

Governmental entities continue to have an ever-increasing role in how small and large entities conduct their businesses. Whether it is regulating the way a business operates, offering loan guarantees to finance an expansion project, or interpreting a state statute or regulation, today more than ever businesses need attorneys who understand the operations of local, state and federal governments and are experienced in navigating through legislative and regulatory landscapes.

At Hancock Estabrook, we define our government relations activities as networking with federal, state and local governmental entities on behalf of our clients. The services we offer at Hancock Estabrook are always tailored to meet the specific requirements of the individual or entity we represent. Also, our close working relationships with our colleagues who focus on health care, labor and employment, and corporate and tax issues allows interdisciplinary support for our clients.

Our Government Relation Practice attorneys have vast experience in governmental service. Our attorneys are active in numerous industry and governmentally-focused associations. They are also involved in both major political parties, ensuring a bipartisan perspective on all matters.

### Current Law & New Legislation

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A common denominator of many successful local, national and international businesses is their ability to anticipate and to be prepared for changes in government regulations before they happen. Keeping our clients apprised of proposed changes before they become laws allows our clients the opportunity to get ahead of their competition and be prepared for local, state or federal policy changes. More importantly, our assistance helps our clients minimize the prospective impacts these changes may have on their businesses.

Our attorneys are able to assist our clients in dealing with these issues by staying apprised of legislative hearings being held and proposals being considered by federal, state and local legislatures. We also keep ourselves and our clients up to date on political issues, policy influences, trends and public opinions, which frequently shape the development and influence the direction of public policy. We are also able to identify key policy makers, track legislation they have introduced or are contemplating introducing, and relay to our clients how the legislation could affect their interests. Our attorneys then assess the support or lack thereof that the particular legislation may have in that respective body and the impact that the legislation will have on our clients. Hancock Estabrook believes that we are able to give our clients a distinct competitive advantage when we are able to inform them if and when certain legislation may be enacted.

### Identifying Relevant Programs

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We want to be sure that our clients know as soon as possible if there is a program, a policy or an initiative available through any level of government that can help our clients achieve their business goals. Likewise, if there is a regulation, law or statute that is being applied in a way that puts our clients at a disadvantage, then we take the appropriate measures to identify the problem, develop a strategy for addressing the cause of the problem and contact the regulatory agency, in an attempt to minimize any effects to our clients.

## Government Affairs Strategies

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For clients that regularly interact with governmental entities or are considering the prospect of interacting with those entities, Hancock Estabrook can help develop short-, medium- and long- term strategies for successful interactions. We can help our clients develop new positions when needed, reshape old ones when necessary, and assist in dealing with the fluid and ever changing regulatory framework on the part of local, state and federal governments.

For business owners to be successful in working with the government, they must establish a professional working relationship with the agency that they anticipate they will deal with, create an effective strategy for achieving their business goals and then effectively implement that strategy. Our attorneys can help our clients work towards these goals, by assisting in dealing with the government, helping address issues that can affect public opinion, framing the issue in an effective way, managing the message and helping find creative solutions acceptable to all parties.

## Economic Development Strategies

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Our attorneys regularly assist our clients by providing the appropriate services to help identify, prepare and administer funding applications and other economic development-related opportunities provided by State and Federal agencies.

We use our deep bench of legal expertise in the areas of government relations, project finance, tax, municipal and environmental law to guide our business, municipality and not-for-profit clients through this process.

Our clients know what their goals are when seeking to obtain government assistance. Hancock Estabrook can help you implement these goals, and direct you through the most economic and beneficial steps to take in order to get in front of, and approved by, the appropriate agencies.

## List of Agencies

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We maintain diverse relationships with the following governmental agencies:

- HUD
- IRS
- Medicaid Fraud Control Units
- NYS Canal Corporation
- NYS Department of Correctional Services
- NYS Department of Environmental Conservation
- NYS Department of Health
- NYS Department of Labor
- NYS Department of Motor Vehicles
- NYS Department of Taxation and Finance
- NYS Department of Transportation
- NYS Division of Criminal Justice Services
- NYS Division of Human Rights
- NYS Insurance Fund
- NYS Office of the Medicaid Inspector General
- NYS Thruway Authority
- NYS Workers' Compensation Board
- OSHA

- U.S. Citizenship and Immigration Services
- U.S. Department of Agriculture
- U.S. Department of Homeland Security
- U.S. Department of Labor
- U.S. Department of Transportation
- U.S. Environmental Protection Agency
- U.S. Equal Employment Opportunity Commission