

## Governmental Affairs

Lobbying  
State Funding & Procurement  
Monitoring & Research  
State Regulations  
Environmental Services  
Grassroots Training  
Strategy Development  
State Agency Liaisons  
Legislative Events  
Additional Services  
Our Successes  
Our Team



# Governmental Affairs

## Capitol Consultants

The true measure of success for any governmental affairs firm is found in diverse and enduring professional relationships with bipartisan members of the General Assembly, Executive Administrations and state agency personnel. Capitol Consultants' Governmental Affairs services include legislative lobbying and reporting, monitoring, serving as liaison to state agencies, boards and commissions and developing a tailored legislative plan for each client.

The Capitol Consultants Governmental Affairs team has developed and nurtured these types of relationships for a variety of health care, business, education and non-profit interests. Our team provides clients with a wealth of resources they won't find anywhere else. Drawing on more than thirty years of public policy and political experience and an unmatched knowledge of government processes and procedures, Capitol Consultants has been ranked the number one lobbying firm in South Carolina for the last six years by *The State* newspaper.

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# Lobbying

## Capitol Consultants

With thousands of bills introduced each year, 170 legislators, 11 standing House committees, 15 standing Senate committees, and over 75 agencies and commissions, the legislative process can be very difficult to navigate. Capitol Consultants has the staff, resources and experience to effectively advocate for your company or organization.

Our team works daily with elected officials and staff, directors of governmental agencies and business and community leaders to make effective changes in South Carolina's state laws and regulations. We monitor every bill, regulation and legislative report. We attend every committee hearing and make sure that information gets to you immediately.

We know how to bring the right players to the table, implement a specific plan and craft a message to accomplish a goal. Our clients trust our judgment, our professionalism and our ability to get things done.

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# State Funding & Procurement

## Capitol Consultants

With a 30 year veteran on staff as the Director of Procurement Services, and a team that has successfully obtained millions of dollars in state funding each year for our clients, Capitol Consultants has the insight and the expertise to find an innovative way to get your new project off the ground.

There are many multi-faceted steps in the South Carolina state budget process. Whether it is through writing provisos, inserting line items or obtaining appropriations through other means, we are intimately involved in every step of the budget process. Beginning with the Governor's State Agency budget hearings, and working with House and Senate budget writers during the committee process to overriding the Governor's vetoes- our team ensures that you are kept "in the know" on your budgetary requests.

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# Monitoring & Research

## Capitol Consultants

The successful navigation of a bill, regulation or budget item takes a great deal of preparation even before these items can be introduced.

We research legislation from around the country, talk to people and organizations that could be in opposition to what we are trying to accomplish, prepare talking points and draft legislation- all prior to a bill's introduction.

After introduction, we monitor each item closely to make sure no one amends or ultimately kills the items we are advocating or monitoring.

Our team has someone in the House and Senate gallery each day during the Legislative Session. We also read the daily introductions of all bills and regulations. This ensures that even bills that may not directly be related to your specific issues do not have anything in them that can harm you and your ability to do business.

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# State Regulations

## Capitol Consultants

Regulations have the force and effect of law but are not enacted like legislation. Instead, they are promulgated by a state agency, giving the public an opportunity to comment on the proposed regulations during the drafting process. They are then submitted to the General Assembly for review.

A regulation becomes effective either by the General Assembly enacting a Joint Resolution that approves the regulation or automatically by the passing of 120 calendar days from the day it is submitted for legislative review.

Our team works closely with state agencies and the legislature throughout the regulatory process to ensure that no unnecessary burdens are put in place that could hinder or slow your ability to do business.

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# Environmental Services

## Capitol Consultants

As regulations become more complex and communities become more aware of and involved in environmental issues, permitting of new facilities and compliance with government regulations becomes increasingly difficult. Our staff has thirty years of experience in various environmental programs, including permitting, compliance, enforcement, planning, and regulation development. Clients include the industrial, commercial, and regulated governmental communities, as well as the general public.

Capitol Consultants' staff is available to assist our clients in navigating the permitting process, making compliance easier through better understanding of regulatory requirements, and getting results. So, if you need assistance in obtaining or modifying a permit, assistance in writing a solid waste management plan, wish to improve your compliance record, or just need someone to represent your company, Capitol Consultants can meet your needs. We do it successfully for our clients each day.

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# Grassroots Training

## Capitol Consultants

The best way to impact a legislator is to organize a group of their constituents, outline clear and distinct goals and assist them in crafting a unified message. We also show them how to effectively communicate their message to their elected officials.

Our legislative team has developed a training session that outlines the general legislative process, the "Do's" and "Don'ts" of communicating with legislators and how to implement an effective grassroots campaign.

The training session includes role playing with a mock visit to a legislator's office when the legislator is both receptive and open as well as when he or she is disagreeable with your message. Often, we have actual legislators participate in these sessions.

Our clients who have participated in these sessions feel they are better informed about the process and are more confident and better organized to take their groups message to the State House.

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# Strategy Development

## Capitol Consultants

Our team develops and implements customized legislative and public affairs strategies to advance issues, solve problems or facilitate opportunities in the South Carolina political and legislative arena.

We craft more than 65 specific legislative strategies, deliver more than 30 customized legislative presentations and conduct numerous strategic planning sessions each year.

We know that no two sets of issues or problems are alike. Every client is unique. Our ability to tailor a strategic plan to meet *your* needs combined with our unparalleled level of service, leadership and accessibility has consistently made the Capitol Consultants team the best in the state.

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# State Agency Liaisons

## Capitol Consultants

Our team is keenly aware that effectively advocating for our clients issues goes well beyond the State House grounds.

Since 1984, our team has been developing and maintaining close contacts and friendships on all levels of State government. We have also worked behind the scenes long enough to cultivate an extended knowledge of the inner workings of State agencies.

We have built strong relationships with Agency Directors at the Department of Health and Human Services, the Department of Consumer Affairs, the Department of Health and Environmental Control, the State Department of Transportation and many others. We have also worked on legislation with members of their respective Boards and Commissions as well as their chief administrative staff. Some of these agencies are also past and present clients.

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# Legislative Events

## Capitol Consultants

Our Governmental Affairs team likes to involve you in every step of the legislative process. Below are just a few examples of the events we plan for our clients.

- Committee Dinners/Lunches/Breakfasts
- Legislative Days at the State House
- Gallery Introductions
- Caucus Events
- State House Tours
- One-on-One Legislative Visits
- Key Staff Meetings
- Committee Briefings
- Retreats
- 'How to Communicate Effectively with Members of the General Assembly' seminars.

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# Additional Services

## Capitol Consultants

- Legislative Bill Drafting
- Media Consultation
- Press Releases/ Letters to the Editor/  
Opinion Editorials
- Ballot Counting
- Polling
- Political Consulting
- Branding
- Environmental Services
- Meeting Planning
- Permitting
- Speech Writing
- Editing/ Printing
- Crisis Management

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# Our Successes

## Capitol Consultants

*The true measure of a  
successful lobbying  
firm is their ACTUAL  
record of success.  
Here is a sample of  
ours:*

- Successfully lobbied for the passage of the Dental Practice Act, Pharmacy Practice Act, Chiropractic Practice Act, Respiratory Therapy Practice Act, Residential Builders Practice Act, Social Work Practice Act and Optometric Practice Act.
- Successfully lobbied for \$7 million for the James B. Edwards School of Dentistry
- Successfully lobbied for a \$2 per day increase in the provider reimbursement rate for Medicaid adult day care services from DHHS in the 2005-06 state budget.
- Successfully lobbied for the Licensure and Regulation of Real Estate Appraisers Act.
- Passage of the Multi-State Nurse Compact that allows South Carolina to enter into a regional agreement where nurse licensure is reciprocal between the states in the compact.
- Successfully lobbied for the first statewide organ donor registry in South Carolina and the \$573,000 in order to fund it.
- Successfully lobbied for the Alcohol Education Program Act.
- Successfully lobbied for the Prevention of Underage Drinking and Access to Alcohol Act of 2007.

*We will provide you with a complete list of legislative accomplishments upon request.*

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# Richard F. Davis

## President

**Richard F. Davis**, a native of Dillon, SC, is President and founder of Capitol Consultants, Inc. Mr. Davis has been a registered lobbyist in South Carolina for more than twenty years and has worked in the state and national political scene for thirty years.

Previously, Mr. Davis served as the Executive Vice President and chief lobbyist for South Carolina's largest trade association for ten years. Prior to that, he worked as Chief of Staff for a United States Congressman and the Clerk of the U.S. House of Representatives in Washington, DC.

Mr. Davis has taught a continuing education approved course on "The Legislative Process" for state agency directors, the graduate nursing program at the University of South Carolina and various trade associations around the state. He speaks regularly on the legislative process and legislative issues to schools, civic groups and various associations. He is also the author of *A Manual for Incumbents*, a legislative reference book he gives to members of the South Carolina General Assembly. Mr. Davis has accumulated more than one hundred hours of experience testifying before different legislative committees.

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# Ashley J. Smith

## Director of Governmental Affairs

**Ashley J. Smith**, a native of Greenville, SC, is the Director of Governmental Affairs at Capitol Consultants, Inc. Ms. Smith's responsibilities include working with clients and legislative staff to draft bills, coordinate subcommittee and committee hearings and serve as an information resource for members of the South Carolina General Assembly. She is also the media liaison for Capitol Consultants and publishes *The Capitol Reporter*, a quarterly newsletter for Capitol Consultants' clients. Ms. Smith has been a registered lobbyist in South Carolina for five years.

Prior to joining Capitol Consultants, Inc., Ms. Smith was the owner and principal lobbyist for The Smith Group in Columbia. Over the past five years, she has worked as a lobbyist and public relations consultant for many organizations across South Carolina. Smith also spent three years working on state and local political campaigns as the Director of Finance.

Ms. Smith graduated from the University of South Carolina with a B.A. in Political Science. Additionally, Ms. Smith stays active in her community. She is a guest speaker and volunteer for Sistercare, and an active Guardian ad Litem. Ms. Smith is a member of Ebenezer Lutheran Church.

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# Heather F. Smith

## Director of Legislative Affairs

**Heather F. Smith**, a native of Columbia, SC, is the Director of Legislative Affairs at Capitol Consultants, Inc. Mrs. Smith's responsibilities include working with clients and legislative staff to coordinate subcommittee and committee hearings and serve as an information resource for members of the South Carolina General Assembly.

Prior to joining Capitol Consultants, Inc., Mrs. Smith was the Government Affairs Coordinator for a trade association in South Carolina. Over the past two years, she has worked as a monitor and Executive Assistant for the South Carolina House Judiciary Committee. Heather also spent years working on state and local political campaigns as the Volunteer Coordinator.

Mrs. Smith graduated from the University of South Carolina with a B.A. in Public Relations and a Minor in Political Science.

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**Donald Wood** has served as a Management Executive and Media Relations Specialist at Capitol Consultants since February 2003. Mr. Wood was previously employed by The State newspaper for 15 years and most recently served as Reader Relations Supervisor in the newsroom. At Capitol Consultants, Mr. Wood assists in monitoring the actions of the General Assembly and obtaining critical information and distributing it to clients.



**Art Braswell** is the Senior Vice President of the Environmental Services Division. Prior to joining Capitol Consultants, Mr. Braswell was the Director of the Mining and Solid Waste Management Division at the Department of Health and Environmental Control and has over 30 years of experience in his field.



**Bill Meetze** is the Director of State Procurement Services at Capitol Consultants. Mr. Meetze spent 31 years with Burroughs/Unisys where he directed Unisys sales and marketing efforts to South Carolina, North Carolina and Georgia as Branch Manager and State Relationship Executive. In his role at Capitol Consultants, Mr. Meetze assists clients in developing business opportunities with South Carolina State and local governments.



**Alyssa Medici** is the Office Administrator at Capitol Consultants. She oversees the many day-to-day needs of our staff as well as our clients. She assists in meeting preparation, research and legislative database management.

# Governmental Affairs Staff

## Additional Staff:

*Nicki Davis, Corporate Vice President; Keely Fagen, Vice President Association Management Division; Laura Stuckey, Association Executive; Gabrielle Barnes, Association Executive and Caroline Fields, Association Executive; Kristen Brown, Association Executive.*