



WHITMER & WORRALL

Transportation & Infrastructure Practice

Our Firm

Over the past 10 years, Whitmer & Worrall has built a reputation as a premier transportation government relations firm. The firm's transportation practice is led by Martin Whitmer, a founding partner at Whitmer & Worrall, who has worked extensively on various public policy issues and has earned a reputation as one of Washington's leading government relations strategists for the transportation industry.

The Whitmer & Worrall team is led by political professionals with a comprehensive knowledge of both the legislative and political process. We apply our skills and knowledge to navigate the highest levels of government. Our firm's professional backgrounds span federal agencies, Capitol Hill, fundraising /campaigns, trade associations, industry coalitions, and business consulting.

Our firm has the capability to help our clients navigate the complexities of the U.S. Congress, federal agencies, the White House, and state capitals.

We have the ability to affect policy and provide business development services for clients in Washington, DC and throughout the country.

Firm Expertise

- Strategic advocacy & government relations outreach
- Business / industry / non-profit consulting
- State & Federal marketing and business development
- Industry coalition design and management
- Regulatory risk management
- General representation in Washington, D.C.
- Legislative advisory services
- Federal funding strategy
- PAC / fundraising management

Washington's Leading Government Relations & Strategic Business Development Firm



Transportation Practice Areas & Client Success

Aviation

Whitmer & Worrall played a critical role working with the U.S. Department of Transportation to secure a client's certification as a domestic airliner. We have also worked with the travel industry to develop legislation to finance airport infrastructure. Additionally, we have opened and maintained a dialogue with the FAA Technical Center to promote innovative materials to be used in runway construction.

Water Resources Infrastructure

On behalf of an international trade association, Whitmer & Worrall successfully secured language in the Water Resources Reform & Development Act, which provided critical guidance to the U.S. Army Corps of Engineers and created substantial new market opportunities for the firm's client.

Highway & Transportation Materials

Whitmer & Worrall has worked with multiple trade associations and private sector clients to secure critical legislative language in the FAST Act (2015) and MAP-21 (2012). These efforts created new market opportunities, protected existing market share and promoted innovative material solutions.

Leadership

Martin Whitmer

- Board of Directors for the Eno Center for Transportation
- Former Deputy Chief of Staff to Norman Y. Mineta, USDOT Secretary
- Former Vice President of Government Relations for the American Road and Transportation Builders Association (ARTBA)

Transportation Practice Areas & Client Success Continued

Results Oriented Plan of Action

Whitmer & Worrall's approach to serving clients rests on the importance of developing a comprehensive plan of action. This plan should highlight concrete goals, congressional timelines, congressional and executive branch targets, and serve as a roadmap for success. Most importantly, this plan of actions is developed in a collaborative effort whereby our clients' have a clear understanding of the strategy and tactics recommended by our firm.

Rail

Whitmer & Worrall worked with the leading railroad trade association to extend the deadline for Positive Train Control (PTC) which provides railroads with time needed to safely implement a fully functioning PTC system.

Freight Movement & Shipping

Whitmer & Worrall worked with a premier global freight forwarding company to support the renewal of the Export-Import Bank of the United States, whose financing promotes the need for global logistics solutions.

Transit

While representing a multinational truck and leasing company, Whitmer & Worrall successfully navigated the client through U.S. Department of Transportation and State Departments of Transportation in pursuit of innovative financing proposals.

State and Local Outreach

Whitmer & Worrall has extensive experience coordinating our federal work with Governors, State Departments of Transportation, and the contractor industry to promote market opportunities in the states. We also work closely with State Attorneys General and State Treasurers.



Working Together to Develop a Strategic Plan

The Whitmer & Worrall approach to serving our clients' needs relies on a combination of fully understanding our clients' business goals and objectives, and developing winning strategies to achieve success in Washington, D.C. Our approach is bipartisan in that strategy, not the political party, defines which decision makers we target.

The Cornerstones of Our Firm's Approach

- Learning our clients' core business / competencies
- Developing a results oriented plan of action
- Operating as a trusted advisor to our client's professional staff
- Implementing and executing strategy

Contact Us

Please call for more information about our services and expertise.

Whitmer & Worrall LLC
1000 Vermont Avenue, NW
Suite 800
Washington, D.C. 20005
(202) 558-6000

Martin Whitmer
Partner
martin@whitmerworrall.com

Visit us on the web at
www.whitmerworrall.com.

The Client Assessment

At Whitmer & Worrall, we will complete an exhaustive process of learning our clients' core business before we propose a strategy, engage in lobbying activities, or begin the process of influencing political and legislative outcomes. Prior to our government relations activities on Capitol Hill, we will want to spend time with our clients' leadership to learn as much as possible about their business plan.

POLITICO

K Street's Republicans hope for uptick in business

By: Anna Palmer

Senate Republican lobbyists have spent eight years on the K Street sidelines, watching their Democratic colleagues dominate because Harry Reid controlled the agenda.

...other, smaller GOP firms like the Lugar Hellmann Group, **Whitmer & Worrall** and the S3 Group are also expected to see an uptick in business.

A Trusted Extension of Your Staff

Our team functions as an extension of your professional staff and our commitment to our clients is to work hand-in-hand with them as a trusted advisor. Many active participants in the legislative process, including corporate and non-profit interests, do not have Washington, D.C. offices. Our firm plays an important role for our clients by offering them an on-going, full-time presence in the federal marketplace. This trusted role requires we offer regular communications and updates for our clients, which usually translates into our talking daily / weekly with the people we represent.