



ANN WARNER LLC

aviation | highways | rail | water

Issue Advocacy, Monitoring and Industry Leadership

Legislative Issue Monitoring

Ann Warner, managing partner of Ann Warner LLC, has a knowledge base more than three decades deep on transportation and infrastructure laws. Using her countless sources of information on and off Capitol Hill, Warner keeps her fingers on the pulse of her clients' issues and provides timely, accurate and succinct information and insights.

Freight Rail Customer Alliance

For an alliance of freight rail shippers, Warner monitored the development of legislation reauthorizing the Surface Transportation Board through the legislative process, from the drafting by the leadership of the Senate Commerce, Science and Transportation Committee to its subsequent passage by the full Senate, followed by the House of Representatives in the final hours of the 2015 session of Congress. Warner updated the alliance with regular phone calls, e-mail updates, and monthly reports to the alliance's Board of Directors and general membership.



Warner also mobilized this client to successfully lobby for an extension of the Positive Train Control (PTC) Implementation Deadline from December 2015 to December 2018. This effort was carried out in support of actions by the railroads and other industry/consumer stakeholders to extend the deadline for requiring railroads to install PTC on their respective systems.

Getting America to Work Coalition

For another coalition client supporting increased capital funding for surface transportation programs, particularly for transit, Warner advocated for legislation reauthorizing the Federal-Aid Highway (and Mass Transit) Program. She participated in regular meetings and conference calls with the client, coalition staff and members, and other outside government public relations consultants and subconsultants.

Warner regularly provides her clients with intelligence and insights on policy initiatives being considered by lawmakers.

For the U.S. subsidiary of a multi-national corporation, Warner developed and regularly updated a key issues document identifying Federal legislative and regulatory issues for corporate-wide needs, operating divisions and marketing and business development efforts. She also created and maintained a government affairs website to keep company officials updated in real-time.

For a second multi-national corporate client, Warner identified specific existing policy, authorization and appropriations items directly affecting the corporation's current operations and business development needs. She continuously monitored authorizations and appropriations bills to identify possible business opportunities and potential threats.

Warner provided similar services to her numerous international and national trade association clients.

Industry Representation

Warner commonly leverages the resources of other industry advocates, associations and coalitions to build support for and obtain passage (or defeat) of legislation or regulations of mutual interest and concern. Warner herself was a Federally-registered lobbyist for much of her career.

During her tenure in Washington D.C., Warner has taken leadership roles in several key national trade associations and helped her clients maximize their investment in these groups by recommending how to



participate in various groups: encouraging committee involvement; identifying sponsorship opportunities; and, securing speaking/moderating spots at national conferences and workshops.

Warner has built brand recognition on Capitol Hill, before the administration and among industry for her corporate clients' projects and policies by participating in trade associations representing the road, transit and airport sections, including: Airports Consultants Council; American Road and Transportation Builders Association/Public-Private Ventures Division, American Public Transportation Association; Airports Council International- North America; American Association of Airport Executives, American Council of Engineering Companies, National Council on Public Private Partnerships, National Waterways Conference, Transportation Research Forum-Washington Chapter, New Starts Working Group, Women in Government Relations, and Women's Transportation Seminar.

Further examples of Warner's participation, on behalf of her clients, in trade associations include:

American Public Transportation Association, Maine Pulp and Paper Association, Western Coal Traffic League

- Built brand awareness of her client, a restructured decades-old freight rail shipper coalition, through various speaking engagements.

Airports Consultants Council

- Served as Former Chair, US DOT Government Affairs Committee.
- Moderated panel discussions at ACC annual meetings.

American Public Transportation Association

- Served on several committees and task forces, including:
 - o Business Members Committee.
 - o Policy and Planning Committee.
 - o Public Private Partnerships Committee.

- o Legislative Affairs Committee.
- o Washington Area Transportation Representatives.
- Addressed the 2006 APTA Rail Conference on public private partnerships.

American Road and Transportation Builders Association

- Served on the Public-Private Ventures (PPV) in Transportation Division and the Public, Passenger and Freight Rail Advisory Panel.
- As a member of the Public-Private Ventures Division, helped plan seminars and secure Congressional speakers for its annual meetings.

National Waterways Conference

- Provided government relations and communication support services.

New Starts Working Group

- Helped advanced Federal policy enhancements, Congressional funding, and Executive Branch/Agency implementation for the Transit New Starts Program.

Transportation Research Forum - National

- Served as Vice President, Public Affairs.

Transportation Research Forum - Washington Chapter

- Served as Board Member, At Large.

Women in Government Relations

- Served as Co-Chair, Communications Committee.

Women's Transportation Seminar

- Served as Chair, Select Federal Appointments Committee.

As senior staff with various international and national trade associations, Warner has helped develop and implement programs and services supporting the unique government relations needs of dues-paying members.

American Council of Engineering Companies

- Participated in Washington Representatives Group.