, which provides comprehensive help for abused children. Today there are over 650 programs in all 50 states and several foreign countries that are modeled after the Madison County Program.

For this work he was named National Public Citizen of the Year "by the National Association of Social Workers. The Washington Post called him a "pioneering District Attorney" in several articles praising this innovative Program.

Congressman Cramer holds a B.A. Degree and a J.D. Degree from the University of Alabama, and an honorary Doctor of Laws from the University of Alabama, Huntsville.

MEMBERS OF THE FIRM

ROBERT S. WALKER

Executive Chairman

Wexler & Walker Chairman Robert S. Walker has an insider's knowledge of politics and policy based on decades of high-level government experience. Recognized as one of Washington's leading political strategists, Congressman Walker is in constant demand for his in-depth counsel on public policy issues and trends.

Mr. Walker retired from service in the U.S. House of Representatives after 20 years representing Pennsylvania's 16th District. During that time he was Chairman the Committee on Science and Technology (then called the Science Committee), Chief Deputy Whip, Vice Chairman of the Budget Committee, Chairman of the Republican Leadership and Speaker Pro Tempore.

Presently, Congressman Walker continues his public service work as Chairman of the U.S. Department of Energy's Hydrogen and Fuel Cell Technical Advisory Committee. His long-time involvement in alternative fuels and climate policy have made him a recognized world leader in this arena.

His expertise in aerospace issues also is recognized and utilized. In 2001, he was appointed to chair the Commission on the Future of the U.S. Aerospace Industry. In 2004, he served on the President's Commission on Implementation of the U.S. Space Exploration Policy. For several years Congressman Walker was a member of the Aeronautics and Space Engineering Board of the National Research Council. Back in 1996 he was the first sitting House Member to be awarded NASA's highest honor, the Distinguished Service Medal and in 2004 received the NASA Distinguished Public Services Medal. Today he is on the boards of the Aerospace Corporation, Space Adventures and SpaceDev. From 2006 – 2008, he was Chairman of the Space Foundation and is presently a Director Emeritus of that board.

In naming Walker as one of the 100 most prominent space leaders of the last 15 years, Space News called him, "one of Washington's most influential lobbyists" whose "stature and influence have only grown since leaving Congress."

For more than thirty years Congressman Walker has played a key role in the development and implementation of major public strategies related to science, space, technology, energy and legislative procedure. As a member of the board of American Solutions he is helping to pursue new policy options for meeting the complex challenges of the 21st Century. He appears regularly on Fox News and PBS. He lectures frequently at the Brookings Institute and Government Affairs Institute at Georgetown University.

Congressman Walker holds a B.S. in Education from Millersville University where the Walker Center for Civic Responsibility and Leadership is located. Additionally, he has an M.A. in Political Science from the University of Delaware and an Honorary Doctor of Laws from Franklin and Marshall College.

MEMBERS OF THE FIRM

JACK HOWARD

Vice Chairman and Chief Operating Officer

Since joining Wexler & Walker in 2003, Mr. Howard has:

- Taken the lead on helping clients get several pieces of legislation passed by Congress and signed into law by the President. Examples include legislation making it easier for domestic pharmaceutical companies to export products overseas and a bill making it easier to screen for deadly diseases.
- Worked with Members of the House and Senate in getting several hundred millions more in funding for various health research programs, including the National Institutes of Health, as well as getting language taken out of various bills that would put clients at a competitive disadvantage.
- Provided real time intelligence and analysis on not only current but upcoming legislative and regulatory activities, enabling clients to prepare or get ahead of anticipated developments affecting their interests.
- Arranged for clients to meet on a regular basis to educate officials in various Cabinet Departments on issues important to them, including people at the Office of Management and Budget, the Department of Energy, the Department of Health and Human Services, and the Department of Homeland Security, among others.
- Set up similar advocacy efforts with key Member of Congress involved in issues important to clients, including Congressional Leaders and Committee chairmen, so that policymakers could get a better, real world understanding of the practical effect of legislation moving through Congress.
- Provided ongoing strategic counsel and advice to House and Senate Republican Leaders on how best to accomplish their legislative goals, including regular involvement with senior Congressional Leadership and Committee staff.
- Those relationships and efforts continue on a daily, ongoing basis. He continues to play a behind the scenes role as informal advisor to House and Senate Republican Leaders and key Committee members.

With nearly 25 years of service in government, Mr. Howard is the only person in Washington to have served as a senior strategic advisor to two Speakers of the U.S. House of Representatives, the Majority Leader of the U.S. Senate, and as a key member of the White House staff to both President Bushes. This gives him the unique ability to advise clients from the first hand perspective of not just the House, Senate or White House alone, but all three combined.

Prior to joining Wexler & Walker, Mr. Howard served as in the White House as Deputy Assistant to President George W. Bush. He worked in the Office of Legislative Affairs where he coordinated the efforts of senior White House officials, the Cabinet Departments and agencies to secure congressional passage of President Bush's top legislative priorities. Earlier he served in the White House under President George H.W. Bush from 1989 to 1992, also in the Legislative Affairs office, where he had similar responsibilities.

Mr. Howard also has extensive experience having worked at the highest levels of the U.S. Congress, having served as senior counsel and advisor to Republican leaders of the House and Senate, including Speakers Dennis Hastert and Newt Gingrich as well as Senate Majority Leader Trent Lott.

Mr. Howard's experience has earned him recognition as an inside leader in Washington. *National Journal* names him one of the "Top 50 Bush White House staff members," while Capitol Hill's leading newspaper, *Roll Call*, regularly acknowledged Howard among the "Top 50 Congressional staff members." Mr. Howard graduated from Gettysburg College in 1979 with a Bachelor of Arts in Political Science.

MEMBERS OF THE FIRM

DALE W. SNAPE

CEO & General Manager

“Seldom do lobbyists get praised, but there is one whose indefatigable efforts helped resolve the insoluble, and who was one of the best resources for information that the parties in interest relied upon throughout the long days of negotiation,(he is) Mr. Dale Snape of Wexler & Walker”

-- Senator Daniel Inouye

With over 30 years of Washington experience at the White House Office of Management and Budget and Wexler & Walker Public Policy Associates, Dale Snape offers clients a thorough insider's knowledge of the federal funding process, an analyst's interest in policy issues, and a seasoned political activist's insights to congressional leadership and Democratic politics.

Mr. Snape serves as a strategic counselor to major U.S. corporations, trade associations, Indian tribes and non-profit organizations. His expertise helps guide client successes within the United States' most highly regulated industries. Snape's work includes support for the passage of major trade legislation, financial services reform, Medicare and other health policy reforms, telecommunications policy changes, energy security and appropriations legislation. His work in support of Native Americans has led to the settlement of tribal land and water agreements with the United States and the creation of the Smithsonian's National Museum of the American Indian. A skilled funding advocate, Snape assists Wexler & Walker clients with appropriations in the areas of national defense, homeland security, transportation and natural resources.

While at OMB, Mr. Snape was awarded the prestigious Professional Achievement Award. He served as Assistant Dean of Student Affairs at Stanford University prior to coming to Washington. Mr. Snape helped organize and remains active in supporting what has become the New Democrat Coalition to sustain moderate, pro-growth Democrats, as well as being an active volunteer advisor to Democratic Senate and House candidates.

Mr. Snape earned both his undergraduate degree and MBA from Stanford University.

MEMBERS OF THE FIRM

TIMOTHY F. HANNEGAN

President

As the grandson of former Democratic National Committee Chairman Robert E. Hannegan and a prolific Democratic fundraiser, Tim Hannegan is an inner-circle counselor to Democratic leaders, particularly in the Senate. Mr. Hannegan was also very involved from the beginning as both an informal policy adviser and volunteer for the Obama for America campaign. Specifically, he was a member of President-elect Obama's informal transportation policy advisory committee and volunteered in 5 states for the campaign (Florida, Indiana, Missouri, Virginia, and New Hampshire).

Mr. Hannegan joined WWPPA in October 1997 after a decade of service at the Government Accountability Office (GAO). At GAO, he served as an Assistant Director for Transportation Issues and was often called to testify before the Congress on a broad range of transportation issues. In April 1997, he was nominated by the Acting Comptroller General for the William A. Jump Memorial Award presented by the federal government for officials under the age of 37 who have had a significant impact on government policy in a specific field. In 1995, he was nominated by the Comptroller General for the Arthur S. Fleming Award presented by the Downtown Jaycees of Washington, D.C. for government officials under 40 who display outstanding analytical and leadership skills.

Hannegan serves as the principal outside lobbyist for the firm's transportation clients. In the aviation field, *The Washington Post* describes Hannegan as one "of the heaviest hitters in the airline industry." In 2004, *The Hill* newspaper ranked him as one of the top aviation lobbyists in Washington.

Hannegan was instrumental in securing passage of Congress' airline aid package in the aftermath of the September 11 attacks. In this new environment, Hannegan has also been called upon to represent many companies connected to the nation's transportation infrastructure before the Transportation Agency and senior Executive Branch policy makers with critical homeland security portfolios. Mr. Hannegan has played a key role in securing Congressional approval and funding of substantial transportation-related projects on behalf of clients in diverse industries from across the nation.

Mr. Hannegan graduated *Magna Cum Laude* and Phi Beta Kappa with a B.A. in government and international affairs from the University of Notre Dame. He earned a Masters in International Economics from the School of Public Policy at the University of Chicago.

MEMBERS OF THE FIRM

TOM BLANK

Vice Chairman

Tom Blank joined Wexler & Walker from the U.S. Transportation Security Administration, where he served as the agency's second highest executive. Through his tenure, TSA grew from a handful of employees' post 9/11 to become one of the largest components of the U.S. Department of Homeland Security.

Mr. Blank is credited for building strong relationships with TSA's aviation stakeholders especially airports, airlines and the air cargo industry. In addition, in the aftermath of the Madrid subway bombing, Blank led the effort to bring U.S. transit and rail operators under federal security regulations for the first time.

At TSA, Mr. Blank first created the Office of Transportation Security Policy which led the way in establishing the nation's homeland security regime for transportation. He later was named TSA's Chief Support Systems Officer in charge of technology development, nationwide deployment of the federal screener workforce and reforming the agency's acquisition function. As Deputy Administrator of TSA, Blank frequently testified before committees of both the House and the Senate. He was awarded the U.S. Department of Transportation's 9/11 Service Medal by Secretary Norman Y. Mineta in 2003.

Mr. Blank was previously President and CEO of The Fund for the Capitol Visitor Center, a non-profit group created by Congress in 1998 to help secure private support for the last major addition to the U.S. Capitol. In that role he dealt extensively with congressional leaders and staff as well as prominent corporate leaders recruited to serve on the Fund's Board.

As a senior executive with Union Pacific Resources Group, then the nation's largest independent oil and gas producer, Mr. Blank managed environmental performance and regulatory issues along with public and government affairs. He created and managed the corporate ethics and compliance program.

In 1997, Blank was named to House Speaker Newt Gingrich's senior leadership staff as Communications Director. In that role, he developed message and communications strategies for the Speaker and the Republican leadership in the House. Before joining Gingrich, Blank was President of Hager Sharp, Inc., a well regarded public affairs firm in Washington where he founded and managed the Environment and Industry Practice which grew to become one of the top issue-focused practices in the public affairs industry.

JOEL MALINA

Executive Vice President and Managing Director

"Official Washington is often thought of as a place at odds with itself. So people like Malina who are good at bringing people together rather than pulling them apart are in high demand."

- *The Washington Post*

For over 15 years, Joel Malina has utilized direct lobbying, grassroots, communications and coalition building tactics to impact major – and often contentious – public policy decisions.

Malina's success at building and managing winning advocacy campaigns includes: preserving the nation's commitment to competitive wholesale electricity markets; maintaining the continued viability of hydroelectric power; reforming the U.S. Postal Service to better protect the interests of first class and small volume mailers; securing federal approval of the largest rail merger in U.S. history; enacting major regulatory reform laws to reduce federal cost burdens on U.S. business; directing USA*NAFTA to pass the NAFTA implementing legislation; and obtaining significant federal funding increases for university-based science research.

Mr. Malina oversees Wexler & Walker's public and external relations and integrates the firm's client needs with the global strategic communications network of Hill and Knowlton, our parent company.

Mr. Malina formerly served as a political aide to Representative Nita Lowey (D-NY) and was an Associate at Austin-Sheinkopf Communications, a New York City-based media relations firm.

A *cum laude* graduate of Yale University, Malina is a frequent guest lecturer at the American University's Washington Semester program and Washington College of Law.

As a former professional actor, Malina has appeared in numerous television commercials, Off-Broadway, and regional theater productions. He is a member of the award-winning vocal octet "The Tone Rangers" and has been featured soloist in over a dozen Pops concerts with the Charleston (SC), Greensboro, and Harrisburg Symphony Orchestras.

MEMBERS OF THE FIRM

JODY HOFFMAN

Senior Vice President and Managing Director

Leading Wexler & Walker's extensive health practice, Jody Hoffman's in-depth knowledge of Medicare and Medicaid financing, reimbursement and systems organization has driven client successes for over twenty years.

"Without Jody Hoffman and Wexler & Walker we would never have been able to secure a critical change in Medicare policy. Jody's creativity, substantive knowledge of both CMS and the Hill and perseverance gave us the tools to succeed."

-Lucinda Long, Vice President, Wyeth

Since joining Wexler & Walker in 1993, Ms. Hoffman has worked extensively on all aspects of health policy, from directing far-reaching legislative campaigns to guiding client product pipeline assessments and reimbursements strategies, managing regulatory proceedings and organizing grassroots mobilization.

Ms. Hoffman previously served on the Clinton/Gore campaign's Health Care Advisory Group coordinating a grassroots network of health care workers in support of the Democratic health care reform approach. As a health policy advisor for the American Federation of State, County and Municipal Employees (AFSCME) she provided expertise in crafting the organization's health care position; developed and coordinated political strategies to advance key positions and represented the organization before state legislatures and the public.

A recognized expert in health policy financing, Ms. Hoffman is frequently asked to participate in studies on the impact of the Medicare hospital prospective payment system (PPS) on home health and nursing home utilization, indigent care and long-term care. This work has been published in several texts and periodicals.

Ms. Hoffman holds a B.A. from Grinnell College and a Masters of Science in Public Health Policy and Planning from the University of California at Los Angeles.

ROBERT L. HEALY

Senior Vice President

Veteran political strategist and Democratic Party activist Robert L. Healy brings over thirty years experience in commercial investment, energy, environmental, regulatory, international trade, and global public policy to Wexler & Walker clients.

As an officer and vice president of ARCO, one of the nation's largest oil companies, Dr. Healy has served as senior political and policy advisor to leading Members of Congress and Executive Branch officials, including former Secretary of the Treasury and Senator Lloyd Bentsen, and the late former Vice President and Senator Hubert Humphrey.

Healy's political posts have included chairman of the DNC's National Finance Council, executive council chairman of the Democratic Leadership Council, and co-director of Podium, Script and Speeches for over twenty years of Democratic National Party Conventions. He is an executive committee and board member of BI-PAC, the Business Industry Political Action Committee. He is also managing trustee of the Democratic Leadership Council.

Dr. Healy has been a presenter at numerous international meetings and universities, recently finishing a lecture on public policy, political conventions and American politics at Oxford University, UK, and the Center for International and Strategic Studies in Jakarta, Indonesia. He participates in Pacific-Rim global meetings, including the Asia Pacific Energy Business Forum and the World Economic Council and the Pacific Economic Cooperation Council's (PECC) annual sessions. He is a Board of Director of US-PECC and a founding invited member of the U.S. Pacific Council. Dr. Healy has participated in APEC Energy ministerials, the APEC leaders meetings in Kuala Lumpur, Malaysia and Auckland, New Zealand, and numerous commercial trade missions to Indonesia, the Philippines, Hong Kong, China and Japan. He is a senior advisor to the US Asean Business Council.

Dr. Healy was awarded a Ph.D. in political science from the University of Pittsburgh and is an Adjunct Professor of political science at the American University where he teaches on corporations and politics. He is also a Fellow at the AU Center for Congress and the Presidency and a member of the Board of Trustees of the College of Southern Maryland, a gubernatorial appointment. He and his wife, Jann, reside in La Plata, Maryland.

MEMBERS OF THE FIRM

R.D. FOLSOM

Senior Vice President

R.D. Folsom has provided legislative and policy advice to the White House, Congress, Executive Branch agencies and private sector clients for more than thirty years. From his early days on both the Senate and House energy and resource committees to his role as an energy and natural resources advisor to President Carter during the energy crisis of the 1970's and 80's, this veteran of the Washington political and lobbying scene is widely recognized as one of the Capitol's top trade lobbyists.

Since 1981, Mr. Folsom has offered his experience to U.S. and international interests, developing industry coalitions and generating domestic support for trade legislation and international agreements. Folsom has been integral to the legislative campaigns of every major trade bill considered by Congress since 1983, promoting trade liberalization and free market exchange. He represents both foreign governments and domestic clients and was a founding member of the steering committee for permanent normal trade relations with China and renewal of China's MFN status.

As Executive Director of the American-Australia Free Trade Agreement Coalition, Mr. Folsom helped build a business and agriculture alliance that developed into a 350 member force for successful enactment of the free trade agreement between the U.S. and Australia. As Director of the Comprehensive Market Access Coalition, a diverse union of 73 business and agriculture interests, Folsom pursued a winning strategy for the enactment for CAFTA.

With over twenty-five years experience advising foreign governments and private clients on how to maneuver in Washington, Folsom has worked closely with the Hong Kong government, the embassies of the Central American governments, the Australian embassy and numerous foreign clients in promoting free trade policies, organizing official visits to Washington and advising senior foreign leaders on political messaging in our nation's capital.

Mr. Folsom is a native Oklahoman, a graduate of the University of Oklahoma (BA and JD) and began his governmental work as an intern for former Speaker Carl Albert. He is a member of the Choctaw Nation of Oklahoma.

PADDY LINK

Senior Vice President

Paddy Link has twenty five years experience working at the highest levels of government. With service in the House of Representatives and the U.S. Senate on the personal staffs of Congressmen and Senators as well as on committees in both bodies, she was the first woman to head the staff of the U.S. Senate Committee on Commerce, Science and Transportation. Ms. Link was instrumental in drafting and enacting the Telecommunications Act of 1996. During her tenure as Chief of Staff, the Committee reported, and the Senate passed, the Maritime Security Act, the Sustainable Fisheries Act and the only comprehensive tort reform legislation ever to clear the U.S. Senate.

Ms. Link came to Wexler & Walker Public Policy Associates from the Senate Committee on Appropriations where she was responsible for funding recommendations for all U.S. trade agencies, the Department of Commerce, the Federal Trade Commission, the Maritime Administration and the Small Business Administration, among others.

Ms. Link's Capital Hill career began in the House of Representatives. She later went to the U.S. Senate where she worked before joining the Reagan Administration. During the Reagan Administration, Ms. Link served at the Department of Commerce, working in the Office of the Secretary and then at the National Oceanic and Atmospheric Administration as Legislative Director. In 1992, she returned to Capitol Hill and the House Science Committee, handling technology, environmental and aviation research and development issues. She subsequently moved to the U.S. Senate, serving as Chief of Staff to Senator Larry Pressler before going to the Commerce Committee.

Ms. Link lives in McLean, Virginia with her husband and two children.

MEMBERS OF THE FIRM

MARY MONTELLE TRIPP

General Counsel

A Washington attorney with twenty-five years of public and private sector experience, Monty Tripp guides Wexler & Walker's clients in the federal marketplace and oversight arenas. Tripp represents business, labor and nonprofit organizations before Congress and the Executive agencies developing and executing strategic advocacy, public relations and marketing campaigns. A veteran of defense, homeland security and technology appropriations, Tripp helps clients identify federal funding trends, build corporate profiles and establish relationships with key federal decision makers to maximize market success.

As counsel to the Committee on Oversight and Government Reform in the House of Representatives, Ms. Tripp led congressional investigations into major defense system overruns, federal technology acquisitions, and waste and abuse in health care and entitlement programs. She initiated oversight and investigation training programs for House committees and developed the staff training manual.

Ms. Tripp directed House leadership efforts to reform the federal budget process, expand government use of electronic commerce, and institute federal agency network and computer security controls.

Tripp previously served as counsel to the House Subcommittee on National Security, overseeing defense activities and international cooperation on the war on drugs. She served as Special Counsel to the House Rules Committee, co-authoring the revision of the House of Representatives Floor Procedures Manual.

Ms. Tripp is a member of the elite Advisory Council to the Republican Women's Federal Forum and the Leadership Circle of the Young Women Leaders Board at the American University. She served as a member of the Transition Advisory Committee for the Department of Justice.

Ms. Tripp attended U.C.L.A. and received her B.A. with high honors from Sweet Briar College. She earned her J.D. from the George Mason University School of Law. She and her husband, Don Wolfensberger, reside in Arlington, Virginia.

MARLA VIORST

Senior Vice President

Marla Viorst has spent the past 10 years working with clients on a range of public affairs issues, such as trade and immigration, food safety and healthcare. She provides strategic counsel and creates and executes programs in a number of disciplines, including message development and dissemination, ally development, reputation management, and regulatory and legislative affairs.

Most recently Marla led a global communications and public affairs effort supporting an international food and beverage company on a regulatory issue being reviewed at the WHO, EU, Health Canada and the U.S. Her role included developing and implementing a message platform to advocate the company's position with key decision makers, as well as cultivating and leveraging allies at the global, national and regional levels. She also oversaw global focus group testing and analysis to inform a message platform to support issue advertising, Web site and digital programming, policy briefs and executive briefing documents. Prior to this experience, Marla worked with NASSCOM, India's largest IT trade body, to influence U.S. and key global policy makers on temporary work visa and offshore outsourcing issues.

Marla also worked on Capitol Hill as press secretary for Congresswoman Lois Capps (D-California), a member of the House Energy & Commerce and Natural Resources Committees. In that role she developed messaging, statements and positions around key legislative issues, including Rep. Capps' landmark Nurse Reinvestment Act. Her daily responsibilities included proactive media outreach and response, op-ed and speech development, and served as campaign spokesperson.

Prior to her work in public affairs, Marla handled public relations for a number of clients, including Ronald McDonald House Charities, where she supported their outreach efforts with key grantees and prepared regular updates for the Charity's Board of Directors.

MEMBERS OF THE FIRM

DANIELLA LANDAU

Senior Vice President

Ms. Landau brings to Wexler & Walker broad expertise in government and public affairs consulting. Before joining Wexler & Walker Public Policy Associates, Ms. Landau led her own firm, Landau Consulting, where she provided corporate and not-for-profit clients with strategic positioning services, media relations and legislative and regulatory advocacy. Ms. Landau has worked on public policy, political and communications issues for nearly 20 years.

Prior to founding Landau Consulting, Ms. Landau served as a senior public policy adviser with the law firm of Baker, Donelson where she helped craft and implement legislative strategy for clients such as American Airlines, Lockheed Martin, L3, and the Environmental Law and Policy Center.

Ms. Landau was previously Managing Director of Government Affairs for American Airlines, where she helped develop, implement and direct legislative and regulatory strategy. Prior to joining American Airlines, Ms. Landau spent three years as a senior media adviser with the public affairs firm of Burson-Marsteller. There, she helped coordinate message and communications strategies designed to promote successful passage of the North American Free Trade Agreement (NAFTA). Also in 1992/1993, Ms. Landau served on the Clinton/Gore transition team.

Earlier in her career, Ms. Landau served as media director and head of production for the leading Democratic political consulting firm of Doak, Shrum and Associates, providing message and strategy to the campaigns at the national and state levels.

A native of Brazil, Daniella also helped conduct non-profit campaigns in Latin America for Childhope International and the Center for Democracy.

CHAD WOLF

Vice President and Senior Director

Chad Wolf joined Wexler & Walker in October, 2005 from the U.S. Transportation Security Administration where he served as the Assistant Administrator for Policy.

In addition to leading that office, Mr. Wolf served as Deputy Assistant Administrator and Chief of Staff. While at TSA, Wolf played a key role in the reopening of Reagan National Airport to general aviation operations and in finalizing the congressionally mandated National Strategy for Transportation Security. His portfolio included developing regulations and Security Directives to implement the agency's programs. Mr. Wolf regularly appeared before congressional and industry leaders to explain TSA policies, regulations and procedures. He was the recipient of the United States Secretary of Transportation's September 11th Service Medal and the TSA Transportation Security Silver Medal.

Mr. Wolf previously served on the staff of U.S. Senator Chuck Hagel (R-Nebraska), handling transportation issues and campaign finance reform. Wolf also worked for Texas Senators Kay Bailey Hutchinson and Phil Gramm.

Mr. Wolf is a *magna cum laude* graduate of Southern Methodist University where he majored in history.

MEMBERS OF THE FIRM

TOM CARPENTER

Vice President

Joining Wexler & Walker from the office of Congressman Todd Akin, Tom Carpenter's experience in telecommunications, international relations and social policy issues support our clients' needs in the areas of science and technology-related health, energy, aerospace and homeland security concerns. Mr. Carpenter works in the development and implementation of all aspects of public policy strategies from coalition building and media outreach to direct lobbying of Congress and the Executive branch.

As Executive Director of the Hydrogen Advisory Council, Mr. Carpenter manages a coalition of U.S. manufacturing interests and energy suppliers working to promote public policy on hydrogen energy and fuel cell development.

A campaign veteran, Carpenter is active in Republican political circles and served as campaign field director in Hempfield, Pennsylvania for Bush-Cheney 2004.

Mr. Carpenter is a Phi Beta Kappa and *Cum Laude* graduate of the University of Tennessee where he received a Bachelor of Arts in Speech Communication and a minor in Political Science. He resides in McLean, Virginia with his wife, Leah, and two children.

MALCOM C. GRACE

Vice President

Malcolm Grace joined Wexler & Walker Public Policy Associates in August 2006 after serving in the 108th and 109th Congresses as Legislative Counsel/Senior Legislative Assistant in the office of Congresswoman Linda T. Sanchez, and Legislative Director in the office of Congresswoman Sheila Jackson Lee.

At Wexler & Walker, Mr. Grace brings his congressional expertise to healthcare and telecommunications issues. Directing day-to-day client communications while monitoring legislative, administrative and strategic policy development, Mr. Grace advocates extensively on Medicare health information technology, stem cell research, patient costs, telecommunications reform and media access issues.

Mr. Grace is involved in federal politics and worked on several Democratic congressional races during the 2004 elections. Formerly a class action civil litigation attorney, Mr. Grace earned his law degree at the Syracuse University College of Law and undergraduate degree in History at Syracuse University.

MEMBERS OF THE FIRM

JAMES K. MELBERG

Director, Coalitions and Grassroots

Jim Melberg brings his expertise in grassroots and coalition development for national and state-level issue advocacy campaigns to Wexler & Walker clients. Mr. Melberg's forte lies in harnessing new developments in communications and computer technology to mobilize public interest.

He currently staffs the Comprehensive Market Access Coalition and Competitive Energy Coalition (COMPETE). Melberg's previous trade alliances included those working to pass Permanent Normal Trade Relations with China, the American-Australian Free Trade Agreement Coalition, the Alliance for GATT NOW and USA*NAFTA, which successfully advocated passage of their respective trade agreements.

His work includes strategic planning and recruitment, designing and implementing congressional vote and coalition membership-tracking systems and databases, serving as liaison with partnering state and federal coalitions, developing software to enable generation of high-quantity and quality grassroots letters, and coordinating national advocacy campaigns with state and local coalitions.

Prior to joining Wexler & Walker, Mr. Melberg served as National Project Director for Health Link USA at Families USA, a nationwide telecommunications network uniting grassroots organizations in support of health care reform. Additionally, Mr. Melberg served as Membership Director and Legislative liaison for a.s.a.p., a unique and influential coalition of activities from fourteen national associations working on health care and income security issues.

Mr. Melberg received his B.A. with distinction from the University of Wisconsin and an M.A. from Georgetown University. He was also awarded a Certificate from the Universidad de Belgrano in Buenos Aires Argentina.

PATRICE L. STANLEY

Public Policy Associate

Patrice L. Stanley brings experience in government relations, intergovernmental affairs, public relations, civil rights, procurement and contract management and minority business programs to the Wexler & Walker team.

Prior to joining Wexler & Walker, Ms. Stanley served in the Federal Highway Administration at the US Department of Transportation, the US Commission on Civil Rights and the Office of Intergovernmental Affairs within the Executive Office of the President during the Clinton Administration. Most recently, she served as the manager for Procurement and Minority Business Enterprise with the Maryland Environmental Service.

Ms. Stanley received her Bachelor of Arts degree in Political Science from Washington College in Chestertown, MD. While attending Washington College, her article, "The Realities of Moving Welfare Recipients to Workfare: Perspectives on Education and Training for AFDC Recipients" was published in *The Journal of Intergroup Relations*.