



THE
BINGHAM
GROUP

BUSINESS & GOVERNMENT



BUSINESS & GOVERNMENT

ABOUT US

Founded in 2017, The Bingham Group, LLC is an Austin-based municipal and state lobbying firm serving clients at the intersection of **business** and **government**.

Over the past five years, Bingham Group has developed a range of experience on issues, including technology/ innovation, transportation, infrastructure, nonprofits/associations, healthcare, and state & local incentives.

SERVICES

Business Affairs

- Market Entry
- Strategic Planning
- Procurement Consulting
- Economic Incentives Consulting
- Workforce Development Consulting
- Private Public Partnership (P3) Consulting

Government Affairs

- Lobbying (municipal and state)
- PAC Management and Advice
- Legislative drafting and writing
- Grassroots/tops strategy & engagement
- Legislative/Regulatory tracking, analysis, and reporting

VENDOR CERTIFICATIONS

- Minority-Owned Business (MBE) - City of Austin
- Historically Underutilized Business - State of Texas

Contact Us

info@binghamgp.com

www.binghamgp.com

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BIOS

A.J. Bingham
Founder and CEO
Managing Principal - Municipal Affairs

A.J. Bingham, Founder and CEO of The Bingham Group, LLC. He is responsible for overall firm administration, and managing the firm's Municipal Affairs Practice. A.J. brings over 10 years of experience lobbying for clients at the municipal and state level in Texas.

A.J. most recently served as Director of Government Affairs for the Real Estate Council of Austin, one of the most powerful business associations in the region. He began his lobbying career at one of Texas' top lobbying firms, rising to Legislative Director over four years and two legislative sessions. He previously worked at a leading Texas government procurement firm as a consultant for medium to Global Fortune 500 companies.

A.J. began his policy career with the Texas Senate as an Associate in the Senate Research Center. This role included analysis of bills passing through the Senate, providing research support for the Lieutenant Governor's Office, Senators and Senate employees, and monitoring and timely reporting on legislative hearings.

EDUCATION

- Austin's LBJ Science Academy, 2001
- Wake Forest University, B.A. Political Science, 2004
- Washburn University School of Law, J.D., 2008



PRACTICE AREAS

- MARKET ENTRY
- P3 CONSULTING (MUNICIPAL AND STATE)
- STRATEGIC PLANNING (MUNICIPAL AND STATE)
- LOBBYING (MUNICIPAL AND STATE)
- PROCUREMENT (MUNICIPAL AND STATE)
- LEGISLATIVE DRAFTING
- GRASSROOTS/TOPS STRATEGY & ENGAGEMENT (MUNICIPAL AND STATE)
- WORKFORCE AND ECONOMIC INCENTIVE CONSULTING (MUNICIPAL AND STATE)
- LEGISLATIVE/REGULATORY TRACKING, ANALYSIS, AND REPORTING



BIOS

Andy Cates, J.D.
General Counsel
Managing Principal - State Affairs



Andy Cates, J.D. serves as General Counsel and Managing Principal - State Affairs.

Andy most recently served as co-founder and Senior Partner of Austin-based lobby firm, Salient Strategies, where he and his partners ushered House Bill 5, the Governor's emergency item on Broadband Expansion, to passage. He previously served as General Counsel and Director of Government Affairs for the Texas Nurses Association, where he spent three legislative sessions leading advocacy efforts to secure over \$25 million in state funding to end the nurse shortage.

Prior to that role, he served as legislative attorney for the Texas Association of REALTORS® as well as lead attorney for the Texas Association of REALTORS® Political Action Committee, the largest PAC in Texas. Andy received his B.A. in International Politics from Trinity University and his J.D. from Texas Tech School of Law. He currently lives in South Austin with his wife Nicole and son Dylan.

EDUCATION

- Trinity University, B.A. International Politics & Spanish , 2000
- Texas Tech University School of Law, J.D., 2007



PRACTICE AREAS

- STRATEGIC PLANNING
- LOBBYING (STATE)
- LEGISLATIVE DRAFTING
- PAC MANAGEMENT AND ADVICE
- GRASSROOTS/TOPS STRATEGY & ENGAGEMENT
- LEGISLATIVE/ REGULATORY TRACKING, ANALYSIS, AND REPORTING





BIOS

Larry Holt
Consultant
Economic Incentives

Larry Holt is recognized as a National Top 50 Economic Development executive, with a proven ability to translate and integrate the needs of governments and businesses. In the last decade, he and his teams have attracted \$583 million in capital investment and created 7,261 jobs.

Larry currently serves as Director of Economic Development for the City of Grapevine, TX (Dallas Metroplex). He most recently served as Chief Operating Officer for the Columbia River Economic Development Corporation in Washington state, where he was hired to lead organizational transformation and directed key business development in Europe.

Over a 15 years career he has developed market experience in the Dallas Metro, Portland Metro, Austin Metro, and Birmingham Metro.

Larry resides in the Oak Lawn neighborhood of Dallas, Texas, and enjoys volunteering with the nonprofit Stomping Ground Comedy Theatre.

EDUCATION

- University of South Alabama, B.A. History and Philosophy, 1996



PRACTICE AREAS

- ECONOMIC INCENTIVE CONSULTING (MUNICIPAL AND STATE)





BUSINESS & GOVERNMENT

CURRENT OR FORMER CLIENTS





BUSINESS & GOVERNMENT

CLIENT TESTIMONIALS

"Bringing Bingham Group onboard to support the Austin Parks Foundation's advocacy initiatives was certainly the right move. The team provided well-rounded support ranging from strategic guidance to preparing communications collateral. The team is professional, highly responsive and results-oriented."

"Easy Expunctions has worked with Bingham Group for over a year now and we highly recommend their work. The team have done a wonderful job creating opportunities for our business by connecting us with relevant government and community stakeholders where synergy may be created."

"Bingham Group always communicates clear and reasonable expectations for our initiatives and maintains a helpful level of contact. The team is adept at building positive relationships that pay off."



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FOUNDATION

COMMUNITY

ABOUT

Founded in 2020, the Bingham Group Foundation (BGF) is the first philanthropic arm of an Austin-based government relations firm.

BGF is 501(c)(3) company sponsored foundation created to invest in our community, and help clients achieve their philanthropic goals.

MISSION

Contributing financially to inspiring nonprofits creating educational and economic access for underserved communities in the Austin Metro.

[Learn more about BGF and our board here](#)

BENEFICARY ORGANIZATIONS TO DATE:



Code2College

Code2College is an economic empowerment, college access and workforce development program that recruits volunteers from the Tech community to deliver a high-touch program model to underserved Central Texas high school students.

(\$10,000 unrestricted grant // 2022)

[Code2College website](#)



E4 Youth uses the arts, sciences and technology to help underserved Central Texas youth find and pursue pathways to successful careers in the creative economy through hands-on training, active mentorship and exposure to real-world opportunities.

(\$10,000 unrestricted grant // 2022)

[E4 Youth website](#)



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