



Government Relations & Lobbying

Overview

Steptoe & Johnson's Government Relations & Lobbying Team understands the critical intersection of business, government, and public policy in an evolving political landscape. Our team works year-round and around the clock during legislative sessions to address clients' regulatory and legislative concerns. Our attorneys and lobbyists are experienced at helping clients pass legislation before state agencies and state legislatures that furthers their business interests. Our "people first" approach, open communication with policymakers, and regular follow-up allow us to build trusted relationships between our clients and elected officials in order to create opportunities to resolve business matters legislatively and administratively. This often involves articulating persuasively why legislation is important for the state and industry and how it will impact both.

Our team is results-driven and cost-effective when it comes to handling issues that involve policymakers. We assist clients in advocacy; appropriations bill drafting, monitoring, and lobbying; administrative rulemaking; state government procurement issue management; strategic planning; and communications. We work to address concerns and cover hundreds of bills each legislative session in the following industries:

Extensive Industry Advocacy

- Broadband
- Economic development
- Environmental
- Financial services
- Food and beverage
- Fossil fuels development
- Gaming
- Government procurement
- Health care and hospitals
- Higher education
- Industrial and public safety
- Infrastructure
- Insurance
- K-12 education
- Labor
- Manufacturing
- Medical cannabis
- Regulated utilities
- Social media
- Taxation
- Technology and data services
- Telecommunications

Representative Experience

- Drafted and successfully lobbied for the passage of a bill authorizing the unitization of interests in horizontal well-drilling units for multiple oil and gas producers
- Led the lobbying efforts that resulted in the passage of the Cotenancy Modernization and Majority Protection Act for West Virginia's largest oil and gas producer
- Successfully lobbied for the passage of multiple bills ensuring the fair and equitable valuation of natural resources property for ad valorem taxation
- Drafted and successfully lobbied for the passage of a bill to modernize historic preservation tax credit laws for a large-scale mixed-use real estate developer
- Drafted and successfully lobbied for the passage of bills enhancing property and sales tax increment financing laws for multiple real estate developers
- Advocated for and passed a bill allowing higher education institutions to enter agreements focused on economic development and job creation
- Successfully secured multimillion-dollar economic development incentives for a new industrial manufacturing client
- Advanced and passed several bills accelerating the build-out of a middle-mile broadband infrastructure development
- Negotiated, amended, and secured the passage of significant utility legislation for West Virginia's regulated utilities
- Secured the passage of a bill exempting prescription drug "gold carding" requirements
- Secured the passage of a bill addressing professionals authorized to diagnose post-traumatic stress disorder (PTSD) for workers' compensation eligibility
- Supported and passed reform legislation on generic prescription drugs for a national health care client
- Opposed and successfully stopped state regulatory efforts targeting gaming operations
- Successfully lobbied the West Virginia executive branch, culminating in the execution of a multimillion-dollar statewide contract
- Facilitated the approval of a supplemental appropriations bill ensuring critical funding for a government agency's technology vendor
- Blocked multiple legislative threats to clients across various industries

Our Team



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