

McCarter Government Solutions, LLC is a full-service, bipartisan public affairs firm specializing in government relations and lobbying. The principals at McCarter Government Solutions have held high-level political positions in both the Republican and Democratic parties, and have managed and played active roles in political campaigns at the federal, state and local levels. We help align our clients with officials and institutions who can assist—elected representatives, the executive branch, regulators, local governments, advocacy groups and others. Our clients have the benefit of our expertise in public policy areas including appropriations, banking, development finance, gaming, economic development, education, energy, health care, labor relations, pharmaceuticals, procurement, public finance, technology and transportation, to name a few.

At McCarter Government Solutions, we will work with you to determine the most successful approach to your advocacy needs, using a structured methodology to develop and carry out a winning strategy, including:

- Proactively assessing your current position in relation to your ultimate objective
- Asking you the hard questions to assess your needs and formulate a strategy
- Analyzing and interpreting your answers in light of the organization’s needs and the political subtleties involved
- Understanding internal and external impacts of the recommended approach

Our Approach

Judgment informed by experience. These words are all at once the hallmark of government relations professionals and the primary resource we bring to bear on behalf of our clients. We provide practical, real world insight into the motivations of government regulators and legislators, and the decision making processes that can affect your business. At McCarter Government Solutions, our core proficiency is in ten areas of representation:

Executive and Legislative Branch Lobbying

We lobby and represent our clients’ positions before the executive and legislative branches for assistance with specific, issue-related projects. Our strength is in our ability to identify, and gain access to, the key individuals who should be educated regarding our clients’ issues.

Development Finance

We put our extensive, best-in-class contacts to work, connecting our clients to capital sources and “building the capital stack.” Examples include:

- Application to public funding programs
- Development and evaluation of public-private partnerships (“PPP”), tax credits and grants
- Bonds
- Introduction to foreign and domestic capital sources

Procurement Lobbying

Through our contacts with legislators, Federal, state and local officials and regulatory agencies, we help organizations obtain government contracts or funding, or to conduct business with government agencies. We understand the politics and red tape of the bid process as well as the functionality of various agencies, and we help our clients identify the most appropriate approach to transacting business with government offices.

Local Government Lobbying

Local ordinances and regulations at the city or county level can have a significant impact on a range of business functions including marketing, merchandising, health and safety, and real estate zoning. We have helped clients in the retailing, manufacturing, service and other sectors through these issues and hurdles.

Regulatory Affairs

We work on your specific administrative issues to educate regulators on the issues affecting your business. With the growth of Federal and state bureaucracy, it is more important than ever to educate regulators and opinion leaders on the impact of their decisions.

Our team counsels businesses ranging in size from emerging entities to *Fortune 500* companies on antitrust, appropriations, communications, education, health care and intellectual property issues. We represent businesses before regulators and analyze and advocate in developing legislation and associated regulations. Our work ranges from significant legislative and regulatory activity to representation before Congress and Federal regulatory agencies.

Business Climate Assessment and Monitoring

We will provide you and your organization with accurate and insightful information regarding a state's business climate as well as jurisdiction-specific political developments that may affect your activities. This proactive approach to governmental relations is invaluable in mitigating the risks you and your business face.

Access to Elected Officials and Opinion Leaders

Our clients have the benefit of our relationships with elected officials and opinion leaders to get their interests and issues in front of the right people. By arranging meetings with elected officials, opinion leaders and their staff, we give our clients the opportunity to express their views regarding existing or pending Federal or state legislation at the right time.

Legislation

We can help you formulate strategies for responding to legislative initiatives and effectuating legislative change. These services include preparation of testimony before legislative committees, drafting legislative and report language and providing introductions to Members of Congress, state legislators and their staffs. We can also monitor legislative developments on issues affecting your business, providing you with timely insight regarding the legislative process. From providing an analysis of pending legislation to coordinating concerted efforts by our contacts at industry groups, companies, and other interested parties, we will give you a voice in the legislative process.

Advocacy in Administrative Rulemaking

Once legislation beneficial to you is enacted into law, it is essential to ensure that it is appropriately implemented by the relevant government agency. We work with Federal and state regulators on your behalf to develop sound governmental policy without creating undue burdens on your industry. We actively participate in rulemaking and other administrative proceedings, including written filings and oral presentations before regulators and their staff.

Issue Advocacy

Many of our clients are involved in the governmental and political processes at the state and Federal levels. We provide in-depth, real-world advice on issue advocacy and legislative campaigns. This guidance extends to partnerships, corporations, their individual employees, and to corporate and non-corporate political action committees ("PACs").



Thomas S. Ross

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Thomas S. Ross is a government relations professional with extensive experience in banking, project finance, M&A, and public service. In addition to his considerable political, campaign, and communications experience, he has launched several successful small businesses, most of which have centered on finance and real estate.

While in the corporate world, Mr. Ross led a cross division process review of delinquent account treatment while at First USA Bank that resulted in \$20 million in annual savings. He also served on the M&A team that identified and evaluated potential acquisition targets. As Manager of Business Analysis at Household International, Mr. Ross oversaw the integration of a \$3 billion credit card portfolio into Household's processing system, and was responsible for all marketing and credit performance analytics for the GM Card, Household, Beneficial, and Union Privilege credit card portfolios.

Previously, Mr. Ross served as a Managing Director at Lexden Capital. In this role, he focused on project finance and used his extensive network of contacts to coordinate debt and equity for major development and complex refinance projects. His diverse background is the foundation of a creative approach to building the capital stack and meeting his clients' goals.

Mr. Ross was twice unanimously elected Delaware Republican State Chairman and was appointed to the Ethics Committee of the Republican National Committee by then Chairman Michael Steele. While serving on the RNC, Mr. Ross was instrumental in the successful campaign of the former RNC Chairman Reince Priebus.

Mr. Ross has appeared as a round table guest on ABC's This Week, and has been interviewed by numerous media outlets including Fox News, ABC's World News Tonight, NBC, and National Public Radio. Frequently sought for his opinion, Mr. Ross has been quoted in *The New York Times*, *The Washington Post*, *The Wall Street Journal*, and *The Economist*. Renowned *Washington Post* columnist, E.J. Dionne, said of one of Mr. Ross' statements, "That, so far, is my favorite line of this election season."

Other Affiliations

- St Patrick's Society Board Member, Raising funds for St. Patrick's Senior Center
- Former New Castle County Republican Chairman
- Former Wilmington City Republican Chairman
- Father James Trainer Scholarship Fund, Raising funds for scholarships for Wilmington children to attend Catholic high schools in Delaware
- Youth Sports Coach for Little League Baseball and YMCA Flag Football within the City of Wilmington
- In addition, Mr. Ross is a member of numerous elected official's campaign finance committees



Brian M.P. McGlinchey

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Brian M.P. McGlinchey is a government relations professional with almost a quarter of a century experience in federal, state and local affairs.

The former Projects Director for then-United States Senator and now former Vice President of the United States, Joseph R. Biden, Jr., Mr. McGlinchey was most recently the Director of the Delaware based Laborers – Employers Cooperation and Education Trust, a progressive labor-management fund. For the last 12 years, Mr. McGlinchey forged economic policies which promoted growth in the construction industry in the eastern region. He recently spearheaded an effort in collaboration with the development community to expand brownfields redevelopment on 14 sites, including the Claymont corridor in the coastal zone.

Mr. McGlinchey is also the President of Delawareans For Economic and Environmental Development (DEED), a coalition of labor, civic, environmental and business leaders which champion balanced policies that expand the tax base and create private sector jobs while enhancing and protecting the environment.

A political veteran, Mr. McGlinchey has managed more than 25 political campaigns, including national experience in the Iowa Caucus process, and has held several positions of considerable leadership in the Democratic Party. He cut his political teeth as a legislative assistant to the Senate Majority Caucus in Dover, the state Capitol of Delaware.

Mr. McGlinchey has a successful track record in communications, business development, regulatory affairs and labor negotiations and demonstrates acumen for leading innovative market share strategies.

Mr. McGlinchey is Chair of the U.S. Military Academy Nomination Commission for Delaware's lone member of Congress, Lisa Blunt-Rochester. He has been appointed to the Delaware Motion Picture and Television Development Commission for a term of three years. He has also served on the Delaware Boards and Commissions for each of the last four Governors. He held appointed positions on the Council for State Transportation and the Sewer and Water Infrastructure Board.

Other Board Memberships:

- Current member of the Democratic Representative District Committee
- Current member of the Claymont Renaissance Development Corporation
- Member of the St. Patrick's Society, raising funds for the St. Patrick's Senior Center
- Member of the 2017 Transition Committee and Public Policy Advisory Team for Michael S. Purzycki, current Mayor of the City of Wilmington
- Past Chair of the Governor's Volunteer Awards Board
- Former Vice Chair of the Wilmington City Democratic Party Committee
- Former member of the New Castle County Financial Task Force
- Former board member of the American Cancer Society, The Boys Club of Delaware, The Police Athletic Club, and the Catholic Youth Organization

News

Mr. McGlinchey quoted in "Heavy Industry Eyes Return to Claymont Under Coastal Zone Act Bill," which appeared in [delawareonline](#)