

## Government Relations and Government Affairs

In the turbulent world of politics few things remain constant, but for more than 60 years, clients have trusted the steady hand of Manning Fulton's government relations team to help them navigate all branches of government. For decades, Manning Fulton's lobbying team has been ranked as one of the best in the state. And, for decades, individual members of the lobbying team have been recognized as the most effective lobbyists in North Carolina.

In these times more than ever, clients need lobbyists who work well in a divided government. Our Government Relations team has fostered deep, meaningful relationships within both the executive and legislative branches among Democrats and Republicans, alike. Those relationships, along with our public policy experience and robust legal backgrounds, give us the tools to help our clients promote and defend their interests by successfully working with every level of local, state, and the federal government.

Our team is comprised of individuals with different backgrounds and different experiences - all of which help our clients day in and day out.

### Industries

Our Government Relations team has experience and expertise across a wide variety of industries, including:

- **Agriculture**

Agriculture always has and always will be one of North Carolina's most important industries. Manning Fulton's government relations team has experience representing both corporate and non-profit clients on a variety of agricultural issues, including representing Bayer, one of the largest and most innovative crop science companies in the world, as well as non-profits focused on preserving farmland.

- **Education**

Preparing tomorrow's leaders for the challenges and opportunities of the future is most important thing our state does. Our government relations team represents a variety of education clients that aim to improve the quality of the state's public schools, as well as companies that ensure there is a well-trained workforce to meet the needs of growing North Carolina business.

- **Energy**

## Related Services

## Related Attorneys

John A. Hardin  
William K. Morgan III  
Lewis King

Determining the best way to provide power to North Carolinians is one of the most complicated, and contentious policy issues our state faces. Our government relations team is well versed on energy policy issues, and can assist companies in navigating legislative and regulatory challenges.

- **Healthcare**

Healthcare is one of the most regulated and complicated industries, but our government relations team has the knowledge and experience to help our clients achieve their goals. We represent a range of healthcare clients, including healthcare providers, insurance companies, and a Medicaid managed care organization.

- **Insurance**

For decades, policymakers across North Carolina have looked to Manning Fulton's lobbying team for its insurance expertise. Our team represents the Insurance Federation of North Carolina, which is a trade association representing the leading property and casualty insurance companies doing business in North Carolina. We also represent the American Insurance Association, an insurance industry trade association representing about 300 insurance companies and Allstate, which is the largest public held personal lines property and casualty insurer in the United States.

- **Local Government**

As our state continues to grow, local governments across North Carolina face a unique set of challenges. Manning Fulton's lobbying team has years of experience representing coalitions of municipalities, as well as several individual cities and towns from across the state.

- **Natural Resources**

North Carolina is known for its iconic natural resources, from the Blue Ridge Mountains to the Outer Banks, with many world-class state and local parks in between. Our government relations team has experience and expertise representing the state's leading conservation groups, including The Nature Conservancy and the Land for Tomorrow coalition, who partner with state and federal agencies to protect the state's land and water for future generations.

- **Pharmaceuticals**

The life sciences industry is one of the fastest growing sectors in North Carolina, and Manning Fulton's government relations team has decades of experience representing industry leaders. Our firm currently represents PhRMA, the national trade association made up of the country's leading pharmaceutical research and

biotechnology companies, as well as some of the largest and most prominent pharmaceutical companies in North Carolina – including Bayer and Grifols.

- **Transportation**

Transportation is the most important piece of our state’s infrastructure. Our government relations team represents the North Carolina Railroad, which is a 317-mile state-owned rail corridor extending from Morehead City to Charlotte. Through our representation of several municipalities, we’ve also worked for years to revamp and reconfigure the way North Carolina funds transportation projects.

## **Services**

Our Government Relations team works closely with clients to develop a cohesive strategy designed to achieve their objectives.

Services provided by Manning Fulton attorneys in this practice include:

- Designing and executing legislative strategies
- Facilitating meetings with key elected officials
- Drafting of legislation and amendments
- Interfacing with the various administrative and regulatory agencies
- Preparing legislative or administrative testimony
- Preparation of fact sheets, white papers, and other written communications designed for policymakers
- Conducting legal and legislative research
- Monitoring legislative activities and reporting those activities to clients

For more information about this service,  
please contact...

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