



PLUMMER  
— & —  
ASSOCIATES, LLC

## **PROFESSIONAL EXPERIENCE**

The professionals at Plummer & Associates, established on October 1, 2008, bring over forty-five years of combined legislative and governmental experience to their clients. The principals of Plummer & Associates have worked together in various capacities for over twelve years. First at the lobbying firm of Featherstonhaugh, Wiley & Clyne, LLP and most recently at Griffin, Plummer & Associates, LLC.

## **RANGE OF SERVICES**

Our range of services provides the highest level of representation for our clients, including legislative lobbying, coalition building, economic development, regulatory and agency advocacy, marketing products and association management.

## **PROVEN SUCCESS**

We pride ourselves on providing a coordinated and reliable approach to issues which contribute to our clients' success and profitability. Plummer & Associates has a proven record of success on many issues that have resulted in expanded long-term relationships with satisfied clients. Plummer & Associates has a thorough understanding of the issues, the legislative process and we give personal and immediate attention to all clients at all times.



### **DANIEL G. PLUMMER, *President***

Dan has extensive experience representing the interests of private sector companies and associations before the New York State Legislature, Executive Office, State agencies and public authorities. Prior to establishing Plummer & Associates, Dan was a principal at the firm of Griffin, Plummer & Associates, LLC (2003-2008) and worked as a governmental relations professional at the firm of Featherstonhaugh, Wiley & Clyne, LLP (1995-2003) and as a partner and president of Hennessy, Plummer & Griffin, Inc. (1986-1995), a government affairs firm that represented over 75 companies and associations during its existence. He began his professional career at the Business Council of New York State, Inc. where he held several positions before becoming the Manager of Governmental Relations in 1984. Dan was responsible for the legislative and regulatory programs in the areas of transportation, energy, utility, construction, manufacturing and consumer affairs. Dan has a Bachelors degree from Siena College and is a lifelong resident of the Town of Bethlehem where he is currently the Deputy Supervisor.

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### **SCOTT WIGGER, *Government Affairs Counsel***

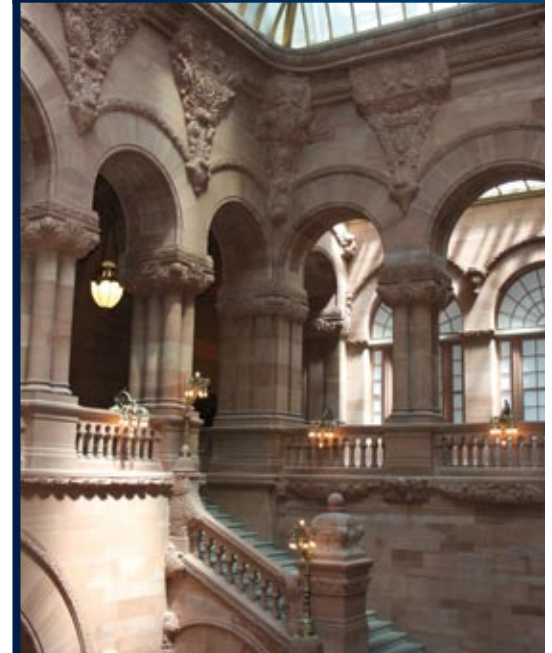
Scott has over 8 years of experience working in governmental relations, having continued with Plummer & Associates in 2008 after joining Griffin, Plummer & Associates in 2005. Prior to that, he worked at Featherstonhaugh, Wiley, Clyne & Cordo where he worked on a variety of legislative responsibilities, including client relations and association management. While there, he gained extensive experience working with the manufacturing, transportation, high tech, insurance and banking sectors. At Plummer & Associates, Scott is responsible for a wide variety of lobbying and representation duties including client communication and coordinating activities, legislative bill and memo drafting, bill research and tracking, marketing activities and client representation before the NYS Executive Office, Legislature and state agencies. Scott attended Binghamton University where he graduated with a Bachelors degree in Economics.

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### **MARGE WIGGER, *Executive Assistant***

Marge has over 12 years of experience working in governmental relations, having continued with Plummer & Associates in 2008 after joining Griffin, Plummer & Associates in 2003. Prior to that, she worked at Featherstonhaugh, Wiley & Clyne. She is responsible for the preparation and filing of all lobbying reports with the New York State Commission on Public Integrity. Marge interacts with all of the firm's clients to ensure that they are kept abreast of all New York laws and regulations affecting their lobbying activities and advising them in their compliance issues as they prepare and submit their required New York filings. She monitors the introduction and daily status of all legislation affecting each client and supervises the individualized client tracking system. Marge attended the College of St. Rose.

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# OUR SERVICES



## **LEGISLATIVE REPRESENTATION**

To properly manage legislative issues, it is important to develop and implement sound strategies. Plummer & Associates is uniquely qualified to provide expert guidance and advice to shape and direct an effective governmental relations program. Plummer & Associates has been successful in working on many tough legislative issues and we offer our clients the expertise and hands on work ethic that is necessary to produce positive results for our clients.

Whether it's development and passage of legislative initiatives, efforts to amend or defeat proposed legislation, or coalition building and grassroots development to support our client's cause, Plummer & Associates provides a reliable and successful approach to public policy issues.

## **ECONOMIC DEVELOPMENT**

As businesses consider expansion, relocation or selection of a new site, particularly in these competitive and difficult economic times, it is important that they have reliable and up to date information on the various New York State and local government incentives/programs that are available for these purposes.

Plummer & Associates has considerable experience working with state and local officials on these various incentive packages. We use this experience and our familiarity with the wide range of economic development incentives available to businesses to design a tailored approach that best fits the economic needs of our clients.

## **REGULATORY & AGENCY ADVOCACY**

New York State has over 110 departments, authorities, boards, offices and commissions within the Executive Branch. Plummer & Associates works on select issues to resolve problems or promote initiatives on behalf of our clients within the many agencies and authorities of New York State government. We have worked on numerous issues for individual companies and organizations including those in the energy, environmental, manufacturing, taxation, insurance, transportation, economic development and technology area.



## **RESEARCH ASSESSMENT & MONITORING**

Plummer & Associates has established research capabilities that are available to all our clients. Whether there is a need for information on any state programs, legislative proposals, rules, regulations, the New York State budget or any action undertaken by the state, Plummer & Associates will provide the necessary research that addresses our individual client's needs.

In addition, through experience in gathering information and computerized bill tracking, Plummer & Associates monitors and tracks bill introductions, committee agendas, bill calendars, chapter laws, regulatory proposals and hearing notices.

Our clients are given candid assessments of legislation and proposals in order to make intelligent decisions and to determine what actions to take next to benefit their business interests.

## **MARKETING & SALES**

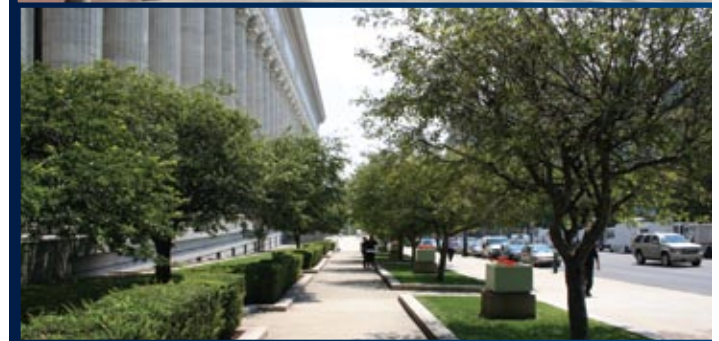
New York's Public sector provides a vast opportunity for companies both inside and outside of New York State that produce and sell products and services.

Whether it's a long standing product or a new idea, Plummer & Associates provides marketing and sales representation to companies looking to the public sector for business.

We assist clients in developing detailed marketing strategies for both state and local governments and we work with our clients to implement that strategy so they can sell their products and services to New York State.

## **LOCAL GOVERNMENT REPRESENTATION**

New York State is comprised of 62 counties and hundreds of cities, towns and villages. Plummer & Associates provides local representation for our clients on a variety of issues. Whether it's promoting a business development project, marketing a product, service or working with individual state legislators and local officials on projects affecting their district and communities, Plummer & Associates has the knowledge and experience to access decision makers and produce results.



# SOME OF OUR SUCCESSES

- Developing and passing legislation establishing a Film Production Credit on behalf of a television and film production company.
- Defeating proposed legislation to legalize sports betting in New York State on behalf of the National Football League.
- Securing an agreement with the New York State Department of Environmental Conservation on behalf of a ski center regarding the amount of water it could withdraw from a local creek for snowmaking purposes.
- Working with various state agencies to promote and secure the permits for an undersea cable to transport electricity to Long Island.
- Passing legislation that changed the Corporate Tax formula to a “Single Sales Factor” on behalf of a large New York corporation.
- Securing \$15 million in state funding for the development and construction of a \$100 million sodium battery manufacturing facility.
- Securing state funding for local governments on behalf of an engineering company for the development of wastewater treatment facilities.
- Defeating a proposal that would have imposed state and local sales taxes on ski lift tickets.
- Developing and passing legislation mandating timeframes that the DEC must comply with when approving pesticide products.
- Securing an extension of the Power for Jobs and Economic Development Power programs on behalf of one of the State’s largest employers.
- Securing \$10 million in state funding for a \$165 million medical device manufacturing facility on behalf of a large healthcare company.
- Passing legislation extending the law which regulates the selling of pre-need funeral services on behalf of the funeral directing industry.
- Securing a \$3 million budget appropriation to rehabilitate the rail line from Syracuse to Binghamton on behalf of a short line operator
- Developing and passing legislation allowing private label credit card companies to receive a refund of sales tax paid on uncollectible accounts from a private label credit card user.
- Promoting and developing support to implement the Long Term Care Education public relations campaign at the NYS Department of Health on behalf of an insurance company.

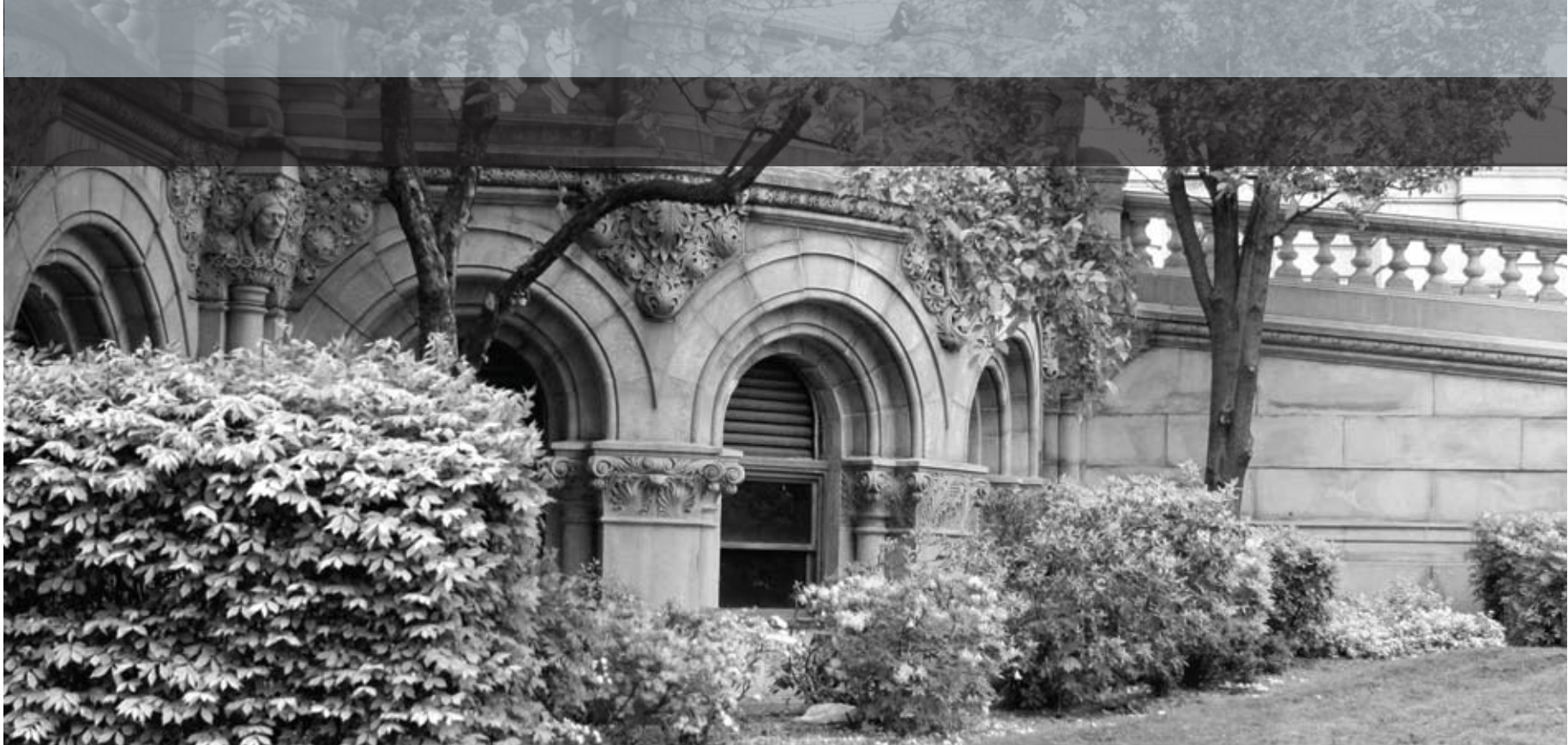


# PAST & PRESENT CLIENTS

Alstom  
American Farmland Trust  
Beiscorp Allegany L.P.  
Cianbro Corporation  
CoBank  
Delaware Engineering  
Delaware Otsego Corporation  
- New York, Susquehanna & Western Railway Corporation  
Direct Marketing Association  
Energy Answers Corporation  
General Electric Company  
Genworth Financial  
Gorman Brothers Incorporated  
Great Eastern Technologies  
Greene County Coalition for Economic Equality, LLC  
Greyhound Lines, Inc.  
Hunter Mountain Ski Bowl  
Kidder Peabody & Company, Inc.  
LandAmerica Financial Group  
Long Island Contractor's Association  
Momentive Performance Materials USA Inc.  
Morrison-Knudsen Company, Inc.  
Mutualink, Inc.  
NBC/Universal  
National Agricultural Chemicals Association  
National Electrical Manufacturers Association  
National Football League  
Neptune RTS™  
New York Cruise Lines, Inc.  
New York Roadway Improvement Coalition  
New York State Automobile Association  
New York State Funeral Directors Association, Inc.

Railroads of New York  
SABIC Innovative Plastics US LLC  
Schenectady Metroplex Development Authority  
Ski Areas of New York  
Sterling Forest Corporation  
The Seneca Nation of Indians  
The Trump Organization  
Unisys Corporation  
Untied Parcel Service





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