



## **GOVERNMENT RELATIONS SERVICES**

*Prepared for the County of DuPage*

McGuireWoods Consulting  
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**December 2024**

TO: County of DuPage, Illinois  
FROM: McGuireWoods Consulting LLC  
DATE: December 2024  
**RE: Government Relations Services**

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McGuireWoods Consulting LLC (MWC) has been honored to represent DuPage County, Illinois for the past year.

During that short time, we have been successful in supporting and advocating on behalf of multiple initiatives, priorities, and requests for the County.

This includes:

- Getting Congressional approval for more than \$1.5 million in FY25 federal funding through the Congressional Directed Spending / Community Project Funding program:
  - \$1.1M stormwater management project;
  - \$250K infrastructure and mobility work;
  - \$300K flood reduction;
- Establishing the County in the Water Resources Development Act (WRDA) as a Section 219 pre-authorized unit of government with the U.S. Army Corps of Engineers for future water infrastructure projects. This includes \$5M in pre-authorized funding;
- Constant monitoring and advocacy for the County's federal policy priorities that include, but are not limited to firearm safety, federal budget and appropriations, and homeland security;
- Working with County staff to establish and refine federal funding priorities, and lobbying Congressional offices on these important projects;
- Tracking federal grant and funding opportunities for the County.

We take pride in representing the second largest County in Illinois and look forward to continuing to bring value to you as your federal representatives.

Greg Bales  
Senior Vice President  
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## Firm Overview

McGuireWoods Consulting is a leader in developing innovative and strategic ways to serve our clients. Founded in 1998 as a full-service public affairs firm, our consultants provide federal, state, and local government relations, national/multistate strategies, infrastructure and economic development, strategic communications, and grassroots issue management services.

We work in close partnership with our clients, providing seamless and savvy strategies to achieve public affairs objectives and increase federal- and state-level influence. Additionally, we have a broad and diverse array of relationships and contacts with key government officials and agencies, influential former officeholders and staffers, and organizations that impact both public policy and the regulatory process.

While we specialize in helping clients craft workable policy proposals, solve major public policy challenges and advocating our clients' positions on governmental issues, we bring distinct value through multifaceted message development and issue advocacy strategies that help convert the proposals into law. Our team includes registered state or federal lobbyists and consultants with media relations experience and/or expertise in grassroots mobilization, issue campaigns, and coalition building.

McGuireWoods Consulting also possesses the ability to tap the vast substantive knowledge of our McGuireWoods' attorneys. This makes for a potent combination that few firms can match. With the law firm, McGuireWoods Consulting uses client-focused teams to serve public, private, government, and nonprofit clients. We pride ourselves on partnering with clients by listening to their needs, understanding their businesses, and utilizing this knowledge base to provide efficient service.

No matter the issue, we will understand the policy debate, the political context, and the process in which matters of great importance to our clients will be decided.

## How We Can Help You

### State Government Relations

Our bipartisan state government relations team is comprised of professionals with hands-on political and governmental experience. In addition to legislative lobbying, the team assists clients with a broad range of state executive branch relations, advocacy to state attorneys general, executive agency procurements, environmental policy and regulatory matters, budget formulation, program and spending initiatives, executive orders, economic development efforts, infrastructure financing, privatization, and public-private partnerships.

### Federal Government Relations

Our federal team assists clients in communicating with federal policymakers on complex legislative issues in every major area, from trade to taxes to transportation. We draw on our Capitol Hill and executive branch relationships, policy experience, and strategic understanding of process to help clients fend off unwelcome initiatives and affirmatively shape sound policy environments for achieving business goals.

## **National Multistate Strategies**

Our national multistate strategies team effectively and efficiently reaches across the country to gain support on issues affecting clients, including federal legislation, state legislation, federal or state regulatory matters, multistate litigation, corporate image, or crisis situations. We also provide clients with strategic advice on building national or multistate strategies to be implemented through our nationwide network of political and governmental relationships.

## **MWC Advocacy**

MWC Advocacy, our in-house grassroots and strategic communications team, designs and executes issue campaigns to shape public policy at the federal, state, and local levels. MWC Advocacy enhances our clients' ability to achieve business success by designing and managing customized grassroots, communications and digital campaigns that impact public perceptions and enhance legal strategies. Our experienced team of former journalists, campaign strategists, and public relations specialists understands how to develop messages to educate the public and manage communications efforts – including website design, social media, and media relations – that generate positive community support and earned media for our clients and help shape policy.

## **Infrastructure & Economic Development**

Our infrastructure and economic development team specializes in incentives negotiation, infrastructure funding, and public-private partnerships. From site selection to negotiating millions of dollars in economic development incentives, the team works closely with clients and key decision-makers to ensure delivery of the best possible packages available.

## **Public Entities: Securing Federal Funds for 2024 and Beyond**

Now is the time for local governments, higher education institutions, development authorities and other public entities to best position yourself to harness the once-in-a-generation federal funding flowing out of Washington, D.C. The return of congressionally directed spending, the Bipartisan Infrastructure Law and the Inflation Reduction Act present public sector entities with three unique opportunities to fund needed projects.

### **Congressionally Directed Spending**

In 2021, congressional leaders [announced the return of](#) congressionally directed spending, or earmarks, after a decade-long moratorium. Consequentially, a diverse set of public entities were granted license to petition individual lawmakers for government funding, in amounts ranging from tens of thousands of dollars to as high as the tens of millions. The House Republican majority made changes to the program but continued congressionally directed spending, though process and approval may differ for the 119th Congress.

### **Bipartisan Infrastructure Law (BIL)**

In November 2021, President Biden signed the Infrastructure Investment and Jobs Act (P.L. 117-58), formally enacting the Bipartisan Infrastructure Law (BIL). The BIL provides \$973

billion over five years from Fiscal Year (FY) 2022 through FY 2026, including \$550 billion in new investments for all modes of transportation, water, power and energy, environmental remediation, public lands, broadband and resilience.

### **Inflation Reduction Act (IRA)**

Biden signed the Inflation Reduction Act of 2022 (IRA) into law in August 2022. The bill includes \$790 billion in revenue and savings to fund federal deficit reduction and approximately \$485 billion in new spending, which includes some \$385 billion in new energy and climate-related programs over 10 years and \$100 billion to pay for a three-year extension of the Affordable Care Act healthcare premium tax credits. Some examples of funding opportunities for public sector entities include:

- \$760 million for grants to state, local, and tribal governments, and other entities to support accelerated siting of interstate electricity transmission lines;
- \$7 billion for use through September 2024 in competitive grants to states, municipalities, and tribes for providing grants, loans, or other forms of financial assistance, as well as technical assistance, to enable low-income and disadvantaged communities to deploy or benefit from zero emissions technologies, including distributed technologies on residential rooftops, and to carry out other GHG emissions reduction activities;
- \$3 billion for Neighborhood Access and Equity Grants to reconnect communities divided by existing infrastructure barriers, mitigate negative impacts of transportation facilities or construction projects on disadvantaged or underserved communities, and support equitable transportation planning and community engagement activities;
- \$1 billion to cover cost of zero emission school buses, garbage trucks, and mass transit buses; and
- \$1 billion for improving energy efficiency, water efficiency, or climate resilience of affordable housing. Public housing authorities can participate.

## **Our Team**



### **Gregory Bales, Senior Vice President**

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Before joining the firm in December 2022, Greg Bales worked for U.S. Senate Majority Whip Richard J. Durbin for more than a decade, serving as senior advisor in the Senator's government office as well as his campaign manager for his 2020 reelection. During his time with the Senator, he oversaw special projects throughout Illinois, and worked as a liaison to elected officials, businesses, community organizations, and other constituencies across the state.

Prior to joining Senator Durbin's staff, Greg worked as a policy advisor for the Illinois Department of Transportation. He was a staffer for former Illinois Congresswoman Debbie Halvorson, and he has worked on numerous political campaigns in California, Illinois, and Indiana. Before managing Senator Durbin's recent reelection, Greg took leave to elect Illinois Congressman Sean Casten to his first term in 2018, and served as Illinois state director for Secretary Hillary Clinton's 2016 Presidential campaign.

Greg's relationships span across the state, including the Illinois congressional delegation, the Illinois General Assembly, City of Chicago, Cook County government, and in numerous municipalities and local units of government. Greg has concentrated on infrastructure funding, economic development, and earmarks. He has worked with Illinois General Assembly leadership on legislative language to ensure millions of dollars in federal funding for election security were allocated to cybersecurity; managed multi-million-dollar campaign budgets; pitched stories and gone on the record with the media; and lobbied for state funding for public transit.



**Reilly O'Connor, Principal**

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Reilly O'Connor is the founding principal of the Lincoln Park Group. Prior to establishing the Lincoln Park Group, Reilly was the Head of Federal Affairs and Policy for the Wine & Spirits Wholesalers of America (WSWA). Reilly served as the association's top strategist and advocate before Congress and the federal government. He spent a decade lobbying on behalf of American family-owned wine and spirits distributors. Reilly lobbied both political parties, both Congressional chambers and Democrat and Republican Administrations during his WSWA tenure.

Before joining WSWA, Reilly was the Director of Government Affairs for the Generic Pharmaceutical Association - now known as the Association for Accessible Medicine - where he worked on Medicaid reimbursement issues, patent reform and drug importation legislation.

Reilly successfully passed into law provisions in the SUPPORT for Patients and Community Act (PL 115-271), Fixing America's Surface Transportation Act (PL 114-94), Food Safety Modernization Act (PL 111-353) and secured statutory, report language and Congressionally-directed spending projects in many Appropriations bills. Additionally, he has spent more than a decade working closely with the Congressional tax writing committees.

Reilly worked on many political campaigns and in the offices of Senators Richard J. Durbin (D-Ill.) and Tom Harkin (D-Iowa) before settling in Washington.

Reilly is active in numerous Irish-American activities. He is a 2004 magna cum laude graduate of Lake Forest College.