

# DC &

LEGISLATIVE

REGULATORY

SERVICES, INC.

## Why Use DCLRS?

At DC Legislative & Regulatory Services, our mission is to exceed our clients' expectations. Our goals are to supply our clients with timely, accurate information and to provide quality, personalized service in a confidential manner.

Unlike most government relations firms, which specialize in either legislative or regulatory issues, DCLRS recognizes the importance of lobbying in both areas. Our dual specialty has resulted in direct monetary savings for our clients.

Strategically located in the heart of our nation's capital with easy access to the White House, congressional offices and federal agencies, DCLRS members are bipartisan specialists with contacts in both the Democratic and Republican parties. As a small and specialized firm, our staff members are readily accessible and become an integral part of your team.

## Our Specialties

Our primary areas of expertise lie in the agriculture, pesticide, fertilizer and biotechnology arenas. We also have extensive experience working corporate tax, environment, energy and world food aid issues. Other focuses include appropriations, irrigation, international trade and immigration reform.

Our clients range from national trade associations and major global corporations to regional companies and small family-owned businesses. They represent leaders in the fields of pesticides, fertilizers, chemical manufacturing and biotechnology research.

## Services Provided

- Facilitate access to key decision makers in Congress and federal agencies, across party lines. With over 40 years of combined experience, we have established relationships with key members of the House and Senate appropriations, agriculture and environment committees, as well as senior officials in the White House, EPA, Homeland Security, Department of Agriculture and other federal agencies. Our extensive contacts allow us to get quick and accurate responses to even the most obscure questions.
- Analyze the potential effects of proposed legislation and regulation pertaining to your industry. With this information, you will be better able to plan strategically, budget accordingly and manage your bottom line.
- Influence state and local legislation and regulatory initiatives that could impact your business.
- Develop coalitions with stakeholders on common issues of concern. By establishing partnerships with interested allies, DCLRS has demonstrated success in leveraging "strength in numbers" to influence decisions.
- Offer federal and state election analysis, prepare political commentary, write newsletter articles, speak at organization meetings.
- Help develop compliance programs in accordance with a host of laws impacting the production, operations, marketing and distribution of your products.
- Provide monthly client reports outlining our activities and including analyses of current laws, pending legislation and regulation, industry trends and client-specific products.
- Establish a mutually agreeable, fixed monthly retainer before work begins. No surprises or billable hours.

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## DAVID CROW - PRESIDENT

David Crow founded DCLRS in 1991 with the goal of developing a full-service government relations practice with expertise in legislative and regulatory affairs. He has built a small and talented team specializing in a number of policy areas including agriculture, climate policy, energy, international, labor and immigration, pesticides and fertilizers, small business, transportation and infrastructure, and water policy.

In a career that began in 1975, David has developed a wide range of contacts and knowledge working for Rep. Tom Coleman (R-MO), Secretary of Agriculture Jack Block, the Fertilizer Institute, the National Council of Farmer Cooperatives and the Jefferson Group. David also speaks to a wide range of industry audiences. He continues to be deeply engaged in the political process, raising money for candidates who represent issue areas and geographical regions that impact our clients. David also worked on several presidential and congressional campaigns in order to connect our clients to the political process.

David is a graduate of the University of Maryland with a degree in Political Science and Journalism and has an MPA from George Washington University. David has also taken a number of law courses in environmental policy from Georgetown University and the USDA Graduate School. David served as a Naval Reserve Officer in Public Affairs from 1985 to 1991.



## LAURIE-ANN FLANAGAN - EXECUTIVE VICE PRESIDENT

Laurie-Ann Flanagan is Executive Vice President at DCLRS with over 20 years of experience in the federal legislative and regulatory process. She is a trusted advisor and strategist at DCLRS with expertise in a variety of issues including energy, labor and immigration, pesticides and fertilizers, small business, and water policy. In addition to lobbying government officials, Laurie assists clients with strategic government relations planning. She advises clients on upcoming regulatory and legislative initiatives that could impact their businesses and helps them understand the steps needed to ensure successful advocacy efforts.

Prior to DCLRS, Laurie worked for Stateside Associates, Inc., a state government consulting firm. She previously worked for Senator John Seymour (R-CA) researching environmental and energy legislation and served as legislative aide for New York Assemblyman Robert Gaffney (R). She has also worked for several national and local political campaigns. Laurie is active in Women in Government Relations (WGR) and served on the organization's board for six years, including as treasurer from 2010-2012. In addition, Laurie is the president of a northern Virginia based children's charity, Kids Sending Smiles.

She earned her masters of business administration from George Washington University in 2001. She graduated from the Catholic University of America magna cum laude, Phi Beta Kappa with both bachelors and masters degrees in international politics in 1994.

*"Working with D.C. Legislative and Regulatory Services (DCLRS) has allowed the Federation of Employers and Workers of America (FEWA) to remain connected to Congress and the Administration. Legislative success has been possible by having DCLRS be the eyes, ears and voice for FEWA members in Washington, D.C."*

– SCOTT EVANS, PRESIDENT AT FEWA

*"DCLRS has provided unparalleled strategic advice to our association for almost thirty years. Their deep expertise and extensive experience engaging on Capitol Hill and with regulatory agencies continues to help us support a positive business environment for our industry."*

– MEGAN PROVOST, PRESIDENT AT RISE



## JAY VROOM - STRATEGIC ADVISOR

Jay Vroom retired from CropLife America in summer of 2018 after 30 years as the organization's President and CEO. CropLife is the national association for the crop protection and biotech industry and provides advocacy and public outreach for the sector. Earlier in his career he worked in ag trade associations serving the grain, fertilizer and input retailer sectors. Vroom is now CIO for his family business, Vroom•Leigh•Agriculture, LLC. He is engaged in a variety of business strategy, marketing and crisis communications, and government affairs consulting assignments. One of Jay's new work engagements is with DCLRS as a Strategic Advisor.

In his spare time he provides volunteer service on the boards of the Soil Health Institute, FFA Foundation and Wheat Foundation. He earned a BS in Ag Science from the University of Illinois. He and his wife Jamie live at McLean, Virginia, and both of them maintain active management and ownership interests with their respective farming families in Illinois.



## DAVID BEAUDREAU - SENIOR VICE PRESIDENT

David Beaudreau, Jr. has over 10 years experience in the government relations arena and has developed expertise in federal legislative and regulatory processes. At DCLRS, David has worked to develop expertise in agriculture, biofuels, energy, and transportation policy. David has helped clients develop a better understanding of how policy developments may impact their business. He also is the lead representative of the Biostimulant Coalition, a non-profit group of interested parties cooperating to proactively address regulatory and legislative issues involving biological and naturally derived soil and plant additives that aid in plant fertility.

David also worked on both the 2012 and 2008 Obama-Biden Campaigns. In 2008, he worked in Stark County, Ohio from July through the election. He was instrumental in organizing volunteer teams that called over 20,000 people and canvassed over 6,600 houses. Prior to his work on the campaign, David worked for three years as a Legislative Assistant in the government relations firm Morgan Meguire, LLC where he handled a variety of energy and environmental legislation. He has superb research skills tracking complex legislation and regulatory rules. Previously, David interned in the Congressional office of then Congressman Sherrod Brown (D-OH) and was a volunteer in the Kerry-Edwards Campaign Headquarters in Kent, Ohio during the fall of 2004.

A native of Pittsburgh, Pennsylvania, David earned a B.A. in Political Science from Allegheny College and a M.P.S. degree from the George Washington University's Graduate School of Political Management.

*"Lindsay considers DCLRS an integral part of our team, guiding us through the political process, concerning legislative and regulatory issues relevant to our core businesses. The DCLRS team proactively keeps our Lindsay team up to date on issues happening on Capitol Hill, including opportunities for Lindsay to be part of the conversation and solution. DCLRS has a pulse on the political climate, which is valuable to our team in managing our government affairs strategy."*

– TIM HASSINGER, PRESIDENT AND CEO AT LINDSAY CORPORATION

*"DCLRS has proven to be an invaluable resource in advancing our industry's interests in immigration reform and other workplace and environmental issues. Their technical expertise and their wide network of contacts in the halls of Congress and government agencies enable DCLRS clients to craft politically astute strategies and implement them successfully."*

– CRAIG REGELBRUGGE, SR. VP, ADVOCACY AND RESEARCH AT AMERICANHORT

*"DCLRS is our strategic political advisor and representative with key decision makers and stakeholders in Washington D.C. DCLRS is truly an extension of our Government Relations team and a tremendous asset for every part of our advocacy efforts. There professionalism, experience, access and political acumen is where we see their value parlay into positive results on the issues impacting the landscape industry."*

– BRITT WOOD, CEO AT THE NATIONAL ASSOCIATION OF LANDSCAPE PROFESSIONALS

*"The Gowan Group is a family owned business involved in several aspects of agricultural inputs. We view engaging and speaking up for policies that support technology in agriculture as an essential duty. We've worked with DCLRS to support this for many years and have been satisfied with their performance, advice, responsiveness and relationships they have with Congress and key Government officials."*

– JULI JESSEN, CEO AT THE GOWAN GROUP



## MEREDITH RYNKIEWICZ - VICE PRESIDENT OF GRANTS AND FUND DEVELOPMENT

Meredith Rynkiewicz is Vice President of Fund Development at DCLRS with over 16 years of experience in the military, the intelligence community, and grant fund development. She maintains a strong desire to enhance her client's growth with her guidance towards Federal and State grants leveraging DCLRS' extensive network of relationships. Clients funding opportunities are expanded within their respective markets through her expertise in researching and writing effective grant proposals.

Prior to DCLRS, Meredith worked independently as a consultant enhancing strategic relationships and developing capital campaigns. She previously worked as a Senior Consultant for Booz Allen Hamilton at the Department of Homeland Security and for SAIC at the Department of Energy.

She is a US Army combat Veteran who served as an Intelligence Analyst on active duty and as a Reservist for 6+ years. She deployed to Kuwait in 2002 and entered her combat tour during the initial invasion of Baghdad, Iraq in 2003. There she worked closely with special operations and coalition forces furthering stability and redevelopment missions. As a member of a Civil Affairs Command, she assisted non-government organizations and international organizations with humanitarian efforts through 2004.

Meredith earned her Executive Certificate in Nonprofit Fund Development from the University of Notre Dame, Mendoza College of Business. She graduated from the Pennsylvania State University with her Bachelor of Arts in American studies. In addition, Meredith serves as Vice President of the Board to the nonprofit Young Scientists of South Carolina and is an active member of The Association of Junior Leagues. A native of Washington, D.C., and Maryland, Meredith lives in northeast Pennsylvania with her husband and three daughters.