



# WHITMER & WORRALL

## TRANSPORTATION & INFRASTRUCTURE PRACTICE



### OUR FIRM

Over the past 13 years, Whitmer & Worrall has built a reputation as a premier transportation government relations firm in the Washington, D.C. metro area. The firm's transportation practice is led by Martin Whitmer who has worked extensively on many different public policy issues and has earned a distinguished reputation as one of Washington's leading government relations strategists for the transportation industry.

### MARTIN WHITMER - TRANSPORTATION LEAD

- Served on President Donald Trump's Transition Team for transportation policy implementation as team-lead from September 2016 through November 2016.
- Former Deputy Chief of Staff to Norman Mineta, USDOT Secretary
- Former Vice President of Government Relations for the American Road and Transportation Builders Association (ARTBA)
- Former Republican Legislative Representative for the Laborers' International Union of North America (LIUNA)
- Member of the Board of Directors for the Eno Center for Transportation
- Awarded the prestigious 9/11 Transportation Medal by Secretary Norman Mineta

WHITMER & WORRALL  
**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 and strategy

# AREAS OF EXPERTISE

## 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.

## 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 & 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 Treasurer.

# A LEADING WASHINGTON GOVERNMENT RELATIONS FIRM

## WORKING 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 APPROACH

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



## 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 ongoing, 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.



## THE CLIENT ASSESSMENT

At Whitmer & Worrall, we will complete an exhaustive process of learning our client's 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.

## CONTACT US

Please contact us for more information about our services and expertise.

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