



THE
NATIONAL
GROUP_{LLP}
★★★

Federal
Government
Relations

WASHINGTON, DC



Government and Lobbying Experience... Where It Counts

- ★ Higher Education
- ★ Non-Profit Organizations
- ★ Finance & Taxation
- ★ State & Local Government
- ★ Transportation & Infrastructure
- ★ Healthcare
- ★ Defense
- ★ Homeland Security
- ★ Research & Development
- ★ Energy & The Environment
- ★ Aerospace

About The National Group

THE NATIONAL GROUP, LLP is one of Washington's premier lobbying firms, providing a full array of government relations consulting services to our non-profit, for-profit and municipal clients.

Founded in January 2001, The National Group is a bi-partisan group of government relations professionals each of whom has served in senior capacities on Capitol Hill and/or in Presidential Administrations. Each of our Partners also has a minimum of 15 years' experience advocating for clients before Congress, the White House and agencies of the federal government.

A medium-sized firm by design, we possess outsized capabilities and relationships that allow us to provide the absolute finest representation to universities, corporations, hospitals and health systems, small businesses, state and local governments, non-profit organizations and associations.

One thing that sets us apart from larger firms in Washington is that every single facet of the services we provide to our clients is handled only by our Partners, all of whom have extensive experience, exceptional contacts and an unsurpassed depth and breadth of understanding of how things get done in Washington. Our experience and know how allow us to craft smart, effective strategies for our clients and our wealth of personal and professional relationships with key Washington decisionmakers is often helpful to gain access for our clients to funding or a seat at the table when important matters are considered, finalized and implemented.

Since its inception, The National Group has established itself as one of the most effective and successful lobbying firms in Washington. The firm's work has been highlighted in Congressional Quarterly, Roll Call, The Hill and various other respected industry publications.

We invite you to learn more about The National Group by visiting [**www.thenationalgroup.net**](http://www.thenationalgroup.net).



Higher Education

For more than 30 years, The National Group's Partners have represented dozens of colleges and universities, large and small, from every part of the country. For community colleges, liberal arts colleges, land grant and major research universities, The National Group has been one of the most effective advocates in Washington for policy and funding decisions affecting learning — for individual institutions or for higher education, in general.

TNG's Education Team is headed by Vince Versage, who helped develop and run the university and college practice at the Washington lobbying firm which pioneered the federal earmark practice for institutions of Higher Education.

The key to our success for our higher education clients is our long experience, expertise and creativity in devising comprehensive and winning strategies that enable them to secure significant federal funding both through the federal grant process as well as through the annual congressional budget process. We assist in establishing long-term research partnerships with federal agencies like the Departments of Defense, Energy, Agriculture, NSF and NASA, as well as partnerships with companies and non-profit organizations to further our clients' educational missions.

In addition, we are effective advocates for higher education policies, working with Congress, the Administration and national organizations to affect legislation such as the Higher Ed Reauthorization, Tax Reform and Job Training bills that impact funding levels, priorities and other matters of importance.

When it comes to providing counsel and lobbying services to advance the cause of higher education in Washington, The National Group is second to none.



“As President of three major research universities, I relied heavily on The National Group to advance our goals in Washington. In my mind, there is nobody better in Washington for university representation.”

— **David Schmidly, Former President**
Texas Tech University, Oklahoma State University,
University of New Mexico

SELECT CLIENTS

Rochester Institute of Technology
 Loyola University Chicago
 University of Hawaii
 Texas Tech University
 University of New Mexico
 Oklahoma State University
 Emerson College
 Boston University
 Philadelphia University
 Ithaca College
 Canisius College
 Nazareth College
 Tulsa Community College
 Manhattan College
 Le Moyne College
 Boston College
 Purdue University
 University of Nevada Las Vegas
 University of Southern California
 University of Delaware
 University of Dubuque
 St. Bonaventure University
 Hilbert College
 Loyola Marymount University
 Texas Wesleyan University
 Worcester Polytechnic Institute
 Garden City Community College
 American Film Institute/Los Angeles School District
 Adler Planetarium/Chicago Public Schools

Non-Profit Organizations

Over the past 3 decades, we have achieved outstanding results for museums, science centers, libraries and special interest organizations in their pursuit of higher program funding levels, earmarks and federal grants as well as advocating on legislative and policy matters. We have been very successful in forging significant long-term agency partnerships for our clients to help strengthen and expand informal learning opportunities and educational experiences.

The National Group has represented a wide variety of museums, science centers and botanic gardens — large and small, public and private — securing tens of millions of dollars for a wide variety of infrastructure, technology, equipment, education and other purposes.

We have also played a major role in special efforts such as assisting the California Science Center in a national competition to secure one of 3 retiring Space Shuttles for permanent display on its campus.

The National Group has also aided non-profit organizations with consulting and lobbying services for issue advocacy efforts on Capitol Hill and with the Administration. We have successfully represented numerous non-profit groups on key health and environmental issues among others.

SELECT CLIENTS

California Science Center
Missouri Botanical Garden
Adler Planetarium and Museum
Liberty Science Center
National Wildlife Federation
Environmental Defense Fund
Holbrook Library
National Prostate Cancer Coalition
Equifax
Juul Labs, Inc.
First BanCorp
National Association of Shareholders
and Consumer Attorneys
Medicaid and Medicare Advantage
Products Association
Medical Card Systems



Finance & Taxation

The National Group has a strong record of success in representing clients in the area of finance, banking, taxes, insurance and credit.

Bill Oldaker, a long-time Washington lawyer-lobbyist, has a wealth of experience representing clients on policy matters before Congress and the Administration. In addition to his extensive career in law and government, Mr. Oldaker was an original investor in Century National Bank. He was a member of Century National Bank's Board of Directors and a member of Century National Bank Holding Company's Board of Directors for eighteen years until the bank's sale in 2001. In 2004, Mr. Oldaker helped found WashingtonFirst Bank and served as an original board member until its sale to Sandy Spring Bank on January 1, 2018.

The National Group's Partners enjoy excellent professional and personal relationships with Members and staff of the Committees on Finance, Ways & Means, Financial Services, Commerce, Judiciary and Appropriations on both sides of the political aisle. These relationships, combined with a wealth of knowledge and experience, make The National Group a tremendous asset to corporations and companies seeking favorable federal tax, trade, privacy and insurance policies or targeted provisions that impact their business.

State & Local Government

When decisions are made in Washington, the greatest impact is often felt at the state, county and local levels. Funding and policy decisions related to healthcare, transportation and infrastructure, economic development, the environment, taxes and other key areas can dramatically complicate life for Governors, County Executives, Mayors and others with the responsibility of providing important public services closer to home.

When the economy takes a turn for the worse, states, counties and municipalities, faced with budget shortfalls and tough decisions, often look to Washington as a way to jumpstart economic growth, create jobs and revitalize communities.

The National Group works with state and local governments to protect their interests in Washington when it comes to making policy and establishing funding levels for programs they rely on to get their jobs done. In addition, working with Congress and directly with federal agencies, we have an unparalleled track record of helping secure funding for specific infrastructure projects and economic development initiatives.

“When it comes to representing state, county and local governments, The National Group’s partners are among the most knowledgeable, innovative and effective lobbyists in Washington.**”**

— **Mufi Hanneman, Former Mayor**
City and County of Honolulu



SELECT CLIENTS

McHenry County, Illinois
Garden City, Kansas
Territory of American Samoa
Massachusetts Port Authority
Massachusetts Water Resources Authority
City of Miami Beach / Mount Sinai Medical Center
State of Hawaii
Lea County, New Mexico
City and County of Honolulu
Sacramento Area Flood Control Agency
City of Boulder City, Nevada
State of Delaware
Delta Airlines
Skychef / Gate Gourmet
Viejas Band of Kumeyaay Indians
County of Hawaii



Transportation & Infrastructure

When your business is related to transportation and infrastructure, all roads ultimately lead to Washington. And whether you are a Governor, Mayor, contractor, airport or seaport director, airline executive or union leader, The National Group has the experience and know-how to ensure that you are not left out of the legislative and regulatory processes as they relate to transportation and infrastructure funding and policy.

Matt Trant, who leads The National Group's T&I practice group, is a former Deputy Executive Director of the Massachusetts Port Authority, Special Assistant for Intergovernmental Affairs at the US Department of Transportation and Chief of Staff to a Member of the House Committee on Transportation and Infrastructure.

On Capitol Hill Matt worked on matters related to surface transportation, airports and aviation, rail, mass transit, clean and safe drinking water, and economic development. At Massport, he was responsible for overseeing and directing the day to day operations of the agency comprised of Logan International Airport, the Port of Boston, Tobin Memorial Bridge, Hanscom Field (general aviation airport) and a large portfolio of development in South Boston's Seaport District. During his tenure at Massport he worked on matters related to a \$1.5 billion modernization of Logan Airport, dredging

of Boston Harbor, construction of a controversial new runway, acquisition of a second regional airport and a host of other major issues.

As a lobbyist, Matt represents a wide variety of companies, municipalities, quasi-governmental entities, universities, hospitals and other entities with interests in transportation and infrastructure matters.

Sean O'Shea, co-lead of the T&I practice group, is an attorney and well-respected expert on transportation and infrastructure with more than 15 years of policy, legislative and legal experience. He handled all transportation policy and funding matters for Senator Hillary Clinton and Illinois Governor Pat Quinn and has played major roles across the spectrum of T&I related legislation, regulation, project and program oversight and funding.

Sean has worked with various federal, state, and local government entities, nonprofits, trade associations, universities, corporations, and unions and currently serves on the Board of Building America's Future, a major infrastructure advocacy group.

The National Group's Transportation & Infrastructure team has a wealth of experience and a depth and breadth of knowledge that are unsurpassed in Washington.



Healthcare

Healthcare will always be a dominant issue in Washington where all players in the arena are constantly presented with new challenges and opportunities.

The National Group is recognized as one of Washington's most effective firms in the representation of hospitals, health systems, clinical laboratories, insurance and medical device companies and other healthcare-related interests. Having an unmatched breadth and depth of advocacy experience in the U.S. House of Representatives, U.S. Senate and with key federal agencies, The National Group is uniquely positioned to ensure that its clients have a seat at the table when decisions are made about legislation and regulations that impact healthcare.

SELECT CLIENTS

National Jewish Medical Center
 Cedars Sinai Medical Center
 Mount Sinai Medical Center
 PeaceHealth System
 Chinese Hospital of San Francisco
 The Queen's Medical Center
 Providence Health & Services
 St. Mary Medical Center Services
 Oklahoma State University Health Science Center
 Texas Tech Health Science Center
 University of New Mexico Health Science Center
 Noble Hospital
 Mount Nittany Medical Center
 Scripps Health
 Sierra Nevada Medical Center
 Freedom Meditech
 National Prostate Cancer Coalition
 Intermountain Healthcare
 Adventist Health System
 Eastern Maine Health Systems
 ICU Medical Inc.
 Coqui Radiopharmaceuticals
 American Association of Hip and Knee Surgeons

Over the years we have been instrumental in securing millions of dollars for research, patient care, health information technology, education, equipment, professional health training and much more.

We also provide our clients with sophisticated and aggressive policy and regulatory advice and advocacy before Congress, the White House and key federal agencies, particularly the Department of Health and Human Services (HHS) and its sub-agencies including the Centers for Medicare and Medicaid Services (CMS), the Health Resources and Services Administration (HRSA), The Substance Abuse and Mental Health Services Administration (SAMSHA); the National Institutes of Health, the Food and Drug Administration and other agencies.

Whatever your stake in health care, The National Group will help you achieve your objectives.

“The National Group has helped National Jewish Health devise and execute strategies through which we have secured millions of dollars in federal grants to support various research and infrastructure upgrades. I highly recommend them for representation in Washington.”

— **Michael Salem, President & CEO**
National Jewish Medical and Research Center



Defense

For more than 30 years, The National Group's Partners have been called on to assist corporations such as Lockheed, Boeing and General Dynamics to advance and protect major systems and weapons programs through the defense authorization and appropriations bills on Capitol Hill and directly with the Pentagon. We have helped to salvage and advance the Seawolf program, maintain production of the F-16, F-22, F-35 and C-17 and fund a hydrological satellite system.

In addition to our work with major defense contractors, we have assisted numerous universities, medical centers and smaller companies form important long-term research partnerships with DOD, some of which have continued for more than 15 years. These have included development of textiles for use in combat, counter drone technology, life cycle and sustainment, micromachine fabrication, medical research and many, many others.

SELECT CLIENTS

Lockheed Martin
Boeing
General Dynamics
Rochester Institute of Technology
Philadelphia University
Lumetrics, Inc.
University of New Mexico
Infotonics Technology Center
McDonnell Douglas
Electric Boat
Intellisis
Kistler Aerospace
Kinetix
Mitsubishi
Alenia
University of Hawaii
Makai Engineering
Palomar Medical Technologies
National Jewish Medical Center
Laufer Wind
Vigilant Solutions
Rochester Institute of Technology



Homeland Security

Since its creation in 2002, Homeland Security has become one of the most expansive and diverse Departments in the federal government and The National Group has the experts and competence to guide you through this labyrinth of obstacles and opportunity.

Our team of experts is intimately familiar with the operations and programs of the various agencies that comprise DHS. We also know the decision-makers from the program manager level to the Department's highest echelon and offer our clients access to the inside information they require and the people they need to influence in order to achieve their objectives.

We have an enviable track record of success representing clients with policy, operational and funding issues dealing with TSA, FEMA, Customs & Border Protection, the Coast Guard and USCIS. We are also among the very best in town at identifying, creating and pursuing opportunities for clients seeking to engage the Science & Technology Directorate with innovative ideas for developing and deploying new tools for combating threats.



Research & Development

The National Group has a long and successful record of securing funding for cutting edge research and development having secured hundreds of millions of dollars for its university, independent research organization and private sector clients over the past three decades.

We also help form long term research partnerships between our clients and other entities for collaboration on important research initiatives that support key objectives at DOD, Homeland Security, Energy, NASA, NSF, NOAA and OSTP. We are expert at pursuing funding for basic and applied research and development involving nanotechnology; life cycle engineering and sustainability for vehicles and weapons systems; transportation; Homeland Security technologies; remote sensing and digital imaging; military textiles; medical technologies; systems and composites for long duration manned space flights; optoelectronics; bioinformatics; counter drone technology; facial recognition, cybersecurity and many, many others.



SELECT CLIENTS

Boeing Corporation
Rochester Institute of Technology
Mitsubishi Corporation
Infotonics Center of Excellence
Kinetix
Laufer Wind
Philadelphia University
Alenia Aerospazio
Cedars Sinai Medical Center

Loyola University Chicago
Corning Corporation
Intellisys
Stanford University
Trex Enterprises
NextGen Aeronautics
United Space Alliance
Purdue University
Spectrum Astro
Arizona State University



Energy & The Environment

In a world increasingly concerned with issues such as climate change, sustainability, renewable energy, clean air, clean water and reducing carbon footprints, it is critical that corporations, companies, associations, state and local governments, non-governmental organizations and others with a stake in the environment have expert counsel in Washington.

Led by Drew Willison, former Clerk of the Senate Appropriations Subcommittee on Energy & Water Development, Chief of Staff for Senator Harry Reid and VP for Public Policy at Battelle, The National Group helps clients advance their agendas across the entire spectrum of energy and the environment legislation and regulation. Our Partners have assisted clients with matters involving university research, renewable energy, fossil fuels, nuclear power and waste management, Superfund and brownfield programs, the Safe Drinking Water Act, the Clean Water Act, land and water conservation and use and the protection of natural resources.

We have exceptional relationships on Capitol Hill as well as at the EPA, DOE, DOI, Army Corps of Engineers, NRC, BLM and other federal agencies which allow us to gain valuable access, insights and information that position our energy & environment clients for success.

Aerospace

Led by former NASA Deputy Administrator for Congressional Affairs, Jeff Lawrence, The National Group assists corporations from across the country and around the world in understanding, navigating and engaging NASA as they seek to participate in its various important missions. We also aid universities in becoming partners of the agency, by identifying how their research capabilities may allow them to fill an important function for NASA, then bringing it to the attention of the agency's decision makers — from program managers to the Center Directors and the 9th floor of NASA Headquarters. We also help to link research universities with large corporations to bid on NASA research proposals. No one knows Aerospace like the professionals of The National Group.



“*The National Group has represented the California Science Center in Washington for nearly twenty years. With their expert assistance we have received tens of millions in federal funding and were selected by NASA to be the permanent home of the retired Space Shuttle Endeavour.*”

— Jeffrey Rudolph, President and CEO, California Science Center



“**HIGHLY EFFECTIVE** — *The National Group is a highly effective firm that has developed relationships with Congressional leaders and federal policymakers that PeaceHealth had not previously enjoyed. They help maintain and maximize those relationships in support of the system's local and regional health care reform interests and provide first rate advocacy in Washington.*”

— Alan Yordy, former CEO and Chief Mission Officer PeaceHealth

The National Group's Partners



VINCENT VERSAGE co-founded The National Group in 2001, after a fifteen-year lobbying career with one of Washington's most successful government relations firms. Over his lobbying career, Mr. Versage has represented clients such as Cedars Sinai

Medical Center, National Jewish Health, Peace Health System, Mount Sinai Medical Center, Lockheed Martin Corporation, City of Honolulu, University of Hawaii, University of New Mexico, and Rochester Institute of Technology. Mr. Versage has a broad and bi-partisan relationship network with lawmakers on Capitol Hill and with key federal agency officials. He is a leading expert in the Congressional appropriations, federal grant and earmarking processes, in tax and health care policy, and transportation and public works funding. Mr. Versage began his Washington career as a Congressional aide to Hawaii Senators Spark Matsunaga and Daniel K. Inouye, and Colorado Congressman Timothy Wirth.



MATT TRANT is a seasoned Washington veteran who heads the firm's Transportation & Infrastructure and State & Local Government practices. Mr. Trant worked on Capitol Hill for 9 years, serving as Chief of Staff and Legislative Director to a member of the House Committee on

Transportation & Infrastructure and as a staff assistant to the late Congressman Silvio O. Conte (R-MA), Ranking Member on the House Appropriations Committee. He served as an appointee in the Administration of President George H. W. Bush at the U.S. Department of Transportation under then-Secretary Andrew Card and at the Federal Energy Regulatory Commission (FERC).

Mr. Trant has also served as Deputy Executive Director of the Massachusetts Port Authority. He has worked on a number of national, state and local political campaigns and was a supervisor for the Bush-Cheney campaign in the Florida Recount during the 2000 Presidential election.



WILLIAM OLDAKER, a founding partner of The National Group and the Oldaker Law Group, has had an extensive career in Washington holding high-level positions in the federal government including serving as President Clinton's

appointee to the National Bio Ethics Committee. For 35 years Mr. Oldaker has practiced law and has represented numerous presidential and congressional campaigns, labor unions, trade associations, corporations and other political organizations on the establishment and operation of Political Action Committees and related political activities. A highly successful and well-respected lobbyist for the past 25 years, Mr. Oldaker enjoys a broad range of close working relationships with Members of Congress on both sides of the political aisle, and has represented a diverse. Prior to founding Oldaker, Belair & Wittie, Mr. Oldaker was a partner at Epstein, Becker and Green, PC and a partner at Manatt, Phelps and Phillips.



DREW WILLISON is a partner of The National Group and the affiliated firm Oldaker and Willison. He has served at the highest levels of government for more than 20 years, as Staff Director of the Senate Subcommittee on Energy & Water Appropriations and most

recently as Chief of Staff to Senate Democratic Leader Harry Reid. Mr. Willison has a reputation for being one of the most knowledgeable and effective staff members on Capitol Hill. Among his many accomplishments, Mr. Willison was one of the principal architects of the Bipartisan Budget Act of 2015, crafting the massive two-year federal budget bill and successfully brokering its enactment with the White House and congressional leaders. As Senate Sergeant at Arms, Mr. Willison was entrusted with the operations and security of the United States Senate and developed close personal and professional relationships with all 100 Senators and their staffs. In addition to his government service, Mr. Willison served as Vice President of Public Policy and External Relations at Battelle, the world's largest independent research and development organization. He is an Honors graduate of the College of William and Mary and holds a Master's Degree in Public Administration from the Ohio State University and a Law Degree from the George Washington University.



DAVID MCNITT is a Partner of The National Group as well as the affiliated firm Oldaker Willison. His practice focuses on federal regulatory and legislative matters particularly focused on health care. Mr. McNitt has represented the federal interests of hospital systems,

medical device companies, healthcare associations, technology companies, universities and non-profits before Congress and federal agencies. He has worked extensively on issues relating to extramural federal health research, programmatic funding, the Patient Protection and Affordable Care Act, MACRA, 21st Century Cures and the Food and Drug Administration Safety and Innovation Act among other legislative and regulatory healthcare matters.



VALERIE OSBORNE specializes in health care advocacy. She served on Capitol Hill for 6 ½ years as an aide to Congressman Frank Riggs (R-CA), a member of both the House Appropriations Committee and the House Committee on Education and

Labor. Ms. Osborne served as the key staff person to those committees with a particular emphasis on the Subcommittees on Labor, Health and Human Services, Elementary and Secondary Education and Higher Education and Lifelong Learning. She also worked for Congressman Peter Torkildsen (R-MA) as the key staff person on all social, health and education issues and policy. Ms. Osborne is a respected lobbyist with a deep understanding of health care and an excellent network of relationships with Capitol Hill policymakers and in both Republican and Democratic Administrations.



JEFFREY LAWRENCE heads the firm's Aerospace practice area. He served as Associate Administrator for Legislative Affairs for the National Aeronautics and Space Administration (NASA) from April 1993 through September 1997. In that position, he was

the principal legislative strategist for the nation's space agency and a senior advisor to its Administrator, Daniel S. Goldin. Prior to joining NASA, Mr. Lawrence was Legislative Director to former U.S. Representative Bill Green (R-NY), serving as Appropriations staff to the Minority Member of the VA/HUD and Independent Agencies Subcommittee.

Senior Advisors and Of Counsel Professionals

DR. DAVID SCHMIDLY

Former President Texas Tech University, Oklahoma State University, University of New Mexico

DANIEL GOLDIN

Former NASA Administrator

DR. ALBERT SIMONE

Former President, University of Hawaii, Rochester Institute of Technology

BILL SHEPHERD

Former Commander, International Space Station, Navy Seal, NASA Program Manager, SOCOM Science Advisor

DR. FRANK LAZARUS

President Emeritus, University of Dallas

JOHN HARMER

Former Lieutenant Governor of California

MUFI HANNEMANN

Former Mayor of the City and County of Honolulu

SEAN P. O'SHEA

Former Aide to President Bill Clinton and Senator Hillary Rodham Clinton and Deputy Chief of Staff to Illinois Governor Pat Quinn

MICHAEL ALEXANDER

Former Aide to Senator Dick Durbin

JOHN BOROVICKA

Former Aide to Congressman Mike Quigley and Mayor Rahm Emanuel

MICHAEL SZYMANSKI

Former Aide to Senator Clinton, State Department Official

ELLIOTT FIEDLER

Former Aide to Congressman David Obey

ART WU

Former Counsel to House Committee on Veterans Affairs

JAVIER LLANO

Former Aide to Congressman Charles Rangel

BILL NELSON, JR.

Business Development Consultant

Select Accomplishments

Successfully advocated for the continuation of several major defense systems

Secured hundreds of millions of dollars for university clients for Research, Equipment, Infrastructure, Education and other purposes

Defeated appropriations riders that would have prohibited federal sales by a technology client

Helped to establish a technology consortium and identified and secured tens of millions of dollars for Research & Development

Secured \$12M for Counter Drone R&D through the Air Force for a small company

Secured critical disaster relief funding

Tens of millions in funding for museum and science center clients for infrastructure, exhibits, equipment and education programs

Full funding of a Seawall Rehabilitation project through the Army Corps of Engineers

DOD medical research funding for several hospital and university clients for research into warfighter respiratory issues, infectious diseases, irritable bowel disorder, burns, traumatic brain injury and other purposes

Secured tens of millions of dollars through the Economic Development Administration for a wide variety of client initiatives

Secured multiyear research and development contracts worth tens of millions of dollars for life cycle and sustainability research with the Marine Corps

Restored full funding of a clean energy manufacturing program at DOE, resulting in a \$70M 5-year research grant

Secured transportation and infrastructure funding for dozens of state and local government, university and hospital clients

Formed a multi-university consortium that successfully pursued a Homeland Security Center of Excellence in bio-terrorism

Assisted a client in a successful competition for a retiring Space Shuttle

Quickly secured long awaited approval from the FAA for an aviation safety technology developed by a small company client



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