



ANN WARNER LLC

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Business Development

Ann Warner LLC uses its knowledge and expertise developed over three decades in Washington, DC to identify and develop business opportunities for private and public sector clients in the transportation and infrastructure sectors.

Managing Partner, Ann Warner, identifies proposed Federal legislation and pending regulations relevant to clients' current operations and business development pursuits. Warner then provides recommendations on how to best incorporate these Federal trends, decisions, or actions into strategic planning, business development efforts, and customer service needs.

Identifying and Acting on Legislative Opportunities

Warner has actively participated in the development of Federal policy for numerous infrastructure programs and services, including four surface transportation laws authorizing Federal-Aid Highway (Mass Transit) Programs; five laws reauthorizing Federal Aviation Administration Programs; and, laws reauthorizing the Water Resources Development Act, and Clean Water and Safe Drinking Water Programs, Surface Transportation Board reauthorization.

Warner is an expert in navigating the Federal legislative and regulatory processes which provides the policies and funding for programs (and specific projects) benefiting her clients.

Once a legislative vehicle has been identified or developed, Warner works with her clients to develop and implement a strategy to include language authorizing the project or program in an authorization measure(s) and then funding the project or program in an appropriation bill(s). Examples:

FAST Act: Fixing America's Surface Transportation Act (P.L. 114-094)

For a coalition supporting increased capital funding for transit program, Warner successfully advocated for the highest-possible authorization for transit New Start/ Small Start/Core Capacity programs in the first long-term surface transportation bill in a decade.

MAP-21: Moving Ahead for Progress in the 21st Century (P.L. 112-141)

Warner worked with other stakeholders to successfully include a provision expanding Private Activity Bonds to water projects (as included in the Senate-passed bill).



This language would have benefited her client, a U.S. subsidiary of an international client, and its numerous public sector water customers.

SAFETEA-LU: The Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy for Users (P.L. 109-59)

On behalf of a corporate client, Warner developed, advocated for, and mobilized industry support for a Public Private Partnership (PPP) Pilot Program that encouraged state and local mass transit New Start project sponsors to utilize innovative project delivery approaches and/or alternative financing options. This program benefited not just Warner's corporate client and its New Start customer, but several other entities participated in this PPP Pilot Program resulting in a greater acceptance and use of alternative approaches throughout the country.

TEA-21: Transportation Equity Act for the 21st Century (P.L. 105-178)

Warner successfully helped to eliminate a provision which would have undercut concrete pavement competitiveness in the United States concrete pavement market, on behalf of national trade association client.





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ISTEA: Intermodal Surface Transportation Efficiency Act of 1991 (P.L. 102-240)

On behalf of an international trade association client, Warner successfully advocated for expanded market opportunities for publicly and privately-owned toll authorities by securing a provision in ISTEA, allowing for the first time, toll revenues to be combined with Federal funds on certain Federally-funded highway and bridge projects. Also, Warner successfully secured provisions providing incentives for electronic toll and traffic management development, which later helped serve as a cornerstone for Intelligent Vehicle Highway Systems (IVHS) applications.

AIR-21: The Wendell H. Ford Aviation Investment and Reform Act for the 21st Century (P.L. 106-181)

For a national trade association client, Warner successfully advocated for expanded market opportunities for the concrete pavement industry. She secured the first-ever Federal authorization for applied airfield concrete pavement research in AIR-21.

FY 2001 and FY 2002 USDOT Appropriations (P.L. 106-340) and (P.L. 107-87)

For a national trade association client, Warner secured the first-ever Federal appropriation, \$5 million, for applied airfield concrete pavement research via a unique cooperative agreement between the Federal Aviation Administration and the concrete pavement industry in the FY 2000 US DOT Appropriations Act (P.L. 106-340) and subsequently helped obtain \$5 million in funds in the FY 2001 US DOT Appropriations Act (P.L. 107-87).

Researching and Assessing Regulatory Opportunities

Federal agencies draft rules and regulations to enact legislation passed by the U.S. Congress or implement Administration priorities. Ann Warner LLC provides regulatory monitoring services for clients, and provides research and analysis on an as-needed basis. Examples:

Monitoring and Reporting

For a U.S. subsidiary of a foreign-owned corporation, Warner developed and managed a key issues documents identifying Federal regulatory issues – including the safe drinking water, clean water, energy/ alternative energy, climate change, sustainable development, and transportation sectors – for the client's corporate strategic planning, current operations, and marketing/business development efforts.

Program Implementation

For public sector customers of a U.S.-owned multinational corporation, Warner identified possible market opportunities following the U.S. Department of Transportation (USDOT) creation of the Corridors of the Future Program in 2006 - a congestion mitigation initiative to accelerate the development of multi-state transportation corridors to help reduce congestion.

