



MCDONALD CARANO FOR

**NEVADA STATE BOARD OF
ORIENTAL MEDICINE**

mcdonaldcarano.com

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Mailing Address: P.O. Box 2670 ▪ Reno, Nevada 89505

October 6, 2020

Company: Nevada State Board of Oriental Medicine
Attn: Merle Lok, Executive Director
omboardexecutivedirector@gmail.com

Re: Request for Proposal – Lobbyist

Dear Ms. Lok,

On behalf of McDonald Carano, I am pleased to offer our proposed project team and proposal to support the Nevada State Board of Oriental Medicine.

We believe we are particularly well-suited to guide you in Nevada because of our extensive network of contacts and excellent working relationships throughout the state, particularly with regard to being active participants in various specialty medicine groups (physicians) throughout the year, including during the Interim, to exchange information and work toward consensus during legislative sessions. We look forward to adding Oriental Medicine's voice to that group.

On behalf of other specialty groups that we represented during the 2017 legislative session, we sincerely appreciated the support of the Board of Oriental Medicine on AB454, the bill to allow traveling physicians and other medical professionals affiliated with athletic teams to treat those team members while in Nevada. As you know, while the bill had universal support, it got hung up in politics, but the language ended up in SB292 and passed.

We also had the pleasure of representing your board during the 2019 legislative session. We worked closely with Senator David Parks to pass SB355. This was, we believe, one of the most hotly contested bills of the 2019 session. The battle lines were drawn early, and the issue garnered extensive media coverage. We prevailed in the end and were able to have our preferred language for "dry needling" and other arts included in statute, across medical disciplines, and we were successful in stipulating sufficient training hours as well.

We anticipate that the opponents of SB355 may attempt to amend the statute in 2021, or simply attempt to expand their scope of practice to include other Oriental Arts. A diligent monitoring of bills with applicable statutes will be paramount. We have already built a comprehensive Bill Draft Request (BDR) monitoring system and are tracking proposed bills that may potentially impact Oriental Medicine.

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Our proposed team is as follows (subject to your approval):

- [Susan L. Fisher](#), Senior Vice President, Government Affairs & Advocacy
- [Joshua J. Hicks](#), Partner
- [Lucas M. Foletta](#), Partner
- [Lindsay D. Knox](#), Vice President, Government Affairs & Advocacy
- [Mackenzie Warren](#), Vice President and Attorney
- [Maggie O'Flaherty](#), Policy Analyst
- [Lauren Parobek Warden](#), Policy Coordinator

The above team is small enough to work together with the greatest efficiency (as we have done for many sessions) and yet possess the full complement of skills and connections necessary to steer the Nevada State Board of Oriental Medicine to successful outcomes in the 2021 Nevada Legislative session. If selected, we will look forward to working closely with you and your board to clearly identify your goals and objectives and execute them in a manner designed to maximize the outcome—and ultimate satisfaction—for you.

We currently have no representations that would conflict or even appear to conflict with those of the Nevada State Board of Oriental Medicine, and if selected would pledge to avoid any such representations in the future.

Though we are blessed with an enviable client base, we are staffed such that taking on an important client such as the Nevada State Board of Oriental Medicine would not tax us beyond our capacity. In short, we believe we offer the requisite skills, wisdom born of experience, flexibility, and capacity to serve you well.

Best regards,



McDonald Carano
Susan L. Fisher
sfisher@mcdonaldcarano.com

OVERVIEW

McDonald Carano is pleased to present this proposal for Government Affairs Services to the Nevada State Board of Oriental Medicine (The Board) with respect to representation to and before our state legislature and related regulatory bodies. We believe that McDonald Carano is uniquely situated to provide the expert representation and access to decision makers that The Board requires in order to identify and address opportunities and obstacles. We believe that we have the relationships, political acumen, subject matter knowledge and technical expertise necessary to assist The Board over the long term in Nevada.

As a full-service legal and government affairs firm, McDonald Carano is well-versed in the technical and political issues facing physicians and the medical industry in Nevada, as well as the responsibilities and scrutiny of those physicians' regulatory boards. Our Government Affairs & Advocacy team includes members with diverse backgrounds and strong relationships on both sides of the political aisle. We expect issues related to scope of practice will continue to be of significance when the Nevada Legislature reconvenes, as they have in the past. We can help The Board navigate and communicate this issue.

With offices in Reno, Las Vegas, and Carson City, we cover the major population centers of the State. McDonald Carano has assisted clients for almost 70 years with over 60 lawyers and government affairs professionals, and is one of the only exclusively Nevada firms in the State.

REPRESENTATIVE CLIENTS

Some of our representative clients include:

- Nevada State Board of Osteopathic Medicine
- NV State Board of Professional Engineers & Land Surveyors
- Consumer Data Industry Association
- Alta Skilled Nursing and Rehabilitation Center
- American Cancer Society
- C&S Waste Solutions
- First Solar
- Infinite Campus
- Microsoft
- Nevada Homebuilders Association
- Nevada Housing Alliance
- Nevada Self Insurers Association
- Nevada Mineral Exploration Coalition
- Las Vegas Raiders
- Nevada Orthopaedic Society
- NV Apartment Association
- REMSA



Susan L. Fisher

Senior Vice President

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PROFESSIONAL BACKGROUND

Susan Fisher brings nearly three decades of government relations and public policy experience to McDonald Carano, covering issues before local, state and federal bodies. Prior to joining the firm, Ms. Fisher served as executive vice president for a cooperative electric utility headquartered in southern Nevada. She has also owned and operated her own political consulting and public relations company, Fisher Consulting, based in Reno, Nevada.

Having lived and worked in various parts of Nevada over the past four decades, Fisher's extensive resources and relationships assist her in providing clients with personalized service and proven results. She earned a B.A. in Journalism from the University of Nevada, Reno.

Fisher has enjoyed appointments to several state boards and commissions by former Governors Kenny Guinn, Jim Gibbons, and Brian Sandoval. She has also served on the Board of Directors for Nevada Outreach Training Organization (NoToAbuse) in Nye County. She is a recipient of the National Guard Association of the United States (NGAUS) Patrick Henry Award for contributions and efforts benefiting the Nevada National Guard. To view complete bio click [here](#).

Awards and recognition

- Women of Achievement, Nevada Women's Fund
- Patrick Henry Award, NGAUS



Joshua J. Hicks

Partner

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775.326.4317

PROFESSIONAL BACKGROUND

Josh Hicks leads McDonald Carano's Government Affairs and Advocacy Group. He represents clients before the Nevada Legislature, local governments and state government agencies, and advises on all aspects of Nevada campaign finance and election law, including ballot initiatives. Josh is also a member of the Firm's Tax Law Group and provides counsel on local jurisdiction tax matters ranging from tax planning to litigated tax controversies.

Before joining McDonald Carano, Josh was a shareholder at a national law firm, as well as Chief of Staff to Governor Jim Gibbons and as General Counsel and Deputy Chief of Staff to the Governor of Nevada. Prior to his work in the Governor's Office, Josh was Senior Deputy Attorney General in the Nevada Attorney General's Office, where he represented the Nevada Department of Taxation, the Nevada Tax Commission and the Nevada Secretary of State.

A fourth-generation Nevadan, Josh and his family reside in Reno. To view complete bio click [here](#).

Awards and recognition

- The Best Lawyers in America© – Government Relations Practice



Lucas M. Foletta

Partner

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775.326.4305

PROFESSIONAL BACKGROUND

Lucas Foletta helps clients across a broad variety of industry sectors develop comprehensive strategies to tackle their legal, political and policy challenges in Nevada. Equipped with industry experience and an on-the-ground perspective from his previous work in government, Lucas represents clients before the Nevada Legislature, local governments and state government agencies in a wide array of regulatory and government affairs matters.

In his regulatory practice, Lucas has significant experience working on issues facing the energy industry, representing some of the largest energy users in the state in general rate cases, and other contested proceedings and rulemakings before the Public Utilities Commission. He has also worked to expand the availability of distributed energy resources in Nevada, participated in resource planning proceedings and negotiated and drafted numerous power purchase agreements.

Outside the energy field, Lucas has represented clients before other state and local agencies on licensing and investigative matters and worked with various boards and commissions on rulemakings and uncontested proceedings. These agencies include the Nevada Gaming Control Board and the Nevada Gaming Commission, the Financial Institutions Division, the Division of Purchasing, the Board of Medical Examiners, the Nevada Transportation Authority, the Mortgage Lending Division, the Nevada Department of Taxation, and the Board of Pharmacy. To view complete bio click [here](#).

Awards and recognition

- Nevada Business Magazine – “Legal Elite” (Government Attorneys)



Lindsay D. Knox

Vice President

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775.721.8175

PROFESSIONAL BACKGROUND

Lindsay Knox serves as a key resource for clients, advocating on their behalf and closely monitoring legislation and regulation to identify potential issues. She has worked for McDonald Carano for nearly a decade and offers tangible experience in a broad range of industries such as public safety and homeland security, health care, education, water, gaming, transportation, hospitality and lodging.

Ms. Knox is involved in a variety of initiatives at the state level, including drafting amendments, reviewing bills, testifying before committees and collaborating with other lobbyists. She consistently draws upon her extensive network of contacts to make necessary connections on behalf of her clients. On a local level, Ms. Knox skillfully manages and maintains important relationships with elected officials and key staff while closely tracking changes in the law and regulation to ensure seamless and continuous business compliance.

Outside the office, Ms. Knox has been involved in a variety of community organizations. For nearly two years, she was involved in Operations Downtown, created by Reno Mayor Hillary Schieve and dedicated to finding solutions that hasten redevelopment and bring focus to the complex issues faced by downtown Reno, including poverty, homelessness, blight, safety and housing. Ms. Knox also worked on behalf of the SAS Institute, where she collaborated with state and local government agencies on how to improve and leverage their use of data to better serve the public as a whole. To view complete bio click [here](#).



Mackenzie Warren

Vice President and Attorney

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702.338.5485

PROFESSIONAL BACKGROUND

Mackenzie Warren, a practicing attorney and Vice President of the McDonald Carano Government Affairs & Advocacy group, pairs her background as an investigative journalist with her passion for local and state government to foster creative solutions for clients. Based in the firm's Las Vegas office, Mackenzie focuses on developing practical legislative and administrative strategies while helping clients navigate Nevada's political landscape.

As a native and proud Nevadan, Mackenzie understands the evolving policy needs of the state. Through her close relationships with elected officials and staff at every layer of state and local government, Mackenzie is able to connect with key decision makers and forge relationships for clients aimed at driving productive conversations, ultimately reaching sound policy resolutions. At the core of Mackenzie's government affairs practice is her reputation for integrity and professionalism.

Her journalistic experience has allowed Mackenzie to take a unique approach in her role as both attorney and lobbyist. She began her career as a two-time Emmy-nominated television news anchor and reporter for the NBC affiliate in Las Vegas and Reno, where she covered every corner of the state, including Clark County and several local municipalities during the Great Recession and Nevada's hard-fought recovery. Mackenzie served as the station's investigative reporter and capitol correspondent covering the Nevada Legislature in both the 2011 and 2013 legislative sessions. To view complete bio click [here](#).

Awards and recognition

- 100 Pro Bono Hours Club Award, Legal Aid Center of Southern Nevada, 2018
- Nevada Business Magazine – “Legal Elite”



Maggie O'Flaherty

Policy Analyst

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702.257.4543

PROFESSIONAL BACKGROUND

Maggie O'Flaherty is a Policy Analyst in the Government Affairs and Advocacy Group with McDonald Carano. She regularly conducts research and monitors interim legislative committees and commissions to stay updated on emerging or progressing issues related to Nevada policy. Ms. O'Flaherty also meets with Nevada political candidates in order to discuss issues of importance to clients of the firm, and ensures attorneys are fully informed on any legislative matters impacting their clients.

Ms. O'Flaherty was previously an intern with the firm during the 2019 Nevada Legislative Session, where she monitored hearings and floors sessions on behalf of clients, conducted research projects, developed relationships with legislators, staff and lobbyists, and testified on behalf of clients during important bill hearings.

A 5th generation rural Nevadan, Ms. O'Flaherty has served as a resource for expanding the firm's network in rural Nevada. She received her B.A. in Political Science from the University of Nevada, Reno in 2019. She was a member of the Delta Delta Delta sorority, actively participating in supporting her sorority's philanthropy, St. Jude Children's Research Hospital. She continues to volunteer for St. Jude as a part of Delta Delta Delta's alumna program. She also serves as a volunteer for the Fallon Youth Club in her hometown of Fallon, Nevada. To view complete bio click [here](#).



Lauren Parobek Warden

Policy Coordinator

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775.398.7415

PROFESSIONAL BACKGROUND

Lauren Parobek Warden is a Policy Coordinator in the Government Affairs & Advocacy Group with McDonald Carano. She regularly monitors legislative agendas and hearings, tracks candidate contributions, and updates clients on important issues on the state and local level. Lauren possesses a strong understanding of the political process and uses that insight to keep clients up to date on what is going on in the state.

Lauren brings several sessions' worth of legislative experience to the table, previously lobbying for groups that represented the Realtors Association of Nevada, a myriad of insurance companies, juvenile justice advocates, and more. Her experience and wide breadth of knowledge of the political process make her an important asset to the Government Affairs & Advocacy Team.

A long-time resident of northern Nevada, Lauren attended Reno High School and the University of Nevada Reno, studying political science. In her professional career she has experience working with non-profit organizations and has been actively involved in northern Nevada politics after serving as the Executive Associate and Executive Director of the local business networking group, the Northern Nevada Network. To view complete bio click [here](#).