

CARPI & CLAY, INC.

Carpi & Clay, Inc. was established as a California corporation in 1986. We provide full-service, bipartisan federal government relations and specialize in the development and implementation of successful federal legislative and government advocacy programs on behalf of our clients. The advocacy community in Washington, D.C. is very competitive. As such, we are very proud that our successes on behalf of our clients have resulted in their continual decision to remain with our firm. Bloomberg Government named Carpi & Clay as one of their “Standout Lobbying Firms of 2019.” There are over 2,100 federal lobbying firms in Washington, D.C., and we were included in this elite group of 43 firms that received the distinction, placing Carpi & Clay in the top 2% of all federal lobbying firms. Client satisfaction and retention were major factors in the ranking.

For over 35 years, our firm has represented, advanced, and protected the financial, legislative, and regulatory interests of our clients, including numerous local government agencies. Our success is a result of our comprehensive approach to federal advocacy and grounded in the appreciation and respect for the role of local governments in everyday life. Within the context of an ever-changing legislative and regulatory landscape, we are direct advocates and work closely with our clients to develop a meaningful and realistic assessment of their needs and opportunities for success.

We currently represent several counties in California including Fresno, Kern, San Joaquin, and Tulare. Additionally, we represent Los Angeles County on issues related to the Department of Public Works. As such, we understand and are currently working on many of the same federal policy challenges and funding issues facing the County of Sonoma.

We bring decades of experience representing the interests of cities and counties, water utilities, transportation and transit agencies, airports, ports and harbors, and joint powers authorities before Congress and the federal agencies. We work with a cross-section of Members of Congress and Congressional committees on a bipartisan basis. We are also active in stakeholder coalitions and enjoy strong working relationships with the National Association of Counties (NACo).

What You Need to Know About Us

- **We rely on sustained communications.** Advocacy trips, nowadays virtual meetings, to Washington D.C. to meet with Congress and the Administration are just the starting point. As your “boots on the ground”, we nurture relationships and build responsive advocacy strategies. These communications and relationships extend to important stakeholder groups who are information resources and will be like-minded allies.
- **We learn the issues and do not leave policy details to others.** Knowing your issues in detail helps us to establish strong, value-added relationships based on trust on a variety of policies and topics. This is the starting point for any successful advocacy strategy.
- **We give honest assessments of situations and possibilities.** Sonoma’s resources are not unlimited. You deserve to know where and how resources are being used to achieve results. Through continued communications and information sharing, we will facilitate your advocacy on important budgetary, regulatory, and legislative issues in timely and effective ways.
- **We use a “Principals Only” approach.** It is important for our clients to know that the people who prepared this proposal will be the people answering your phone calls, attending meetings, and doing the work. We are the ones who will manage and execute the actual hands-on meetings and briefings, not associates or junior staff. We believe that being directly accountable is the best way to serve our clients.

CARPI & CLAY TEAM

Our team represents bipartisan achievements and diverse issue interests, with complementary expertise and backgrounds. Throughout our individual careers and as a firm, we have worked for and with the Administration, Congress, governors, and local elected officials. We understand the challenges facing public agencies at the federal level and have decades of direct experience working on them with corresponding accomplishments and achievements. Each member of our team is highly respected within the local government community. Our profile, expertise, and federal government relationships are directly aligned to support Sonoma's federal advocacy needs. Our team for the County of Sonoma will be comprised of Channon Hanna, Laura Morgan-Kessler, and David Wetmore, seasoned advocates in federal-state-local government relations who all bring strong credentials working on behalf of California counties.



Channon Hanna

Channon Hanna brings more than 15 years of experience working on federal transportation and infrastructure projects, policy, and regulations. Throughout her career, she has represented a diverse portfolio of clients including airports, airlines, public transportation agencies, highway construction companies, national associations, city and county governments and Fortune 500 companies.

Channon will design and execute a government relations strategy to achieve your federal goals and objectives. She will use her knowledge of how best to navigate the federal government, coupled with her strong background in transportation and infrastructure policy to ensure your priorities in Washington, D.C. are on a path of success. Channon will help craft your message to ensure it reaches well beyond your Congressional delegation, to committee Chairs and Ranking Members, leadership in both the House and the Senate and decision-makers at the federal agencies.

Channon began her career in Washington, D.C. working on the Senate Commerce, Science, and Transportation Committee, working on transportation policy focused on aviation, rail and maritime industries. After leaving the Hill, she worked at the American Public Transportation Association (APTA) and the Airport Council International-North America (ACI-NA), two premiere national associations representing national transportation interests. While serving as the Senior Legislative Representative at APTA, she steered APTA's federal efforts on reauthorization of surface transportation programs, transportation financing, and tax issues. During her tenure at ACI-NA, she led efforts to create and execute overall strategies on federal issues such as Federal Aviation Administration reauthorization, homeland security, and facilitation issues. Most recently, Channon has spent the last few years providing comprehensive government relations services to a wide variety of public and private sector clients.

Channon is currently a member of The Road Gang: Washington's Transportation Fraternity and the Aero Club of Washington. She is also a member of the Board of Directors for Women in Government Relations, the premier, nonpartisan professional society for over 1200 government relations professionals.

Channon has a Bachelor of Science degree in Business Administration from Auburn University.



Laura Morgan-Kessler

Laura Morgan-Kessler, a California native, brings 15 years of experience advocating for public agency clients on a wide range of issues including water quality and infrastructure, economic development, homeland security, public safety, natural resources, and the environment. She provides them with timely and strategic intelligence on Congressional and federal agency actions and helps develop and implement federal advocacy strategies.

Laura is known for developing partnerships with clients, and her dedication to – and passion for – their issues has proven to be an effective combination for success. She maintains strong working relationships with Members of Congress and their staff, Congressional Committees, and federal agencies including the Bureau of Reclamation, the Environmental Protection Agency, the Department of the Interior, the Department of Housing and Urban Development, and the Federal Emergency Management Agency. She also works closely with regional and national organizations such as the Association of California Water Agencies, the U.S. Conference of Mayors, the National League of Cities, and the National Association of Counties.

One of Laura's proudest professional accomplishments is the work she did on behalf of a number of her local government clients to lead the successful effort to remove the residual risk provision from the National Flood Insurance Program Reauthorization bill. The residual risk mandate would have been costly to residents and businesses, thwarted economic development, and discouraged local investment in flood control measures. With the absence of specific policy at the National Association of Counties, the National Leagues of Cities, and the U.S. Conference of Mayors, Laura worked to combat this provision and won a floor amendment in the House and a procedural victory in the Senate to strike the provision from the final bill.

Previously, Laura spent time on Capitol Hill as a legislative staff member for Senator Dianne Feinstein. During her tenure with the Senator, she focused her efforts on issues of importance to Californians such as transportation, water, energy, and the environment. She also supported the Senator's Energy and Natural Resources Committee portfolio.

Laura is currently a member of Women in Government Relations, where she serves as Co-Chair of the Transportation & Infrastructure Task Force, as well as a member of the Congressional Outreach Committee and the Diversity, Equity, and Inclusion Committee.

Laura graduated from Wake Forest University with a Bachelor of Arts in political science with a minor in sociology.



David Wetmore

David Wetmore brings 30 years of hands-on government and Congressional relations experience to our clients, as well as a record of providing strategic guidance to elected officials on a bipartisan basis. Throughout his career, he has stood at the intersection of federal-state-local relations and participated in major federal legislation and decisions impacting states and local governments.

His experience and expertise include the legislative process, public policy and issue development, and strategic planning and communications. He has been the direct liaison with the Executive Branch,

Congress, governors and their senior staff, trade associations, and corporate officers. David served as the Chief Washington, D.C. representative for two California governors, where he was the frontline resource and liaison to Congress, the White House, federal agencies, and stakeholders. He has coordinated all aspects of state and local government federal policy agendas and directed specific strategies that secured changes in federal law to achieve federal funding victories and secure enactment of policy objectives. He worked very closely with other state governors' offices to promote federal priorities, including fiscal relief, environmental policies and resource management, tourism promotion, funding equity, criminal justice reforms, and regional mobility. In addition, for six years David directed government relations for the National Association of Insurance Commissioners, participating in the national health care debate, financial services reform and natural catastrophe legislation. He began his career in the United States Senate with a legislative portfolio that emphasized intergovernmental relations and direct interaction with state and local elected officials.

David graduated with a double major in Political Science and French from San Diego State University. In addition, he is a graduate of the Institute d'Etudes Politiques, France.