

ELMENDORF | RYAN

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Elmendorf Strategies Becomes ELMENDORF | RYAN *Former Top Reid Aide Named Partner*

Washington, DC – One of Washington’s fastest growing lobbying firms today announced that it is changing its name to **ELMENDORF | RYAN** to reflect the promotion of Jimmy Ryan to partner. A former chief counsel and floor policy director to Senate Majority Leader Harry Reid, Ryan joined Elmendorf Strategies in May of 2009 and has teamed with firm founder Steve Elmendorf to build a diverse practice representing Fortune 100 companies, industry-leading trade associations and prominent issue-based coalitions.

With evolving majorities in both the House and Senate, and changes in the Democratic administration, **ELMENDORF | RYAN** has distinguished itself in its ability to build meaningful relationships to advance public policy objectives.

“Since he joined our firm after serving as co-head of Citi’s Washington office, Jimmy has solidified our team’s deep understanding of the Senate and Administration,” said Elmendorf. “Jimmy will anchor our incredibly talented team of Senate specialists that, combined with the most comprehensive House Democratic offering in the business, ensures our clients get the best informed counsel and advocacy available.”

Consistently ranked as one of the top lobbyists in Washington, Steve Elmendorf, Jimmy Ryan and their associates have decades of experience developing legislative strategy in the House and Senate, in both leadership and on key committees. From the Balanced Budget Act to NAFTA to Sarbanes-Oxley, the **ELMENDORF | RYAN** team has successfully advanced complex legislative initiatives and prevented undesirable proposals from moving forward.

“Over the past four years, Steve has built a thriving practice on his firm’s reputation as an elite team of the smartest and best-connected, pro-business Democrats in town,” said Ryan. “I’ve enjoyed being a part of it and I’m thrilled to take on a leadership role to continue building on that remarkable record of success and accomplishment on behalf of our clients.”

The **ELMENDORF | RYAN** team of lobbyists is composed of veteran strategists with deep experience working with the Congress and Administration on a variety of issues including technology, transportation, energy, financial services and manufacturing. The decades of experience shaping legislative policy and national political campaigns possessed by the team is complemented by unrivaled political experience on Congressional and presidential campaigns, in major coordinated

campaigns, and with the outside interest groups that play such a major role in today's legislative battles.

Whether behind-the-scenes or in official leadership roles, the principals at **ELMENDORF | RYAN** have worked at every level of the political process. The team includes:

Steve Elmendorf

Steve Elmendorf, consistently recognized in the media as one of Washington's top lobbyists, counsels leading corporations, CEOs, trade associations and issue coalitions on how to effectively navigate the intersection of politics and public policy. Since founding his own firm four years ago, Elmendorf has built a practice recognized for deep understanding of policy, strong relationships across all levels of government and an ability to mobilize support among allies. Previously, Elmendorf served as Deputy Campaign Manager for Senator John Kerry's presidential campaign and senior advisor to House Democratic Leader Dick Gephardt for 12 years, having served as chief of staff and most senior Democratic aide in the House of Representatives. In that capacity, Elmendorf interacted daily with the White House, administration officials, members of Congress, senators and leading interest groups developing knowledge in economic, domestic, national security, and foreign policy.

Jimmy Ryan

With over 15 years of experience working in the Senate leadership and lobbying Capitol Hill on behalf of one of the world's largest financial services companies, Jimmy Ryan has broad experience navigating the many complex legislative and regulatory issues facing the nation's leading businesses and deep expertise in developing meaningful public policy solutions. In the Senate, Jimmy served as a close adviser to Senate Majority Leader Harry Reid, directing floor activity, whipping key issues, advising on communications and messaging and providing substantial expertise on issues ranging from gaming to the financial sector to ethics.

Stacey Alexander

From 2000 until 2009, Stacey Alexander served as Chief of Staff to Rep. Jim Matheson, a key Blue Dog leader with the challenge of representing a conservative district. With more than 15 years of government, private sector and campaign experience in Washington, D.C., Stacey is recognized as a thoughtful strategist with a long record of negotiating positive outcomes on difficult issues. Paired with her extensive campaign experience, Stacey brings an innate sense of how to form bipartisan alliances and formulate issues in a way that crosses party boundaries.

Rob Cogorno

With experience at the center of the major public policy fights in Congress over the last fifteen years, Rob Cogorno brings an unparalleled expertise in the legislative process to Elmendorf Strategies. In particular, Cogorno offers clients a singular understanding of the complex dynamics in the House of Representatives and the House Democratic Caucus that ultimately shape legislative decisions for the two parties on both sides of the Capitol after serving numerous House leaders – as Floor Director for Rep. Steny Hoyer, Research Director for Rep. Dick Gephardt and Appropriations Associate Staffer to Rosa DeLauro.

Kristi Kennedy

During a seven year career on Capitol Hill, Kristi Kennedy served as Legislative Director to a Senate Banking Committee Chairman Paul Sarbanes as the Sarbanes-Oxley legislation was formulated and signed into law. As Legislative Director, Kristi developed a broad knowledge of the range of issues before Congress, an understanding for how to effectively utilize Senate rules and procedures, and honed the skills necessary to coordinate strategy with Leadership and other Senate offices. She has a particular understanding of how to frame issues for the more progressive wing of the Democratic Party while promoting the business interests of clients.

Barry LaSala

Prior to joining Elmendorf Strategies, Barry LaSala served as Director of Federal Government Affairs at Microsoft Corporation. In that capacity he managed the company's strategic, legislative, and political relationships with Senate Democrats, key legislative committees, and the Democratic Leadership of the United States Senate. As the key liaison between the company and Senate Democrats, he worked to advance Microsoft's and the technology industry's agenda for delivering strong economic growth and innovation in the United States. He advocated Microsoft's policy positions on a variety of public policy issues, including technology and broadband, tax, immigration and competitiveness, competition, privacy and copyright issues. Barry also has invaluable experience "in the trenches" as a senior counsel to a Committee member drafting and negotiating legislation, working with interest groups, and forging compromises.

Shanti Stanton

With more than a decade of experience at the highest level of legislative activity in Washington, Shanti Stanton has substantial expertise in House floor procedures, an understanding of how to advance the goals of a major multi-national corporation with a challenging legislative agenda, and meaningful relationships with the House Democratic Caucus. Shanti was the first Leadership staffer dedicated to the Blue Dog Caucus, and maintains close ties to both Blue Dogs and New Dems.

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