



Government Relations, Contracts, and Lobbying

McGlinchey's Government Relations, Contracts, and Lobbying Group has extensive experience representing public and private companies, organizations, and individuals conducting business with the government at all levels, as well as those requiring interaction with regulatory and administrative authorities.

We provide guidance to government contractors and governmental entities in the broad array of special issues that arise when contracting with local, state, or federal government.

Our team takes clients' issues personally. The relationships we forge with them are built on mutual respect, which enables our lawyers to apply a true "we" model as we collaborate on legal-business matters. To do this, we work hard to fully understand a client's enterprise from their guiding business philosophy to their daily operations. Once we know the client's business inside-out, we can craft a strategy and use our governmental credibility, connections, and coalitions to help the client procure a contract, influence legislation, resolve disputes, and otherwise achieve their goals.

While we bring many attributes to our practice, clients say three particularly stand out:

- Because our lawyers and lobbyists are steeped in the various issues that affect a wide range of economic sectors, we draw on our industry knowledge in handling our clients' matters.
- In addition to our close working relationships with people inside the government, our highly regarded reputation opens doors, which is especially helpful with contracts. Regulators trust us and often stop and initiate conversations with our lobbyists on the House floor.
- Many law firms say their lawyers collaborate with one another, but too often that's not the case. Their compensation systems encourage The Silo Effect, in which attorneys keep to themselves. McGlinchey's culture and business model do not tolerate that. We work together very well and can call a colleague in another practice area to get a quick answer on a client's matter – and we do that every day.

What We See on the Horizon

Contact the McGlinchey Government Relations, Contracts, and Lobbying team for our latest insights about the following:

Changing of the Guard Requires Vigilance. Our clients constantly deal with government agencies and entities to operate their businesses, and they worry that they might not have the access or status to reach the right people who handle any number of issues that arise. Personnel changes often and the ways in which governmental bodies function are also fluid. Our lawyers and lobbyists recognize the importance of strong inside-the-government networks. We cultivate and maintain relationships with policy makers, association and trade groups, and even journalists, continually reconnecting with existing contacts and getting to know and gaining rapport with new ones. This enhances our ability to advance clients' interests.

Tracking Regs to Avoid Surprises. While some policies build slowly, others spring up suddenly, and that's a cause of concern for our clients. Because we closely monitor legislation and regulations that emerge and evolve within all levels of government, we're rarely taken by surprise with new developments. We're almost always ready to advise a client to take action, or conversely, sit tight, long before a new statute or regulation is passed or adopted.

Initial Contacts

- Daniel T. Plunkett
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Related Industries

- Construction
- Education
- Insurance
- Real Estate
- Retail, Restaurants, and Recreation
- Transportation and Logistics
- Energy

Related Services

- Consumer Financial Services Litigation
- Commercial Litigation
- Corporate and M&A
- Labor and Employment
- Insurance Regulatory and Compliance
- Environmental
- Government and Internal Investigations