



**PROPOSAL FOR  
GOVERNMENT AFFAIRS  
PRESENTED TO**



**NEVADA STATE BOARD OF  
ORIENTAL MEDICINE**



The following is a proposal prepared for the Nevada State Board of Oriental Medicine by the Griffin Company. This proposal includes the scope of work and the proposed fee. A formal agreement will be provided upon acceptance of this proposal. Also included is information on the government affairs approach and background of the Griffin Company. Please review the proposal to discover the value the Griffin Company will bring to your organization's objectives.

## **Proposed Scope of Work**

The Griffin Company proposes the following Scope of Work:

- Alliance building with various stakeholders in the State.
- Introductions and relationship building with the Governor's Office, state agencies, legislators, and local government elected officials and influencers.
- Monitoring of interim committee meetings, studies, boards and commission meetings, regulatory workshops, and any other relevant meetings.
- Sending meeting summaries and notes relating to the relevant meetings.
- Prepare and provide testimony during any needed hearings, meetings, or public workshops.
- Provide Client with agendas and information that may be of interest.
- Regularly scheduled communication between the Firm and Client on anything happening in the state, rumors being heard, and any other insight that could be beneficial to Client.
- Coverage and representation during any special sessions in 2020.
- Planning and preparation for a 2021 Legislative Agenda.
- Weekly bill tracking reports and updates during the 2021 session.
- Defense on any issues that the Client may be opposed to and work to amend the bill(s) to fix any issues.
- Secure bill sponsors for legislation if needed.
- Help plan and organize an acupuncture/oriental medicine awareness day at the Legislature for the 2021 Session.

## **Proposed Fee & Term**

The Griffin Company would perform the above Scope of Work for a flat fee of \$2,000 per month.

Either party may terminate the agreement with 30 days written notice.



The proposed fees do not include out-of-pocket expenses incurred by the Firm on behalf of Client, other than nominal administrative/office expenses and travel to Carson City during any special or regular sessions.

## **Griffin Company - Government Affairs**

The Griffin Company is a public policy and government affairs consulting firm focused on Nevada-based issues on behalf of its clients. The firm and its affiliates provide guidance on government affairs and public policy matters at the local and state levels, in addition to federal matters tied to the State of Nevada and its Congressional Delegation.

Our approach to government affairs is firmly rooted in the concepts of honesty, trust and integrity. This is the foundation upon which meaningful and lasting relationships are built and from which effective communication may occur with policymakers. A framework is then in place for the education and advancement of client issues.

Coupled with this approach is the belief that the development of good public policy benefits not only Nevada, but also our clients who are often both corporate citizens of Nevada and also residents and members of the community. Consequently, the firm strives to find the appropriate balance between client objectives and the objectives of policymakers. Such an approach allows for the advancement of client issues with an understanding of the broader policy goals within which those objectives must exist.

The complexity of issues in today's society often dictates that concerns do not fall neatly within the jurisdictional boundaries of local, state or federal governments. More often than not, client issues affect and are affected by rules and regulations of various levels of government. Likewise, the politics associated with the relevant policymakers often spill over their jurisdictional boundaries. Consequently, a complete government affairs practice must be able to effectively navigate through all levels of government, both with the laws and regulations as well as with an understanding of and sensitivity to the politics associated with each issue. The partners of the Griffin Company provide to our clients the breadth of experience – local, state and federal -- that enables a comprehensive approach integrating policy and relationships at all levels of government within Nevada.

The Griffin Company has a reputation for representing the best of the best in the state of Nevada. From the largest gold mining company to the largest gaming operation, our firm has advanced the objectives of companies that have been the backbone of this state. However, the firm has also led the way in bringing new and “disruptive” companies to this state such as Amazon, Tesla, and Uber.

With teams in Las Vegas, Reno, and Carson City, the partners of the Griffin Company are able to provide clients service at both ends of the state. With roots in Nevada dating prior to statehood in 1864, the partners of the Griffin Company have reputations and relationships across the state that enable them to provide unparalleled service and results to their clients.



## Team

### *Matthew M. Griffin, Esq.*

Matt's practice concentrates on election and political law, initiative petitions, and representation of clients before various state agencies. He advises corporations, trade associations, political groups, PACs and individuals on compliance with the laws regulating institutional and personal political activity, lobbying, fundraising and initiative petitions. In 2006 Matt was appointed by Secretary of State Ross Miller as Nevada's Deputy of Elections. As the State's elections administrator, Matt oversaw the 2008 Presidential election and 2010 election. He has frequently appeared before Nevada's state and federal courts on constitutional matters and ballot questions, elections matters, and has testified countless times before the Nevada Legislature on various matters.

Matt has also been responsible for the interpretation and enforcement of Nevada's campaign finance laws and has advised Nevada businesses on compliance with federal laws. He has been involved in drafting and ensuring the passage of provisions contained in the Campaign Practices Act, including those governing political action committees and independent expenditures. Matt guided dozens of litigation cases through state and federal courts. He has also provided instruction to in-state and out-of-state lawyers practicing in campaign and election law and given numerous presentations and speeches on compliance with state and federal campaign finance laws.

Matt has unparalleled experience in Nevada's initiative petition process and has been involved in over 25 petition matters over the last decade. In addition, Matt has drafted many of the statutory and administrative laws governing the initiative petition process and provides his clients with a unique understanding of the legal and political issues surrounding petitions.

Matt holds a Juris Doctorate from the William S. Boyd School of Law at the University of Nevada, Las Vegas and a Bachelor of Arts degree from the University of Nevada, Reno. Upon completion of law school, Matt served as law clerk to then Chief Judge Howard D. McKibben in the United State District Court, District of Nevada and was thereafter a criminal prosecutor in Carson City. He is admitted to practice before the state and federal courts of Nevada.

### *Chelsea A. Capurro*

Chelsea is an experienced government affairs specialist that has been working with the Nevada Legislature since the 2009 Session. She graduated from the University of Nevada, Reno with a degree in Political Science. Post-graduation, Chelsea joined a local government affairs firm where she handled an expansive range of policy issues, including those related to health care, energy, non-profits, education, gaming, and mining. Her comprehensive scope of industry knowledge has allowed Chelsea to build relationships with many of Nevada's elected officials, state agencies, and businesses.

Chelsea assists clients and legislators in understanding Nevada's key policy issues, navigates through myriad regulatory agencies, and participates daily in the legislative process – from interim committees to scheduled legislative sessions. Some of these issues include the passage of



Assembly Bill 52 from the 2017 Legislative Session, which established a new process for lithium exploration in Nevada, and for the last two sessions has worked closely on water issues, healthcare and many other policy areas.

Chelsea is fluent in Spanish and received her Master's Degree in Business Administration from the University of Nevada, Reno. While living in Reno, she was appointed to the Reno City Charter Committee and dealt with many local government issues and has also represented local governments in the past including the cities of Reno and Elko. She was appointed to the Jobs for Nevada's Graduates Board by former Governor Brian Sandoval where she works with leaders, educators, businesses, and politicians throughout the State to help kids struggling in school to graduate and excel after graduation.

***John W. Griffin, Esq.***

John W. Griffin is an experienced government relations attorney who has appeared before every level of state and local government on behalf of numerous clients. His focus is primarily in the areas of governmental relations/lobbying, administrative/regulatory matters, strategic planning, and land use planning.

John has successfully represented numerous client interests at the state level, having served a registered lobbyist at the Nevada state legislature since 1999. He has represented clients in a broad range of issues, securing victories on transportation, development, health care, taxation, gaming, e-commerce, telecommunication and technology matters. He has also secured approvals and regulatory victories on a broad spectrum of issues, having represented clients in front of almost every regulatory body in state government.

At the local level, John has represented the state's largest developers on various aspects of their developments, including obtaining administrative permits to develop Nevada's first SuperFund site and obtaining unanimous approval on a \$600 million luxury hotel and casino in northern Nevada. John has secured unanimous approvals for large scale projects such as Cabela's, Walmart, Amazon, Switch, Tesla and large master planned communities.

Prior to graduating from the University of Nevada, Reno in 1995, John served an internship in the office of U.S. Senator Harry Reid in Washington, D.C. After graduating from the University of Utah College of Law in 1998, John served as an extern for the Honorable Howard D. McKibben, U.S. District Court Judge for the District of Nevada. John holds a BV rating by Martindale-Hubbell, and is listed in The Best Lawyers in America, 2009 & 2010.

John's community service includes Past-President of the 100-member Carson City Rotary Club, the Carson City Little League, the UNR Alumni Association-Capitol Chapter, and the Carson Taxi Squad Booster Club. John also serves on the Rotary Foundation, the Brewery Arts Council, and the Alpha Tau Omega Alumni Association.



### ***Josh B. Griffin***

Josh Griffin has played a vital role in building one of Nevada's most successful public affairs firms. Josh's interest in politics began as an intern for former Congresswoman Barbara Vucanovich while a student at the University of Nevada-Reno (where he graduated in 1993). He worked on dozens of political campaigns including those of Governor Kenny Guinn, Congressman Jon Porter and his father, Reno Mayor Jeff Griffin.

In 2002, Josh decided he would take a turn as the candidate and successfully ran for the Nevada State Assembly representing Henderson. As the youngest member of the Nevada Legislature in 2003, Josh was elected to serve as the Assistant Minority Leader and served on the Ways and Means, Taxation and Commerce and Labor Committees.

Josh decided against re-election and started to build his government and public affairs practice. Josh has represented some of the state's largest companies in their industries. With a keen focus on taxation, construction, energy and healthcare, Josh understands the depth of these policies well. Josh also represents many of these same clients before local governing bodies in Southern Nevada, thereby providing a breadth of service to his clients as well as the depth that comes with issues which often cross between local and state jurisdictional boundaries.

Josh has served on the Board of the Public Education Foundation and, with 6 children in the Clark County School District, he is actively involved in improving education in Nevada.

### ***Tia L. White***

As the Griffin Company's President of Operations, Tia oversees day-to-day office operations, facilitates team legal work, handles legislative bill tracking, and keeps clients informed on relevant issues. Tia's work with the Company began in 2011, and her extensive knowledge of political campaign finance and the Nevada Legislature has allowed her to play a vital role within the firm. She assists clients with reporting requirements, formulates policies and strategic plans, manages personnel, and handles the Company's purchasing and administrative operations. Tia's experiences in business management, in addition to her strong relationships with various government offices, have given her a unique and valuable ability to assist clients. She is a Nevada native and earned her A.A.S. degree in Paralegal Studies from Truckee Meadows Community College.

### ***Jennifer Atlas***

Jennifer is a Special Projects Manager with the Griffin Company. She is a seasoned client relations specialist with experience in both the private and public sectors, most recently with the Denver City Attorney's office and with MGM Resorts International. Jennifer is a certified Paralegal and holds degrees in both Communications and Art History from the University of Colorado Boulder. She is also a national champion ballroom dancer, having both taught and performed professionally prior to her career in government affairs.



## Additional Information

### *Clients*

The firm and its partners represent and have represented public and private companies, both Nevada-based and national corporations, trade associations, non-profits and public agencies. A list of all the Griffin Company's existing clients as well as previous clients represented by the firm's partners is listed below.

#### *Current Clients*

Amazon.com	American Resort Development Association
Barrick Gold of North America	DCP Investment Holding, LLC
Dermody Properties	DISH Network
Diageo	Eldorado Resorts
Everytown for Gun Safety Action Fund	Health Services Coalition
Insurance Auto Auctions	Las Vegas Convention and Visitors Authority
Med-Care Solutions	Med Port Billing
MGM Resorts International	Nevada Advanced Practice Nurses Assn.
Nevada Subcontractors Association	New Venture Fund
Nevada Resort Association	Reno Land Development Company
Sierra Med Services	Switch
Titlemax	Uber
Zappos.com	Zillow Group



*Clients Previously Represented*

7-Eleven, Inc.	Advantage Capital Partners
AFLAC	Angel Management Group
Anheuser Busch Companies	APS Energy Services
BNSF Railroad	CARFAX
CEED	Chelsea Property Group
Churchill County Communications	City of North Las Vegas
Coalition to Defeat Margin Tax Initiative	Coast Resorts
Explore Information Services	Focus Property Group
Frias Transportation	General Growth Properties
Great Basin Transmission	Health Plan of Nevada
Lamar Outdoor Advertising	Lied Discovery Children's Museum
Longhorn Hotel & Casino	LS Power
Manufactured Housing C.O. Association	Monarch Casino & Resort
Nevada Library Association	Nevada Mining Association
Nevada State Board of Optometry	Nevada Tavern Owners Association
Nevada Well Owners Association	Olympia Gaming
Pardee Homes of Nevada	Pershing Square Capital Management
Pfizer, Inc.	Pure Energy Minerals
Republic Services	Retail Association of Nevada
RL Polk	Satellite Broadcasters & Comm. Association
Select Management Resources	Sierra Health Services
Simplex Grinnell	Southern California Edison
Southern NV Hotel Group	Southwest Medical Association
State Bar of Nevada	TAO Group
Tyco	United Insurance
UNLV Alumni Association	Vidler Water Company
William J. Raggio Political Fund	Wynn Las Vegas