



# **Griffin Company Proposal Presented to:**

A light blue silhouette of the Las Vegas skyline, including the Eiffel Tower replica, the Flamingo Las Vegas, and the New York-New York Hotel & Casino.

**Nevada State Board of  
Oriental Medicine**



August 28, 2024

Nevada State Board of Oriental Medicine  
3191 E. Warm Springs Road  
Las Vegas, NV 89120

Dear Board Members:

The following is the Griffin Company's proposal prepared for The Nevada State Board of Oriental Medicine. This proposal includes an overview of the firm, a scope of work, fee schedule, and additional information that will help assist in the selection of a lobbying firm for the 2025 Legislative Session.

Below is the contact information to be used for this proposal:

Chelsea Capurro  
401 S. Curry Street  
Carson City, NV 89703  
702.334.5090  
[chelsea@g3nv.com](mailto:chelsea@g3nv.com)

We are thrilled to be considered and asked to submit a proposal and know that the Griffin Company will bring immense value to your goals and objectives.

Kind regards,

Chelsea Capurro, Partner  
Griffin Company



## Firm Qualifications and References

### Firm Overview

The Griffin Company is a public policy and government affairs consulting firm focused on policy and regulatory issues on behalf of its clients. The firm provides guidance on government affairs and public policy matters at the local and state levels.

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.

The Griffin Company consists of three senior partners: John Griffin, Matt Griffin, and Josh Griffin. Our associate partners include Chelsea Capurro and Scott Gilles and the newest member of the team, A.J. Delap. Tia White is also an integral part of the firm and helps with day-to-day operations and ensuring that every relevant issue is being tracked and monitored for our clients. During the regularly scheduled legislative sessions, we will also bring on new and eager team members to help with the heavy load and to learn about the legislative process.

The complexity of issues today 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.

The Griffin Company has a reputation for representing the best of the best for over 30 years. From the largest gold mining company to the largest gaming operator in the U.S., our firm has successfully advanced the objectives of client companies. However, the firm has also led the way in representing new and “disruptive” companies such as Amazon, Tesla, Uber, and Nuro. Over the years we have represented all major industries and issues, worked with Democrat and Republican controlled legislatures and governors, and have a vast breadth of policy expertise.

### Griffin Company Successes

Throughout our team’s long history in Nevada, we have worked and had success on many issues. One of the most notable achievements was during the 2015 Nevada Legislature in paving the way for Uber and other TNCs to operate legally in Nevada. In 2015, the Nevada Legislature was controlled by Republicans in both the Senate and Assembly. In what was originally an issue opposed by both Republicans and Democrats, the Griffin Company overcame all odds and passed bills that created a new industry in Nevada for Transportation Network Companies. This included



setting up a new regulatory framework to ensure public safety, a brand-new insurance structure for drivers, industry fees to support the agencies regulating the companies, and a new tax put in place. It took countless hours of education, time, and perseverance to get Uber and other TNCs to operate legally in a state that was long controlled by the taxi industry. This issue required work with other key stakeholders, industry competitors, and a massive grassroots efforts to get riders and drivers engaged. This was also an issue that did not end on sine die as it required active engagement at the state and local levels (Nevada Transportation Authority, local jurisdictions, airports, etc.) as the new framework was implemented to ensure the law and its intent were followed.

Other successful endeavors include representing Tesla during the 2014 Special Session to bring their Gigafactory to Nevada, passing a bill from a decades long battle on protecting patients from surprise hospital bills, modernizing of laws in the state to allow for autonomous vehicles, passing a first of its kind prescription drug transparency law, and assisting in the passage of the expansion to the Las Vegas Convention and Visitors Authority hall in the special session that also brought the Raiders to Las Vegas. All these issues show not only the wide range of issues we work on, but also our ability to accomplish major policy changes for our clients regardless of who or what party is in the majority.

The Griffin Company has had the privilege of representing the Nevada State Board of Oriental Medicine for the last two legislative sessions and we hope to do so again for the 2025 Legislative Session.

## **Griffin Company Team**

### *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.

As a Partner in the firm, Chelsea assists clients understand Nevada's key policy issues, navigates through myriad regulatory agencies, and helps clients plan strategically to accomplish their goals.

Chelsea is fluent in Spanish and received her master's degree in business administration from the University of Nevada, Reno. She served on 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 succeed in high school and beyond. She enjoys spending time with her husband and 5 children and also volunteers her time as a catechism teacher for 5<sup>th</sup> and 6<sup>th</sup> graders at Our Lady of the Snows Catholic Church.

*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 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.

*Scott F. Gilles, Esq.*

Scott has years of experience in public affairs and government relations at every level of state and local government, where he has served in multiple leadership roles. Scott was appointed by Secretary of State Ross Miller as Nevada's Deputy Secretary of State for Elections in 2011, overseeing the 2012 Presidential election in addition to the 2014 election cycle.

Following his appointment by the Secretary of State, Scott joined the City of Reno where he managed government affairs and legislative relations for four years prior to his appointment as



Senior Advisor for Governor Steve Sisolak. Scott spent two and a half years of dedicated service to Governor Sisolak as an indispensable member of the Governor's senior team – advising the Governor on overall strategy including communications, policy matter, legislative efforts, and external and intergovernmental affairs.

Scott earned a Juris Doctorate from the Santa Clara University School of Law in 2003 and is a licensed attorney in both Nevada and California. Scott's practice now focuses on election and political law, with experience in the areas of construction, bankruptcy, and property disputes – Scott holds a Bachelor of Arts degree in English from the University of Nevada, Reno. After graduating from law school, Scott served as a law clerk to District Court Judge Michael R. Griffin in the First Judicial District Court of Nevada. Scott joined the Griffin Company in October of 2021 following his transition from the Governor's Office.

#### *A.J. Delap*

A.J. comes from 25 years of law enforcement experience with the Las Vegas Metropolitan Police Department (LVMPD). Starting in 2009, A.J. served as a Government Liaison for the Office of the Sheriff LVMPD (Clark County). During his 13 years as a Government Liaison, A.J. lobbied a multitude of issues involving such topics as; criminal justice, mental health, taxation, transportation, healthcare, employment, and marijuana legalization. Prior to serving as the Government Liaison, A.J. served in various first responder capacities including Patrol, Field Training Officer, Air Support and Community Policing.

A.J. earned a bachelor's degree in criminal justice/Political Science from the University of Nevada Las Vegas. A.J. has been honored to serve as the law enforcement representative on The State of Nevada's Advisory Council for Prosecuting Attorney's. First appointed by Governor Sandoval and then reappointed by Governor Sisolak. A.J. has also represented the Nevada Sheriff's and Chief's Association to the Nevada State Legislature for multiple sessions.

During his years of service, A.J.'s involvement in the state legislature also allowed him the opportunity to work with local city and county governments on a broad range of issues. On the federal level, he has worked on federal land acquisitions and federal grants on behalf of LVMPD. He has also been the primary LVMPD point of contact to many consulates from around the world. He grew up in a small mining town in the Southern Colorado Rockies where he learned to love the mountains and the outdoors. He is an avid skier, cyclist, river rafter and all-around sports enthusiast. He most of all enjoys spending time with his loved ones and family.

#### *Tia 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 degree in Paralegal Studies. Tia enjoys spending time in the outdoors with her family, her favorite past time activities are gardening and reading.

## 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.
- Planning and preparation for a 2025 Legislative Agenda.
- Weekly bill tracking reports and updates during the 2025 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 2025 Session should the Board be interested in doing this.

## Proposed Fee Structure

The Griffin Company would perform the above Scope of Work for a flat fee of \$2,500 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.

## **Additional Information**

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	Nevada Association of School Administrators
American Resort Development Association	Nevada Cannabis Association
Athletics Investment Group (Oakland A's)	Nevada Gold Mines
Barrick Gold of North America	Nevada Resort Association
Communities in Schools	Nevada Subcontractors Association
DCP Investment Holding, LLC	New Venture Fund/Center for Safe & Modern Elections
Desert Research Institute (DRI)	Opportunity 180
DISH Network	Reno Tahoe Airport Authority
DirectTV	Republic Services
Earth Funerals	Reservoir Communications Group
Eighth Judicial District Court	Sierra Med Services
Everytown for Gun Safety	TitleMax
Environmental Defense Fund (EDF)	Transportation Management Services
Health Services Coalition	Uber
Hudbay Minerals	Vidler Water
Insurance Auto Auctions	Vimo <i>dba</i> Get Insured
Las Vegas Convention & Visitors Authority	Zillow
LS Power	
MedPort Billing	
MGM Resorts International	

### **Clients Previously Represented**

7-Eleven, Inc.	CARFAX
Acadia	CEED
Advantage Capital Partners	Chelsea Property Group
AFLAC	Churchill County Communications
Amarok	City of North Las Vegas
Angel Management Group	City of Reno
Anheuser Busch Companies	Coalition to Defeat Margin Tax Initiative
APS Energy Services	Coast Resorts
BNSF Railroad	Explore Information Services





Focus Property Group  
Frias Transportation  
General Growth Properties  
Health Plan of Nevada  
Lamar Outdoor Advertising  
Lied Discovery Children's Museum  
Longhorn Hotel & Casino  
Lucid Motors  
Manufactured Housing C.O. Association  
Monarch Casino & Resort  
Nevada Advanced Practice Nurses Association  
Nevada Dental Association  
Nevada Library Association  
Nevada Mining Association  
Nevada State Board of Cosmetology  
Nevada State Board of Optometry  
Nevada State Board of Oriental  
Medicine  
Nevada Tavern Owners Association  
Nevada Well Owners Association  
Nuro  
Olympia Gaming  
Pardee Homes of Nevada

Pershing Square Capital Management  
Pfizer  
Pure Energy Minerals  
Reno Land Development  
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  
Switch  
Tesla  
TAO Group  
Tyco  
United Insurance  
UNLV Alumni Association  
William J. Raggio Political Fund  
Wynn Las Vegas