



THE
BINGHAM
GROUP

BUSINESS & GOVERNMENT



BUSINESS & GOVERNMENT

ABOUT US

Since its founding in 2017, The Bingham Group, LLC (Bingham Group) has provided services to a broad and diverse base of clients, including international and national companies, technology startups, non-profits, industry trade groups, real estate developers and more.

Our guiding objective is to advance the interests of our clients in the Austin Metro, one of the strongest economies, and fastest growing regions in the state of Texas, and the United States.

We have provided this service deck for you to familiarize yourself with our team, as well as our experience in the Austin market.

We appreciate your interest in the Austin Metro and our firm. Please email our CEO, A.J. Bingham, for service inquiries.

VENDOR CERTIFICATIONS

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

CONTACT US



A.J. BINGHAM

Founder and CEO

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A.J. Bingham **Founder and CEO**

A.J. Bingham, Founder and CEO of The Bingham Group, LLC. He is responsible for overall client service, firm administration, and business development.

A.J. previously 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.

EDUCATION

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



SERVICE EXPERIENCE

- GOVERNMENT AFFAIRS CONSULTING
- APPROPRIATIONS AND FUNDING
- COMMUNITY ENGAGEMENT
- LOBBYING AND ADVOCACY
- PROCUREMENT CONSULTING
- RESEARCH AND ANALYSIS





Hannah Garcia Associate

Hannah Garcia most recently served as the Senior Research Analyst for Strategic Partnerships, Inc. (SPI), a national business development and consulting firm focused on the state, local, and education (SLED) market.

Her policy experience spans state and local. She served as a Policy and Government affairs specialist for the Real Estate Council of Austin. And worked as a Texas House staff during the 86th legislative session.

EDUCATION

- University of Texas at Austin, B.A.
Government



SERVICE EXPERIENCE

- GOVERNMENT AFFAIRS CONSULTING
- APPROPRIATIONS AND FUNDING
- PROCUREMENT CONSULTING
- LOBBYING AND ADVOCACY
- RESEARCH AND ANALYSIS





Wendy Rodriguez Associate

Wendy Rodriguez is a native Austinite and a graduate of the University of Texas at Austin where she received a Bachelor of Science in Communication and Leadership.

Wendy previously worked as a field organizer for two local campaigns and was the Civics Director at the Austin Chapter of the National Organization for Women.

In 2019, she interned in the office of Senator Judith Zaffirini (D-Laredo) and also served as a College Student Commissioner for the City of Austin.

She is an Ann Richards School for Young Women Leader's alumni and was a previous intern at The Bingham Group.

Wendy is a native-level Spanish speaker.

EDUCATION

- **The University of Texas at Austin, B.S.**
Communication and Leadership



SERVICE EXPERIENCE

- GOVERNMENT AFFAIRS CONSULTING
- COMMUNITY ENGAGEMENT
- LOBBYING AND ADVOCACY





Kirk Yoshida Consultant

Kirk Yoshida is a business development analyst and consultant with more than 20 years of experience delivering market intelligence and strategy for clients. He most recently served as a Senior Consultant and Director of Research for Strategic Partnerships, Inc. (SPI)

Kirk has expertise in gathering, analyzing, and reporting information on the public sector and converting data into market assessments, trend and competitor analysis, sales leads, and other custom research deliverables.

An Austin resident for more than 25 years, Kirk has been involved in several community volunteer organizations, including the Austin Steam Train Association and OutYouth Austin, and currently serves as Chair of the City of Austin's Asian American Quality of Life Advisory Commission.

EDUCATION

- **The University of Texas at Austin**, Masters Information Studies
- **University of California - Irvine**, B.S., Political Science



SERVICE EXPERIENCE

- GOVERNMENT AFFAIRS CONSULTING
- APPROPRIATIONS AND FUNDING
- PROCUREMENT CONSULTING
- RESEARCH AND ANALYSIS





Jimmy Flannigan **Strategic Advisor**

Former Austin City Council Member Jimmy Flannigan joined The Bingham Group as Strategic Advisor in 2021. He represented Austin's District 6 in Northwest Austin from 2017-2020, covering both Travis and Williamson counties.

During his four years on the Council, Jimmy led many initiatives covering nearly every facet of municipal government. He served as Chair of the Council's Judicial and Public Safety Committees, Vice Chair of the Council's Mobility Committee, and on the Council's Audit & Finance Committee. He also represented the City at a regional level, serving as Chair of the CAPCOG Economic Development board, Chair of the Community Advancement Network, on the executive committee of CAPCOG, and on the board of CAMPO, Hate Crimes Task Force, and Pecan Street Project.

Jimmy has lived in Austin for 25 years, first moving to the area as a student at the University of Texas. He earned both BBA and MBA degrees while building a small business for nearly 20 years. He also served as President of the Austin Gay and Lesbian Chamber of Commerce helping small and local businesses get started, create jobs, and navigate City Hall. He currently serves as President of Austin Convention Enterprises, Inc. protecting the public's interests in the city-owned Hilton Austin hotel.

EDUCATION

- **The University of Texas at Austin, BBA & MBA**



SERVICE EXPERIENCE

- GOVERNMENT AFFAIRS CONSULTING
- APPROPRIATIONS AND FUNDING





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CURRENT OR FORMER CLIENTS

A & A Wrecker & Recovery, LLC

Austin Regional Manufacturers Association

Austin Parks Foundation

Austin EMS Association

Austin Infill Coalition

Capital Parking ATX

CPS HR

Cruise

City Ambulance

Easy Expunctions

Ferrovial Airports

Harris Bay

Hertz

Johnson Controls

Kroll Inc.

Lime

Mainspring Schools

Marble Robot, Inc. (Acquired by Caterpillar)

McGuireWoods Consulting, LLC

Menlo Security, Inc.

Narrow Road Group

National Strategies, Inc.

Page/ - Design, Architecture, Engineering

Reagan National Advertising

River City Capital Partners

SAP Concur

StoryBuilt (formerly PSW Real Estate)

Texas Restaurant Association - Greater Austin Chapter

Token Metrics

Thinkery - The Austin Children's Museum

University Federal Credit Union

Village Medical

Vivent Health



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CLIENT ISSUE INDEX

3RD PARTY CONSULTING

- McGuireWoods Consulting, LLC
- National Strategies, Inc.

AIRPORTS - CONCESSIONS

- Hertz

APPROPRIATIONS AND FUNDING

- Austin Parks Foundation
- Austin EMS Association
- Texas Restaurant Association - Greater Austin Chapter

AIRPORTS - INFRASTRUCTURE

- Ferrovial Airports

ASSOCIATIONS

- Austin Regional Manufacturers Association
- Austin Parks Foundation
- Austin EMS Association
- Austin Infill Coalition
- Texas Restaurant Association - Greater Austin Chapter

COMMUNITY ENGAGEMENT - PUBLIC SAFETY

- KROLL INC.

COMMUNITY ENGAGEMENT - LAND DEVELOPMENT

- Page/ - Design, Architecture, Engineering

EDUCATION - EARLY CHILDHOOD

- Thinkery - The Austin Children's Museum
- Mainspring Schools

FINANCIAL SERVICES

- University Federal Credit Union

FOOD SERVICE AND HOSPITALITY

- Texas Restaurant Association - Greater Austin Chapter



CLIENT ISSUE INDEX

TECHNOLOGY & INNOVATION

- Marble Robot, Inc. (Acquired by Caterpillar)
- Menlo Security, Inc.
- Easy Expunctions
- Token Metrics
- SAP Concur
- Cruise
- Lime

TRANSPORTATION - MOBILITY

- Cruise
- Lime

TRANSPORTATION - PARKING ENFORCEMENT

- A & A Wrecker & Recovery, LLC
- Capital Parking ATX

HEALTHCARE

- City Ambulance
- Village Medical
- Vivent Health

LAND USE / DEVELOPMENT

- StoryBuilt (formerly PSW Real Estate)
- Reagan National Advertising
- River City Capital Partners
- Austin Infill Coalition
- Narrow Road Group
- Harris Bay

NONPROFITS

- Austin Regional Manufacturers Association
- Thinkery - The Austin Children's Museum
- Austin Parks Foundation
- Austin EMS Association
- Austin Infill Coalition
- Mainspring Schools
- Vivent Health

PROCUREMENT

- Menlo Security, Inc.
- Johnson Controls
- SAP Concur
- CPS HR



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SERVICES

- **Government Affairs Consulting**
- **Appropriations and Funding**
- **Community Engagement**
- **Procurement Consulting**
- **Lobbying and Advocacy**
- **Research and Analysis**
- *We additionally welcome business and policy matters outside the above.*



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CLIENT TESTIMONIALS

"Bringing Bingham Group onboard to support the Austin Parks Foundation's advocacy initiatives was certainly the right move. A.J. and his 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. A.J. and his 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. A.J. is a charismatic, smart, and engaging individual, adept at building positive relationships that pay off. His great reputation amongst local and state leaders is well deserved."

"A.J. is a master at researching the issues at hand to the point that he over delivers in what is asked. If gathering too much information/resources to address a project is a deterrent then this is a weakness. A.J. excels at anticipating all the resources that are needed and possibly that could be asked for in any situation."



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CLIENT CASE STUDIES

Services: Government Affairs Consulting, Lobbying, Research and Analysis, and Community Engagement.

Client: A leading Houston-based private ambulance service operating across Texas.

Challenge: Entrenched incumbents, and a lengthy technical and political compliance process to meet municipal franchise requirements.

Execution: Bingham Group designed and led a lobbying and community engagement strategy, facilitated outreach with political and community stakeholders, coordinated messaging, and provided analysis on business/community/political considerations related to the franchise agreement.

Result: Client's franchise application was approved unanimously by the Austin Council.

Service: Government Affairs Consulting, Lobbying, Research and Analysis, and Community Engagement.

Challenges: (1) A proposed City of Austin ordinance would significantly reduce fees related to the client's business, and (2) Managing Council and public perception of the industry (towing).

Execution: Bingham Group developed a coalition with industry competitors, coordinated messaging and meetings with city staff and Council offices, drafted amendment language for the proposed ordinance, and drafted client talking points.

Result: The final executed ordinance balanced the client's desire for a higher baseline fee (to remain in operation), and Council's desire for a fee reduction.

Services: Appropriations and Funding, Lobbying, Research and Analysis, and Community Engagement.

Challenge: Securing additional budget appropriations for the Austin EMS Association during pandemic (2020) and post-pandemic (2021) budget cycles with enhanced funding constraints.

Execution: Bingham Group developed and executed a lobbying strategy which included line item pairing with Austin Council champions, meeting coordination with elected, staff, and community partners, and drafting talking points.

Result: \$9,047,493 in FY 2021 appropriations, and \$6,685,167 in FY 2022 appropriations for Austin EMS.



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CONNECT WITH BINGHAM GROUP

[The BG Reads](#) - Updated daily with Austin Metro political and business news.

[The BG Podcast](#) - Weekly conversations at the intersection of business, policy and community.

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