

REQUEST FOR FEDERAL RELATIONS LOBBYING AND CONSULTING SERVICES

Wayne State University

Submitted by:

Van Scoyoc Associates Inc.

May 10, 2013





May 10, 2013

Ms. Kimberly Tomaszewski
Senior Buyer
Wayne State University
5700 Cass Ave, 4th Floor- Suite 4200 AAB
Detroit, MI 48202

Dear Ms. Tomaszewski:

On behalf of Van Scoyoc Associates Inc. (VSA), we appreciate the opportunity to submit this response to Wayne State University's (WSU) Request for Proposal, seeking a Consultant for Federal Government Affairs Services. VSA would be honored to represent WSU.

Van Scoyoc Associates is a bipartisan, full-service Federal Government relations firm. We provide comprehensive Legislative and Executive Branch advocacy, including strategic planning and counsel, legislative and regulatory monitoring, identification and development of Federal funding opportunities, research, assistance with drafting legislative language, regulatory comments and grant proposals, and logistical support and scheduling for visits to Washington. Founded in 1990 with three employees and eight clients, VSA currently has over 60 employees and represents over 200 clients. VSA is consistently ranked in the top five lobbying firms, and has the largest –and most successful – higher education practice in Washington.

For Wayne State University, VSA proposes to utilize its strategic partnership with ScienceWorks, a non-lobbying consulting firm with extensive experience in understanding the research funding agencies, their processes, priorities, strategic planning and program review, and grant preparations and review. Together, the team provides a wealth of experience representing research universities, working on Capitol Hill and within the Executive Branch Federal research enterprise. I am confident that they will be able to exceed the expectations the University outlined in its RFP.

Thank you again for the opportunity to respond to the University's RFP. Please do not hesitate to contact me if you require any additional details or have any questions. We look forward to hearing from you.

Sincerely,

H. Stewart Van Scoyoc
President & CEO



Table of Contents

A. Firm Overview	1
B. Experience.....	2
C. Team	5
D. Approach	9
E. Schedule	13
F. W/MBE Commitment.....	14
G. Proposed Fee	14
H. Appendix	15

A. Firm Overview

This proposal is being submitted by:

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Attn: Ms. Stephanie Roehl
sroehl@vsadc.com

Van Scoyoc Associates (VSA) is one of the Nation's most successful government relations firms with a diverse client base including research universities, not-for-profit organizations, state and local government entities, small businesses and Fortune 500 companies. VSA is consistently ranked in the top five lobbying firms, and has the largest –and most successful – higher education practice in Washington. Although our firm is large, we maintain the hallmarks of a small firm by assigning specific principals and staff to each client, while making the full resources, knowledge, and expertise of the entire firm available to our clients as needed. VSA specializes in developing and implementing creative solutions to difficult challenges.

Located at 101 Constitution Ave. NW, VSA's building is recognized worldwide for its breathtaking views of Washington, D.C. and its proximity to the US Capitol and the Wayne State University (WSU) DC Office. Our location makes it easy to visit Members of Congress and staff of the House and the Senate, as well as many Executive Branch agencies. VSA can also offer meeting rooms, guest offices and administrative support for its clients. The University would also have access, if desired, at additional cost, to the rooftop terrace at 101 Constitution, one of the most sought-after locations in Washington for large scale events.

Affiliated Companies: In 2011, VSA entered into a strategic partnership with ScienceWorks, allowing the two firms to collaborate on a limited number of clients, and providing those clients with a unique set of capabilities that cannot be matched in Washington.

Van Scoyoc Associates proposes to work closely with ScienceWorks under this proposal. ScienceWorks is a non-lobbying consulting firm that is dedicated to helping people and organizations succeed in their science and engineering research pursuits. ScienceWorks brings valuable expertise in strategic planning, coalition building, research program evaluation and assessment, and grant preparation and review across federal research agencies to the team. Furthermore, ScienceWorks has an Advisory Board and a group of consultants drawn from academia, federal, and international experience who could be enlisted from time to time as may be advisable to achieve Wayne State University's objectives.

ScienceWorks is located adjacent to VSA:

ScienceWorks, LLC
Suite 675 East
101 Constitution Ave, NW
Washington, DC 20001
(202) 524-9580
www.scienceworksdc.com

Attn: Dr. Kathie L. Olsen
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B. Experience

Van Scoyoc Associates has one of the largest university practices in Washington, DC. We represent universities on a wide range of education and research and technology issues, grant writing, economic development, university outreach, and coalition building. VSA represents one university in the State of Michigan; Eastern Michigan University.

Our expertise lies in matching client strengths with federal opportunities, increasing access to appropriate federal officials, preparing clients to respond to competitive initiatives, and helping clients implement projects and market outcomes. VSA has worked with many clients of similar scope and size, and discipline to those anticipated by Wayne State University.

Some recent university client examples include:

Southeastern Research Universities Research Association (SURA)

VSA represents the Southeastern Research Universities Research Association (SURA) a consortium of 60 universities that manages the operations of the Jefferson Lab through Jefferson Science Associates – a SURA/Computer Sciences Corporation joint venture. Through its representation of SURA, VSA was able to raise the profile of the Jefferson Lab within the Congressional committees that fund DOE. VSA has also worked with the region's Congressional Delegation to protect DOE funding of Jefferson Lab's operations and infrastructure improvements. VSA is currently working with SURA to position the facility for \$1.5 billion in future DOE funding for new infrastructure, such as a new particle accelerator and 10 Free Electron Lasers. VSA has identified Administration officials who will be key advocates for new funding and has arranged meetings with those officials and Jefferson Lab executives. VSA has also worked closely with the region's Congressional Delegation and with other supporters of science funding to identify champions.

University of Notre Dame

VSA has helped Notre Dame capture over \$85 million in Federal appropriations since 2000. We have helped raise funds for Notre Dame's growing nuclear physics program as well as work in invasive species, nanotechnology, and programs abroad. In addition to Congressional action, we have also expanded Notre Dame's presence with Federal agencies and advisory groups. VSA helped organize a DARPA Day on the Notre Dame campus and fostered discussions with industry and agencies on partnerships. VSA is currently working to build the profile of the university in the arena of wireless spectrum research.

Experimental Program to Stimulate Competitive Research (EPSCoR)/Institutional Development Awards (IDeA)

EPSCoR/IDeA is a federal-state partnership that develops the research capabilities of universities in states that had historically received relatively smaller amounts of federal research funding. VSA has represented the EPSCoR/IDeA Coalition since the early 1990s. The focus of the program is research infrastructure development and increased competitiveness for research funding across the federal research agencies.

With the help of a continuing campaign by VSA, the coalition representing these institutions has raised the funding levels of the federal-wide EPSCoR and IDeA programs from \$8 million in fiscal year 1990 to almost \$500 million in 2012. In FY 2013, VSA organized a grassroots appeal in support of funding

levels in excess of the budget request, prepared materials for Congressional advocacy, helped develop Dear Colleague letters and secure signatures, arranged for witness testimony, helped prepare testimony, provided various electronic reports to members of the coalition and several newsletters. Both the House and Senate versions of the FY 2013 appropriations bills, as a whole, contain funding in excess of the FY 2012 appropriations and the FY 2013 budget requests. In the Executive Branch, VSA, working through the Foundation, assisted in setting up meetings with agencies, prepared materials for such meetings, assisted members in preparing for participation in agency-sponsored workshops, and monitored work and reports of the National Science Board on research universities. Additionally, VSA organizes and facilitates a yearly fly-in bringing together the researchers, Vice Presidents for Research, Vice Presidents for Government Relations, Deans and other university officials for a two day meeting. The meeting focuses on the Coalition's initiatives and prepares the attendees for meetings with their congressional delegation and agency officials.

University of Arkansas, Fayetteville

VSA has helped obtain over \$42 million in Federal appropriations for the University of Arkansas since 2001. Building on Arkansas' strength in the materials and energy sectors, VSA helped secure over \$18 million for nanotechnology related research and development of sensors for the DOD and significant Department of Energy funding for power distribution R&D work. VSA has also facilitated authorization of \$16 million for the decommissioning of the Southwest Experimental Fast Oxide Reactor in Northwest Arkansas in the Energy Policy Act of 2005. This was an Atomic Energy Commission legacy facility built in Northwest Arkansas in the 1960s that was "adopted" by the University. VSA has also supported the University's Mack Blackwell Rural Transportation Center in the DOT's University Transportation Center program.

Other Examples of Success

- VSA has maintained longstanding relationships with higher education clients, including one university system that has been a client for over two decades. VSA has worked with each campus in the system to identify their unique strengths to communicate to their delegation. Before the earmark moratorium, VSA helped secure funding for increased infrastructure and research capacity, bringing one of the most sophisticated campus science facilities in the world to one campus. With VSA's support, the university system has seen success in a wide range of federal funding initiatives, including the establishment of a university transportation center, statewide expansion of a trauma care system, and the development and expansion of an anti-phishing forensics initiative. VSA has helped to secure funding to expand tornado research and climate studies, as well as to establish a national water center.
- In the post-earmark environment, VSA works with the university system to carefully and creatively identify opportunities to submit language to be included in appropriations bills that provides for ideal competitive funding opportunities. VSA has successfully submitted language on a range of health, science, and environmental issues that are reflective of each campus' priorities. For example, language calling for additional funding for carbon capture and sequestration research can be found in the energy and water appropriations bill. Similarly, language directing NCI to establish regional robotic biorepositories for tumor tissue samples was included in the LHHS appropriations bill at the request of one campus.
- Even in the absence of earmarks, VSA has helped the university system continue to expand its diverse research output. Last year VSA was successful in adding language to the LHHS appropriations bill calling for a multidisciplinary approach to minority health and directing NIH to intensify its investment in health disparities research. The language led to a grant award for a new center at one campus dedicated to health disparities research.

- In recent years, VSA worked with a University to obtain funding to further its Ionic Liquids Research. That initial funding investment by Congress has now led toward the development of engineered heat transfer fluids and provided the basis for an ARPA-E grant that was competitively awarded last year.
- VSA has worked for several years with a university to expand and enhance its cybersecurity program. Work included an assessment of the strengths and weaknesses of the university offerings; the identification of four principal areas to pursue; the preparation of white papers; the organization of visits to policy and program officers in a variety of agencies; the organization of several workshops that included major speakers from Defense, Homeland Security, Justice and NIST; presentations at agency-sponsored events; and the pursuit of new RFP's. An unsolicited proposal was also submitted and funded.
- ScienceWorks earlier this year conducted a workshop for a university designed to examine the role of social science in the institution. ScienceWorks arranged for VPR's from select universities around the country to conduct a day long review of the institution's programs and policies and prepared a report with recommendations for both internal and external actions. That report's external findings will be used to pursue new funding sources in the federal agencies.
- In the last several years, VSA has worked to identify and establish optimal competitive federal funding opportunities for our research and university clients. In FY2012 and FY2013, VSA saw success working with clients' Congressional delegations to get language inserted in appropriations bills directing various agencies to establish competitive programs tailored to clients' strengths and priorities. For example, language was included in the FY2012 LHHS Appropriations Bill calling for the establishment of a regional health disparities program. While the absence of earmarks prevents direct funds to any one institution, the inclusion of language about health disparities benefited a medical university client located in a state with a large poor, rural population. VSA's university clients have seen successful language submissions on programs in various agencies such as DOE, DHS, DOD, NIH, CDC, and NOAA.
- Last year, numerous university clients were concerned about the State Authorization Rule dealing with online education and financial aid. On top of scheduling meetings for clients with Department of Education officials and Members of Congress, VSA pointed to opportunities for clients to join with other similar institutions opposed to the rule. When Department of Education Secretary Duncan testified in front of the Senate LHHS Appropriations Subcommittee, VSA worked with committee staff to write and submit questions about the rule to be asked of the Secretary by Senators on the committee. In recent months, VSA has done similar work with committee staff regarding the EPSCoR/IDeA program, raising awareness about the program while calling for protection or restoration of funding.

In general, VSA has been deeply involved over the past several years, in the following activities. Monitoring, analysis and input for:

- Initiatives anticipated or included in the annual budgets submitted by the President
- Emerging initiatives in the departments and agencies
- Policy and regulatory developments in the Executive Branch
- Congressional authorization, appropriation bills and other legislative vehicles
- Pending and upcoming competitive solicitations and opportunities in the departments and agencies
- Issues and policies being pursued by relevant higher education and science organizations
- Communications with Congress, the Executive Branch, science organizations, and other related interests
- Pursuit of opportunities to present testimony, serve on Federal panels, participate in various advisory capacities, and otherwise promote University interests

- Activities of National Science Board, Office of Science and Technology Policy and relevant study or advisory committees

Assisting individual universities and their researchers in:

- Identifying new program areas when they are in the formative stage at departments and agencies and where input into the process can still be made
- Assisting and attending workshops where program elements are discussed and considered
- Meeting with individual program officers
- Identifying relevant agency requests for information, public comment periods, and other input opportunities, then assisting the University in preparing a response
- Working with parties similarly situated or sharing interests to ensure input and consideration in the Executive Branch process
- Assisting in development of input and pursuing adoption of proposals in the legislative process

(See Appendix for a complete list of university clients)

C. Team

Wayne State University will have a team of experts that have experience working in and with Congress, government agencies and universities. VSA has many decades of combined experience working with and representing large and small, public and private, colleges and universities before Congress and the executive branch. It is also standard procedure to bring in others in the firm if their expertise is needed or to call on our affiliated experts and consultants. Leslee Gilbert, Stephanie Roehl, Jeff Trinca, and Kathie Olsen will be the team dedicated to Wayne State University's government relations needs.

(See Appendix for professional resumes)

Leslee Gilbert, Ph.D. is a Vice President at Van Scoyoc Associates who focuses on research, development, and competitiveness in fields such as aerospace, cybersecurity, information technology, basic and applied science, and energy. She works with several universities on issues facing higher education, such as capturing more Federal research dollars and raising the visibility of departments and programs in Washington.

Before joining VSA, she was Staff Director and Counsel of the House of Representatives' Science, Space, and Technology Committee, the primary committee for overseeing non-defense research and development. There, she managed a staff of 47 people with a budget of nearly \$7 million. Among its responsibilities, the Committee has jurisdiction over programs at NASA, NSF, NIST, NOAA, EPA, and the Departments of Energy, Homeland Security, and Transportation.

Dr. Gilbert played a central role in developing and implementing federal science, technology, and space policy. She worked closely with senior staff and Members of Congress on such legislation as the NASA Reauthorization Acts of 2008 and 2010, energy and water legislation, and the America COMPETES Reauthorization Acts of 2007 and 2010. She drafted legislation on issues ranging from cancer research to produced waters from oil and gas drilling. She also coordinated with senior Leadership staff, Administration officials, and key formal and informal Congressional coalitions, such as the House Cybersecurity Working Group and the High Tech Caucus.

Prior to leading the staff of the Science, Space, and Technology Committee, Dr. Gilbert worked for Rep. Ralph M. Hall of Texas as a Legislative Assistant, Deputy Communications Director, and eventually

Legislative Director. She served as a senior advisor on healthcare, appropriations, transportation, and budget matters and handled issues related to the Congressman's assignments on the Science and the Energy and Commerce Committees.

She has a B.A. from Texas A&M University in College Station, an M.A. and Ph.D. from the University of Kentucky in Lexington, and a J.D. from the Washington College of Law in Washington D.C. She is a member of the Maryland Bar.

Stephanie Roehl is a Manager, Government Relations and Pac at Van Scoyoc Associates. Ms. Roehl joined Van Scoyoc Associates, Inc., in October of 2005 and quickly established her credentials in several important areas, including politics and government relations. She works with a number of clients, including the Experimental Program to Stimulate Competitive Research (EPSCoR), a consortium of research universities in 25 states and two U.S. territories, and various clients of VSA's tax practice. Ms. Roehl has focused on appropriations and policy issues for university clients and corporations. In addition, she works with the different government agencies on behalf of the university coalition.

Ms. Roehl has helped develop appropriation and authorization strategies, drafted support papers for clients and drafted appropriations language. Her work with the university coalition and other firm clients has given Ms. Roehl an insight into what is needed to run a successful government relations campaign.

In addition to her government relations work, Ms. Roehl manages the Van Scoyoc Associates Political Action Committee associated with VSA, working on Congressional fundraising events and overseeing the complex reporting requirements required of political donors.

Prior to coming to Van Scoyoc Associates, Ms. Roehl worked with the Wayne State University Federal Affairs Office in Washington, D.C. There, she focused on higher education policy issues, appropriations projects for the university, administrative duties, and broadening Wayne State University's footprint in Washington, DC.

Ms. Roehl interned for U.S. Rep. Mike Rogers, R-Mich., and for Michigan State Rep. Andrew Richner. She also worked on Rep. Richner's re-election campaign in Lansing and Grosse Pointe, Mich. Ms. Roehl continues to work with the Michigan Delegation and is an active member of the Michigan Business Group and the State Society of Michigan.

Ms. Roehl holds a Bachelor of Arts in Political Science from the Maxwell School at Syracuse University and participated in the Washington Semester Program at American University. She is from Grosse Pointe, Mich.

Jeffery Trinca is a Vice President and founding member of Van Scoyoc Associates, Inc. His clients have included Fortune 500 corporations, universities, trade associations, small municipalities and utilities. Mr. Trinca brings to the table a lawyer's ability to draft bills and amendments, white papers and technical comments to regulations, while also providing keen political acumen to help clients maneuver within Congress and the Executive Branch.

At Van Scoyoc Associates, Mr. Trinca uses his broad network of contacts and insider's knowledge of the legislative and regulatory process to deliver success to his clients in the areas of tax, budget, and appropriations. This includes enacting amendments to tax and appropriations bills, negotiating changes to proposed regulations, obtaining government contracts and grants, and assisting the targets of Congressional investigations.

Mr. Trinca began his legislative career as Counsel to Senator David Pryor. During his time with the Senator, he specialized in tax and budget issues affecting many different constituencies and staffed his Finance Subcommittee on Private Retirement Plans and Oversight of the Internal Revenue Service. Mr. Trinca provided Senator Pryor with advice and guidance on several major pieces of legislation, including: the Tax Reform Act of 1986; the Consolidated Omnibus Budget Reconciliation Act of 1986; the Omnibus Budget Reconciliation Act of 1987; the Technical and Miscellaneous Revenue Act of 1988; the Omnibus Budget Reconciliation Act of 1989; and the Omnibus Budget Reconciliation Act of 1990.

Additionally, Mr. Trinca was instrumental in drafting and developing legislative strategy for the Omnibus Taxpayers' Bill of Rights Act, Internal Revenue Code Penalty Reform Act, and the Employee Benefit Simplification Act, and various annual appropriation bills.

While on leave from Van Scoyoc Associates, Mr. Trinca served for one year as Chief of Staff to the National Commission on Restructuring the Internal Revenue Service, co-chaired by then Congressman Rob Portman (R-OH) and Senator J. Robert Kerrey (D-NE). In that role, Mr. Trinca was the main strategist, executive manager, and advisor to the co-chairs and other commissioners of the congressional commission, including Senator Charles Grassley. The Commission issued its report on reforming the agency, *A Vision for a New IRS*, on time and under budget with a decisive bipartisan majority. The *Wall Street Journal* in its endorsement of the Commission's report noted that its "common-sense suggestions deserve careful attention." President Bill Clinton signed the Commission's recommendations into law in July of 1998.

Mr. Trinca received a JD from the George Washington University National Law Center in Washington, DC. He is a member of the DC Bar. He earned his Bachelor of Arts in oriental history, with special emphasis on Japan, from the University of California, Davis. Mr. Trinca lived and studied at the International Christian University in Tokyo where he was enrolled in an extensive program on Japanese language, history, and culture.

Kathie L. Olsen, Ph.D. is the founder and managing director of ScienceWorks, a non-lobbying consulting firm. Believing that research is the core foundation for innovation that will sustain global quality of life and economic vitality, ScienceWorks is dedicated to helping people and organizations succeed in their science and engineering research pursuits. Dr. Olsen is also an Affiliate Professor of Neuroscience at the Krasnow Institute for Advanced Study, George Mason University

Dr. Olsen served over 20 years in the federal government in a variety scientific leadership positions. She was confirmed by the U.S. Senate as the Deputy Director and Chief Operating Officer of the National Science Foundation (NSF) in August 2005. As such, she was responsible for the day-to-day management and oversight of program creation and administration; national and international collaborations; merit review processes; strategic and long-term planning and performance; budget development, implementation and reporting; personnel; and operations. The Office of Cyberinfrastructure (OCI) which is responsible for the acquisition, development and provision of the cyberinfrastructure resources, tools and services necessary for the conduct research and education reported to her. She oversaw the establishment of the first OCI Advisory Committee. Dr. Olsen has given a number of presentations in this area. She was been involved in the promotion of neuroinformatics, Big Data and the brain, including support of the formation and establishment of the International Neuroinformatics Coordinating Facility, housed at the Karolinska Institute.

Dr. Olsen is a strong advocate of EPSCoR. She made it a priority to visit universities within EPSCoR states and to participate in both the national and state meetings for both NSF and the Department of Energy. Dr. Olsen ensured the place for geographical location and types of institutions within both the NSF Strategic and Diversity Plans. She was involved in the EPSCoR 2020 Workshop which led to the

NSF EPSCoR Office becoming part of the Office of the Director and also the more recent 2030 Vision Workshop.

Upon resigning her appointment as Deputy, Dr. Olsen resumed her career SES status at NSF as Senior Advisor to the Chief Human Capital Officer. In this position she advised the Chief Human Capital Officer and NSF senior management on opportunities for NSF-wide management improvement in areas such as strengthening merit review and interdisciplinary research processes, and Program Officer training and development. In this role, Dr. Olsen convened and chaired the EPSCoR interagency group consisting of agency directors to enhance discussion and coordination among the government. She also established the National Science and Technology Subcommittee on Water Availability and Quality that led to a federal-wide strategic plan and a new NSF-USGS water initiative.

Dr. Olsen joined NSF from the Office of Science and Technology Policy (OSTP) in the Executive Office of the President where, since 2002, she had been the Associate Director and Deputy Director for Science. Her responsibilities included overseeing national and international science and education policy development and federal agency program coordination for the physical sciences, life sciences, environmental science, behavioral and social sciences and education.

Prior to OSTP, Dr. Olsen served as Chief Scientist for the National Aeronautics and Space Administration (NASA) (May 1999-April 2002) and the Acting Associate Administrator for Biological and Physical Research (July 2000-March 2002). As Chief Scientist, she served as the Administrator's senior scientific advisor, principal advisor on budget content of the scientific programs and principal interface with the national and international scientific community. As Acting Associate Administrator during the formulation of the new Enterprise for Biological and Physical Research, she oversaw budget development and implementation, recruitment and development of professional and support staff and strategic planning.

Dr. Olsen was recruited to NASA from the NSF, where since 1997 she had been Senior Staff Associate for the Science and Technology Centers in the Office of Integrative Activities. From February 1996 until November 1997, she was a Legislative Fellow and detailee from NSF on Capitol Hill. Between 1984 and 1996, she served NSF in a variety of administrative and scientific leadership positions.

At various times in her professional career, Dr. Olsen served as a Research Scientist at the State University of New York – Stony Brook's Long Island Research Institute, Assistant Professor in the Department of Psychiatry and Behavioral Science at the Medical School, Adjunct Associate Professor in the Department of Microbiology at the George Washington University, and Vice President of International Programs at the Association of Public and Land-grant Universities (APLU), a non-profit organization and the nation's oldest higher education association.

Dr. Olsen earned a B.S. in Biology and Psychology with honors from Chatham College and Ph.D. in Neuroscience from the University of California, Irvine. She was a Postdoctoral Fellow in the Department of Neuroscience at Children's Hospital of Harvard Medical School. The National Institutes of Health supported her research on neural and genetic mechanisms underlying development and expression of behavior where the focus was on underlying sex differences. She has served on review panels for U.S. federal agencies including National Institutes of Health, National Science Foundation and Department of Defense, foreign governments, international research institute, and UNESCO.

Dr. Olsen holds numerous career awards including four honorary doctorates from US universities, NASA's Outstanding Leadership Medal; the NSF Director's Award of Excellence; the Barry M. Goldwater Educator Award from the American Institute of Aeronautics and Astronautics—National Capital Section; the University of California, Irvine Lauds and Laurels Distinguished Alumna Award; the Barnard College Medal

of Distinction; and the Norwegian Royal Order of Merit. She is an elected Fellow of the American Association for the Advancement of Science, Fellow of the Association for Women in Science, member of the Explorers Club, and member of the Cosmos Club. Dr. Olsen also serves on several university or scientific society Boards and Committees.

D. Approach

On Capitol Hill and within the Executive Branch, the approach to funding programs of interest to institutions of higher education has evolved over the last three years. Today, the federal agencies are taking on a more important role than in the past, given the curtailing of Congressional earmarking. In light of this new environment, Van Scoyoc Associates proposes to undertake a comprehensive government relations campaign that advances Wayne State University's agenda with all elements of the federal government, from Capitol Hill to the various agencies and departments as well as promoting nationally, the University and the new President.

While budgets have decreased over the last few years, the federal government still spends more than \$140 billion on research and development—nearly 15% of the total federal discretionary budget. And that budget is highly concentrated. For example, six federal agencies receive the bulk of the R&D funding: The Department of Defense (DOD), the Department of Health and Human Services (HHS/NIH), the National Aeronautics and Space Administration (NASA), the Department of Energy (DOE), the National Science Foundation (NSF), and the Department of Agriculture (AG). Federal funds will be driven in significant part by those who “show up” for funding. VSA proposes to work with your federal relations representative in Washington to help advance key university and the Research Corridor initiatives so that more federal research dollars are captured.

Prior to instigating a coordinated plan of action, VSA will work with University officials to identify and scope key priority areas. We will probe current efforts and look at past success and failures to develop strategic plans for each major area that targets Congress, federal agencies, and outside groups and associations. The strategy will include a dispassionate assessment of research strengths, an assessment of how those strengths align with agency missions and goals, a plan to re-direct federal agency goals where necessary or appropriate to afford WSU researchers greater chance of success, and a plan to execute sustained communications with federal program managers, outside entities, and Congressional leaders.

As part of this effort, VSA will continuously monitor daily announcements of federal funding opportunities, changes, guidelines, and criteria and can filter and distribute those of interest to the WSU, if desired. The VSA team will work to align University research faculty with agency requirements while helping them develop successful proposals. The team can also assist with the review and refinement of grant submissions and would identify opportunities for collaboration and partnerships with nationally and internationally competitive groups in academia, government, and industry to augment the efforts of WSU.

VSA will work with WSU's Washington office to prepare presentations for Members of Congress, their staffs, and Executive Branch officials. We will also draft necessary testimony, “white papers,” talking points, letters, committee and/or appropriations forms, and technical bill and report language. We have significant experience preparing such documents, and can put this experience to use for WSU. Having recently left the U.S. House of Representatives, Leslee Gilbert is well-versed in many of the new rules the House put into place—rules that affect legislative drafting and strategy—giving the University an advantage in dealing with Congressional authorizing and appropriating committees. Ms. Roehl and Mr. Trinca will also assist in preparing materials and drafting language.

VSA will also assist the University in coordinating meetings in Washington, D.C., both on Capitol Hill and at various federal Agencies. To the extent desired, we are willing to escort any and all University representatives who need to visit the Hill to advocate for programs of importance when they travel here for professional conferences and advocacy. We will provide these services to the Federal Relations office and all others who request assistance scheduling and attending such meetings. Additionally, we will develop meeting talking points as well as follow-up action plans and coordination to meet all identified meeting objectives and post-meeting follow-up commitments. Furthermore, VSA will seek opportunities for Members of Congress, their staff, and federal program managers to visit the campus and observe first-hand Wayne State University researchers and facilities and to advance the University's image.

Strategic Planning: Dr. Olsen has undertaken extensive strategic planning at the national and international levels, as well as more recently for universities as a whole and for departments and programs/centers within a university. Recently, she assembled a group of six outside experts to conduct a review of a campus program and provide advice and guidance for enhancing the external funded research portfolio for social, behavioral, and economic sciences for the university. Dr. Gilbert and Ms. Roehl have extensive experience in strategic planning for individual institutions.

VSA is, consequently, positioned to assist Wayne State University with strategic planning and advice on several levels. Dr. Olsen can provide guidance and support for long term planning, evaluation of departments and programs and analysis of strengths, weaknesses and gaps. Dr. Gilbert, Stephanie Roehl, and John Fuller will focus on developing annual and multiyear plans for identifying and pursuing federal opportunities both in Congress and the Executive Branch. The VSA team would begin WSU effort with a planning session with the university. Since this contract begins in October, a new fiscal year, we will have some time to work with the University to develop a comprehensive plan. At that meeting, VSA and the University will finalize a priority list, any additional items the university wishes to raise and upcoming opportunities VSA has identified. Following that session, VSA will work with the University to prepare a request document for the Congressional delegation, as well as a strategy for interacting with departments and agencies.

Federal Legislative Activity: Congress continues to play a critical role in federal research and technology funding. There are several opportunities in the 113th Congress to affect legislation in ways that will result in additional opportunities for the University. There are opportunities for language that is beneficial to the University to be included in Appropriations Bills. This language is usually followed by the agencies and can restrict funding or provide additional detail on how the funding should be spent. Dr. Gilbert, Ms. Roehl and Mr. Trinca have all worked with the appropriations committees and have expertise in drafting language.

Additionally, the authorization process is an area where VSA can create opportunities for Wayne State University. In the 113th Congress there may potentially be action on a number of major authorizations, such as the Higher Education Act, a reauthorization of NASA, several energy and environment research and development programs, defense programs, and the America COMPETES Act. For example, Congress is considering whether or not to sustain a number of programs originally authorized in the Energy Independence and Security Act of 2007, including improved vehicle technologies. Such a reauthorization could be key to the Center for Automotive Research at WSU.

Having worked on most of the federal R&D authorizations over the past ten years, Dr. Gilbert has the know-how and strategic connections to assist Wayne State University in developing key programs to act as new initiatives for the Congressional Delegation and the authorizing committees. Via such efforts, narrower classes of competition can be created in order to increase the probability of the University's win rate in a given program area.

The entire VSA staff continuously monitors and shares information relating to Congressional appropriations and authorizations and the policies that drive them. NSB, PCAST and agency reports designed to direct policy are also monitored. As a result of their deep involvement with higher education and science and research issues, Dr. Olsen, Dr. Gilbert, Ms. Roehl, and Mr. Trinca are particularly conversant with the issues that impact colleges and universities.

- i. Drafting Legislation:* As a Subcommittee and Committee staff director and a senior staffer in a Senate Office and Congressional Commission, Dr. Gilbert and Mr. Trinca had direct responsibility for drafting bills, committee reports, floor statements and explanations, conference language, and other materials relating to appropriations and authorization bills enacted by Congress over a period of years. Both were very “hands on” in these processes, drafting the materials themselves or closely editing the work of others. Since coming to VSA, both have continued to draft bills, amendments and report language, as well as justifications for such.
- ii. Drafting Testimony for Congressional Hearings & Proceedings:* All of the proposed participants on this contract, as well as others at VSA have experience drafting Congressional testimony. In addition, Dr. Olsen has testified before Congress on numerous occasions, providing her with a personal understanding of how to prepare and deliver compelling testimony. Their experience would be directly available to WSU.

Michigan Delegation and Congressional Leaders: Though the Michigan delegation decreased in the 113th Congress it is still one of the most powerful delegations in Congress. Michigan Members hold six chairmanships- four in the House and two in the Senate. In addition, two representatives are ranking members on Committees.

On the House side, Representative Camp chairs the powerful Ways and Means Committee and Representative Sander Levin is the Ranking Member. Ms. Roehl and Mr. Trinca work extensively with the Committee including the Chairman and ranking member. Representative Upton chairs the Energy and Commerce Committee which has jurisdiction over a wide range of issues including, healthcare research at NIH and HHS, energy and environment, technology and commerce. Representative Mike Rogers and Representative Candice Miller both hold chairmanships of the Permanent Select Committee on Intelligence and the House Administration Committee respectively. Ms. Roehl has relationships with both these Chairmen and along with Mr. Trinca has worked with all of the Michigan House Members.

In the Senate, Michigan has two chairmanships. The first is Senator Carl Levin who for many years has chaired the Senate Armed Services Committee. The Committee which has authorization over The Department of Defense (DOD) is one of the leading agencies for federal research funding for universities. Ms. Roehl has worked with and continues to work with DOD on university research funding. Currently, she is working on 6.1 basic research within the Department of the Army for a coalition of research universities. Given WSU’s strong programs in cancer research, bioengineering, and neurobiology through the Ligon Research Center, VSA proposes to highlight DOD biomedical research programs further with the Congressional delegation.

Senator Debbie Stabenow is the Chairman of the Agriculture Committee. Agriculture research is likely to face some changes in the future. The President’s Council of Advisers on Science and Technology (PCAST) released a report on the need to address the new and growing demands on agriculture research and called for an increase in agriculture research funding. As Congress begins to dissect the report and look at new ways to improve research, we will use our already well established connections with the Committee (and the Agency) to make sure Wayne State University’s initiatives within agriculture research are known.

It is important to cultivate relationships with other Members, especially those on relevant authorizing and appropriating committees. We will work with chairs and committee staff to build visibility for the University, creating opportunities and minimizing legislative threats. VSA proposes to assist WSU and the new President in meeting with the Michigan Delegation Members. We will work to identify synergies between the university and Members and find avenues for them to become and in some cases continue to be “champions” of the University. Additionally, VSA will ensure that key Congressional committee chairs, ranking members and senior staff are educated on WSU initiatives so that the University can be in the best possible position to influence legislation. VSA will also work with the Delegation to arrange campus visits so that Members of Congress and their staff can see firsthand the high quality work being done at WSU. Similarly, we will continue to bring attention to the Research Corridor to Members of Congress not only in the Michigan delegation but chairmen of important committees and leadership, showing them the amazing research collaboration the three (Wayne State University, University of Michigan and Michigan State University) universities are partaking in.

Role of the Federal Agencies: As Congress has shifted away from designated projects (“earmarking”), the role of the federal agencies has grown. It will be important for WSU to leverage its strengths to position itself in the best possible position with the Executive Branch. The last time total research and development expenditures were tracked nationally, WSU brought in close to \$255 million, most of which was concentrated in the biomedical field.

Given WSU’s strengths in healthcare and biomedical research, DoD, NIH, NSF, and HHS are clear targets to build on existing successes. For example, the President recently announced the Brain Research through Advancing Innovative Technologies (BRAIN) initiative and the administration recently established an Interagency Working Group on Neuroscience within the National Science and Technology Committee (NSTC). The BRAIN Initiative envisions \$100 million in federal spending over the next five years, split between NIH, NSF, and DARPA. This new initiative could present possibilities for a range of centers at WSU, including the Bioengineering Center, the Ligon Research Center, and the Center for Molecular Medicine and Genetics.

Wayne State University’s urban environment also creates program opportunities with several agencies. Whether through the Center for Urban Studies or the Institute for Environmental Health Sciences, programs at the Department of Transportation, HHS, NSF, and EPA target urban development and research. VSA has experience working with diverse, urban universities and understands the unique role that they play in the community. We can work to advance WSU’s goals with key federal officials in these agencies.

Lobbying Regulations: VSA continuously monitors House, Senate and Executive Branch lobbying, travel and gift rules. For functions which it is sponsoring, it always seeks an opinion from the appropriate Ethics Committee. Three lawyers at VSA, plus others at the related Van Scoyoc Kelly law firm, are always available to review proposed activities and provide other advice. The VSA employee handbook states unequivocally that VSA will adhere to all rules and regulations. We strictly abide by the provisions of the Honest Leadership and Open Government Act of 2007, including prohibitions on gifts, meals, and travel for elected officials and staff, and adhere to the highest standards of ethics and integrity in our representation. VSA will provide a briefing to University officials on issues related their interaction with Federal officials as necessary.

Reporting and Filing: In accordance with the Federal Election Campaign Act and the Lobbying Disclosure Act, VSA has and will always file necessary reports regarding gifts, travel, financial disclosures and other notices on behalf of Wayne State University with the Secretary of the Senate and the Clerk of the House. We are committed to upholding the highest ethical standards. VSA has one

person whose primary responsibility is filing reports and three attorneys who monitor reporting and filing requirements.

Provide Periodic Reports: During initial consultation with WSU, we will settle on a reporting plan that meets your needs. Generally, the team schedules bi-weekly calls, with emails and supplementary calls in between as necessary. There is an agenda and action list for each call, which is modified at the end of each call. Thus, issues and action items are tracked on an on-going basis. Furthermore, VSA will provide Wayne State University with a monthly report on the activities that we have undertaken that month.

E. Schedule

Month #1-3 (October-December)

- *Travel to campus and meet with appropriate WSU representatives to review their agenda, identify issues requiring immediate attention and opportunities for the upcoming months.
- *Work with the new President to schedule a date/time to travel to DC for Congressional meetings, agency meetings and association meetings.
- *Prepare a request list for Members of the Congressional Delegation.
- *Prepare materials including white papers for Congressional Meetings.
- *Elaborate and expand on materials for use with Congress and the Executive Branch.
- *Schedule meetings with Executive Branch officials responsible for areas of high priority to the WSU, particularly OSTP, NITRD, NSF, NIH, HHS, DOE and DOD.
- *Initiate outreach to organizations that may be appropriate to help increase WSU's visibility in Washington.
- *Accompany the new President in Washington, DC for Congressional, association and agency meetings.

Month #4-6 (January-March)

- *Review possibilities for agency RFP's and unsolicited proposals.
- *Consolidate plans for pursuing most promising agency collaborations as a result of first quarter meetings.
- *Continue to build relationships initiated in quarter 1.
- *Develop a list of potential federal advisory committees for key researchers and administrators.
- *Meet with Congressional delegation and staff to discuss issues of interest and opportunities including the request list.
- *Provide questions to Members for budget hearings.
- *Analyze the President's FY 2015 budget for key programs of interest to WSU.

Month #7-9(April-June)

- *Expand interactions with Congress (delegation and appropriate Committees) to focus on promising targets of opportunity, especially in appropriations and authorizations.
- *Work with committees to find opportunities for WSU representatives to testify at Congressional hearings.
- *Organize a forum in Washington highlighting a key research area, if desired.
- *Monitor hearings and report back on hearings relevant to WSU interests.
- *Submit appropriate paperwork to offices and committees for WSU requests.

Month #10-12 (July-September)

- *Bring in WSU researchers, Deans, VPR's and other representatives to DC as necessary to meet with agency representatives.
- *Monitor the appropriation process and follow all WSU requests in bills.

- *Work with the Michigan Delegation to find a date for a delegation visit in August or September.
- *Coordinate Congressional “campus day” with WSU.
- *Visit campus and meet with WSU representatives, review work to date and plan for the following year.

At this point, it would be useful to conduct a review and evaluation of efforts and accomplishments to date in order to develop a plan for the following year. We will also conduct a review three months into the contract to assess efforts to that point.

F. W/MBE Commitment

At this time Van Scoyoc Associates will not be partnering with a W/MBE firm.

G. Proposed Fee

VSA works on a monthly retainer basis. Retainer rates are based on the scope of work and the number of principals and staff devoted to a client. We do not charge by the hour, so you know exactly what our services are going to cost.

The VSA/ScienceWorks team proposes a contract with an initial monthly retainer of \$10,000 with a \$1000.00 increase each year for the first three years. Normal expenses (long-distance telephone, copying, travel, etc.) would be in addition to the contractual amount and billable monthly, capped annually at \$5,000. All expense totals are for actual costs to VSA, without any markup or overhead included, and detailed billing records are provided.

(See Appendix- Schedule C)

H. Appendix

The following is a listing of VSA current higher education clients. For additional client information and a full list of all current clients, please visit WWW.VSADC.COM.

(Italic indicates universities in Michigan and states surrounding Michigan)

- Austin Peay State University
- Culinary Institute of America
- *Eastern Michigan University*
- Florida International University
- Georgia State University Research Foundation
- John Jay College of Criminal Justice
- Johns Hopkins University – Applied Physics Lab
- Montana State University
- Morgan State University
- Northeastern State University
- NYU Langone Medical Center/School of Medicine
- PENN Medical School
- The Texas A&M University System
- University of Alabama System
- University of Arkansas, Fayetteville
- University of California, San Francisco
- University of Central Oklahoma
- University of Connecticut System
- University of Guam
- Regents of the University of Idaho
- University of Maryland, Baltimore
- University of Memphis Foundation
- University of Montana
- University of New Hampshire
- University of Nebraska
- *University of Notre Dame*
- Board of Regents - University of Oklahoma
- University of Rhode Island Research Foundation
- *University of Saint Francis*
- University of South Dakota
- *University of Toledo*
- University of Wyoming
- Virginia Tech Foundation

Other Van Scoyoc Associates clients focused on education and research.

- Association of University Programs in Occupational Health and Safety
- AURA – Association of Universities for Research in Astronomy
- Desert Research Institute
- EPSCoR/IDeA Coalition of States
- Friends Of The Observatory
- Southeastern Universities Research Association
- Southern Research Institute
- Southwest Research Institute

Leslee K. Gilbert

PROFESSIONAL EXPERIENCE

Vice President

Van Scoyoc Associates

Washington, DC

2012-present

Responsibilities:

- Develop Federal relations strategies for four university clients and a consortium of over 60 research universities.
- Advocate on behalf of university clients before Executive Branch officials, Congressional Members and staff, and outside organizations and shape Federal policy decisions.
- Analyze legislation and budgets, and draft testimony, position papers, policy memos, and legislative text.
- Communicate with clients through weekly and monthly reports and alert them to relevant grant opportunities, new Federal regulations and policy developments.

Key Accomplishments:

- Developed and implemented a strategy on behalf of a university institute to build visibility in Washington and capture more Federal resources, which led to participation in a Federal forum, an invitation of a dedicated day at the Department of Defense featuring the institute, funding from NSF, and discussions with Administration officials and private sector entities on potential partnerships.
- Successfully advocated to increase Federal funding for nuclear and high energy physics research in the FY 2013 Senate and House appropriations bills. Despite overall budget cuts, the committees increased funding for these projects by \$18 million and \$21 million respectively.
- Increased positive visibility for a university coalition by securing a university official as a witness for a Congressional budget hearing.

Staff Director and Counsel

2011-2012

Committee on Science, Space, and Technology

Washington, DC

Responsibilities:

- Managed a Majority staff of 47 and an annual committee budget of \$6.68 million.
- Crafted the Committee's agenda and set legislative priorities, with an emphasis on aerospace, energy, cybersecurity, and innovation and competitiveness.
- Developed and implemented policy and political strategies for a committee that has legislative and oversight jurisdiction over programs at NASA, NSF, NOAA, NIST, Department of Energy, Department of Homeland Security, EPA, and the Department of Transportation.
- Coordinated committee activities and strategies with Members, House Leadership and Senate offices.
- Participated in weekly staff directors' meetings with House and Senate Leadership staff and advised the Chairman at Chairmen's meetings with the House Leader.

Key Accomplishments:

- Developed a comprehensive strategy for accomplishing the Chairman's overarching goals. Successfully completed the annual objectives of examining the Federal budget of agencies within our jurisdiction by overseeing over 50 hearings, 5 Member site visits, and 6 committee markups. Coordinated with House Leadership and other committees on strategic cybersecurity and technology working groups.
- Successfully transitioned committee staff from the Minority to the Majority, including doubling the personnel, assigning duties and responsibilities, optimizing work flow, cutting more than \$350,000 from the committee budget without cutting salaries or diminishing core capabilities and setting office policies.
- Managed Member and staff orientation to the committee for 11 new Members, 4 new subcommittee chairs and 16 new legislative assistants.

Republican Staff Director

2007-2010

Committee on Science and Technology

Washington, DC

Responsibilities:

- Managed the legislative activity of the committee for the Republican caucus.
- Coordinated with Executive and Independent agencies, including the Department of Commerce, the Department of Energy, the Department of Transportation, the Department of Homeland Security, NASA and NSF.
- Managed a staff of 20 Republican committee staff and Member designees.
- Developed and implemented legislative and political strategies to advance the Republican science agenda.

Key Accomplishments:

- Created and successfully implemented a comprehensive science and technology policy agenda for the Ranking Member.
- Transitioned committee staff from the Majority to the Minority, including integrating 8 new staff from the incoming Ranking Member with existing committee staff to create a unified team with a common set of goals.
- Oversaw the passage of several pieces of legislation, including the NASA Reauthorization Acts of 2008 and 2010 and the America COMPETES Reauthorization Acts of 2007 and 2010, which provided direction for 6 Federal agencies. Coordinated with the White House, Federal agencies, industry and congressional interest groups, and the Senate to advance legislation.
- Initiated a communications outreach strategy that included recess packets for Members with information on “hot topics”, committee accomplishments, oversight activities, talking points, and sample press releases.

Legislative Director

2005-2007

Congressman Ralph M. Hall (R-TX)

Washington, DC

Responsibilities:

- Managed the congressman’s legislative agenda with particular emphasis on healthcare, science, and technology issues.
- Coordinated legislative agenda with House Leadership.
- Principal advisor to the congressman on Energy and Commerce Health Subcommittee during implementation of the Medicare Modernization Act (MMA).
- Advised the congressman on Science Committee issues.
- Managed appropriations for the congressman.

Key Accomplishments:

- Produced and successfully advanced into law the National Integrated Drought Information System Act of 2006 (NIDIS) at NOAA.
- Coordinated with interest groups and wrote a successful resolution to bring awareness to ovarian cancer.
- Created a successful initiative to protect NASA appropriations funding.
- Built the River of Trade Corridor Congressional Caucus, and successfully achieved a High Priority Transportation Corridor designation for parts of Interstate 30.
- Led a successful effort to restore \$64 million in appropriations funding to the Department of Energy’s oil and natural gas technologies program.

Deputy Communications Director/Legislative Assistant

2003-2005

Congressman Ralph M. Hall (R-TX)

Washington, DC

Legislative Responsibilities:

- Principal advisor to the congressman on Energy and Commerce Health Subcommittee and Science Committee issues.
- Handled transportation, taxation, financial, and budget issues.
- Managed appropriations for the congressman.
- Principal speechwriter for the congressman.
- Wrote opinion pieces and press releases for national and district media.
- Managed website content.

Key Accomplishments:

- o Joined Leadership staff as one of the founding members of NASA House Action Team staff working group to promote space initiatives and protect NASA funding.
- o Wrote an opinion piece for Congressman Hall that was published in *USA Today*.
- o Redesigned the Congressman’s website and created a monthly e-newsletter for constituents.

Assistant Professor of History

2000-2003 Saint Mary’s University of Minnesota Winona, MN

Faculty Member, Master of Arts Program and Integrative Studies Program

1998-2000 Prescott College Prescott, AZ

EDUCATION

2005-2009 J.D. Washington College of Law, The American University Washington, DC
 *Admitted to the Maryland Bar, June 2010
 1993-1998 Ph.D. and M.A. University of Kentucky Lexington, KY
 1990-1993 B.A. *cum laude* Texas A&M University College Station, TX

Stephanie Roehl

ACHIEVEMENTS:

- Helped draft language for bills and advocated for their passage in the United States Congress on appropriations and authorization in financial services, defense, agriculture, transportation, and interior.
- Hosted campaign events, raising campaign contributions and coordinating with campaign committees and staff.
- Planned national conferences and Washington, DC fly-ins.

EXPERIENCE:

Oct. 2005-Present

Manager Government Relations and PAC, Van Scoyoc Associates, Washington, D.C

Highlights: Worked to pass language in the tax extenders bill that was crucial to the forest products industry; developed language that was included in appropriations and authorizations bills; continue to work directly with agency officials on the implementation of authorized programs; was successful in getting over \$800,000 in appropriations for a small city; hosted and raised contributions for approximately 60 fundraisers per cycle since 2008. Developed relationships across party lines with both House and Senate Members, covering almost all committees.

- Lead staffer for the firm’s tax practice advocating requests before Congress and providing research and guidance. Such clients include tax coalitions, a forest products company, small business tax firms, tax professionals, and Fortune 500 Companies.
- Part of a team that manages the legislative priorities for a national higher education coalition in 27 jurisdictions. Specifically manage the coalition’s Agriculture and Department of Defense research and development program. Coordinate logistics for all meeting planning, including the management of the annual fly-in meeting in Washington, DC.
- Provide legislative support and assistance to clients seeking federal authorizations and appropriations- clients include a foreign government, universities and colleges, a forest products company and coalition, and municipalities.
- Manager of the VSAPAC -- outreach to clients and potential donors to meet fundraising goals; coordinate all events and activities; maintain positive relationships with Congressional offices and campaign committees; keep detailed records of contributions and file with appropriate federal reporting agencies and organizations; manage the VSAPAC budget; and file LD203 reports for the firm

- Aug. 2002-Oct. 2005 **Governmental Affairs Assistant, Wayne State University Office of Federal Affairs,** Washington, D.C.
 Highlights: Coordinated a multi university Congressional staff education tour of the three research universities in Michigan. Initiatives resulted in congressional support for research being conducted at the universities.
- Coordinated Wayne State events with Members of Congress, federal officials, education associations, and local alumni.
 - Arranged meetings for staff and faculty members to promote initiatives for Wayne State University.
 - Served as a resource for interpretation of Wayne State policies and procedures.
 - Reviewed and processed expenditures, reimbursements, and monitored the office budget
 - Researched higher education, research and education issues, monitored and tracked legislation.
- Spring 2001 **Legislative Intern, Congressman Mike Rogers (R, MI),** Washington, D.C.
 Highlights: Researched and drafted responses to correspondence on Education, the Homeland Security, the Judiciary, Medicare/Medicaid, and Telecommunications.
- Conducted legislative research for congressional staff.
 - Maintained the constituent database to serve district needs more effectively.
 - Attended meetings, hearings and policy briefings.
 - Issues research and drafting of material for the Congressional Record.
 - Distributed and responded to incoming constituent correspondence.
- Fall 2000 **Intern, Congressman James T. Walsh (R, NY),** Syracuse, NY
- Prepared daily press clippings to educate the office on current events.
 - Responded to constituent requests through online programs, phone calls, and written correspondence.
 - Case management for constituent inquiries.
- Summer 2000 **Intern, State Representative Andrew Richner (R, MI),** Lansing, MI
 Highlights: Maintained relationships with area supporters on behalf of the Representative
- Worked on the reelection campaign, operated the donor database, solicited contributions- both in person and on the phone.
 - Provided office support.
 - Campaigned for various state representatives at a grassroots level.

EDUCATION: **Syracuse University, College of Arts and Sciences, Maxwell School;** Syracuse, New York
 Bachelor of Arts in Political Science May 2002

American University, Washington, D.C.
 Washington Semester Program, American Politics, May 2001

MEMBERSHIPS: • Michigan Business Group • State Society of Michigan • Syracuse University Alumni Association of DC • Alpha XI Delta National fraternity

JEFFERY S. TRINCA

EXPERIENCE

VAN SCOYOC ASSOCIATES, INC. VICE- President

1991 to present
Washington, DC

- Founding member and principal of the government relations firm of Van Scoyoc Associates, Inc., the largest independent lobbying firm in Washington, DC.
- Specializes in tax, budget, and appropriations issues in Congress and the executive branch.
- Successfully advocated before Congress and the executive departments on behalf of multi-national corporations, non-profits, universities and trade associations.
- Over 30 years of legislative legal experience, drafting statutes, regulations, amendments and white papers

THE NATIONAL COMMISSION ON RESTRUCTURING THE IRS

ONE-YEAR LEAVE OF ABSENCE FROM VAN SCOYOC (JULY 1996 – JUNE 1997)

- Served as Chief of Staff to the National Commission on Restructuring the Internal Revenue Service, co-chaired by Representative (now Senator) Rob Portman (OH) and Senator J. Robert Kerrey (NE).
- Acted as the main strategist, executive manager, and advisor to the co-chairs and other commissioners of the congressional commission, including Senator Charles Grassley, former Chairman of the Finance Committee. The Commission issued its report on reforming the agency, *A Vision for a New IRS*, on time and under budget with a decisive bipartisan majority. The *Wall Street Journal* in its endorsement of the Commission's report noted that its "common-sense suggestions deserve careful attention." In July of 1998, the President of the United States signed into the law the legislation implementing the Commission's recommendations.

THE HONORABLE DAVID PRYOR, US SENATOR SENATE STAFFER

1986 to 1991
Washington, DC

- Served as tax counsel to Senator David Pryor (AR) for five years and staffed Senator Pryor's Finance Subcommittee on Private Retirement Plans and Oversight of the Internal Revenue Service.
- Provided Senator Pryor with advice and guidance on all tax and budget bills passing through Congress: the Tax Reform Act of 1986; the Consolidated Omnibus Budget Reconciliation Act of 1986; the Omnibus Budget Reconciliation Act of 1987; the Technical and Miscellaneous Revenue Act of 1988; the Omnibus Budget Reconciliation Act of 1989; and the Omnibus Budget Reconciliation Act of 1990.
- Instrumental in drafting and developing complex legislative reform packages.
- Recognized within the business community for ability to build coalitions among divergent interest groups.

NOSSAMAN GUTHNER, KNOX AND ELLIOTT Legislative assistant/law clerk

1984 to 1986
Washington, DC

- Specialized in insurance, employee benefits, and tax issues before Congress and the Department of Treasury.

EDUCATION AND BACKGROUND

Juris Doctorate **1986**
George Washington University National Law Center, **Washington, D.C.**

Bachelor of Arts in oriental history, with special emphasis on Japan,
University of California, Davis. **1983**

- During junior year, lived and studied at the International Christian University in Tokyo.
- Enrolled in an extensive program on Japanese language, history, and culture.
- Undergraduate work in history was honored with the Departmental Citation for Outstanding Undergraduate Work.

Activities:

- Holds a black belt in the Japanese martial art of shotokan karate and participates daily both as a student and a teacher.
- Member of the District of Columbia Bar Association.