



Government Relations • Business Development



Government Relations • Business Development

About Us

BUILDING ON SUCCESS

The Rotunda Group's accomplishments are the result of putting our clients first with a comprehensive approach to government affairs and business development. We represent national corporations, as well as small to medium-size businesses and organizations.

Our focus areas include:

- > Health Care
- > Appropriations
- > Labor Policy
- > Regulatory Policy
- > Transportation
- > Environmental
- > Taxation
- > Education and Workforce



We know the issues and value our strong executive and legislative branch relationships, and we have the expertise to help you manage and mitigate your risk to bad public policy. The Rotunda Group partners have a combined 85 plus years of government affairs experience and a proven commitment to our clients.

Our client base is long-standing and diverse. With our success and wide range of experience across multiple sectors, The Rotunda Group has become the leading business advocacy firm in Kentucky. We explore innovative ways to solve problems and collaborate to create new opportunities for clients.



Government Relations • Business Development

Our Clients

CORPORATE

- > American College of Obstetricians and Gynecologists
- > American Express Company
- > Appalachian Regional Healthcare
- > Apollo Group
- > Beam Suntory, Inc.
- > Botanica – Waterfront Botanical Garden
- > D-C Elevators, Inc.
- > DISH Network
- > ecoTech Environmental, LLC
- > Edumedics
- > Greater Louisville Inc.
- > Kentucky Farm Bureau
- > KESA Worker's Compensation Insurance Fund
- > LG&E and KU Energy, LLC
- > Maker's Mark
- > Muhlenberg Alliance for Progress
- > Mulzer Crushed Stone
- > Norton Healthcare
- > ResCare, Inc.
- > Teva Pharmaceuticals

TRADE ASSOCIATIONS

- > American Council of Engineering Companies of Kentucky
- > Greater Louisville Association of REALTORS®
- > Kentucky Association of Adult Day Centers
- > Kentucky Auto & Truck Recyclers Association
- > Kentucky Automobile Dealers Association
- > Kentucky Assisted Living Facilities Association
- > Kentucky Cemetery Association
- > Kentucky Fire Sprinkler Contractors Association
- > Kentucky Library Association
- > Kentucky Medical Equipment Suppliers Association
- > Kentucky Podiatric Medical Association
- > Kentucky Real Estate Investors Association
- > Kentucky Self Insured Association
- > Kentucky Society of Professional Engineers
- > Kentucky Tobacco & Candy Association
- > Motion Picture Association of America
- > National Federation of Independent Business
- > Satellite and Broadcast Communications Association

From global enterprises to state and local interests, The Rotunda Group provides effective representation, business advancement and problem solving skills.



Government Relations • Business Development

Government Relations & Business Development

GOVERNMENT RELATIONS

Giving You a Voice Where it Matters

If your organization has faced regulatory, administrative or legislative hurdles, then you know how time consuming and costly these challenges can be. The Rotunda Group has excelled at helping clients with expert public policy and political analysis for many years.

We will help you navigate the complexities of government from local courthouses to the state capitol in Frankfort to Washington, D.C. We know the issues and will execute the right strategy — integrating the necessary legislative, regulatory, political and business considerations. The Rotunda Group excels because of the experience and trust that its members bring to the table.

BUSINESS DEVELOPMENT

Helping You Grow Your Business

The cost to build, relocate or expand a business can be high, and it comes with risk. With our knowledge of economic development tax incentives, labor policy, transportation and environmental policy, we can help you work through local, state and federal governments to achieve the best possible scenario. The Rotunda Group has a proven record of helping clients make the right connections and open new markets to grow their business in Kentucky.

Our successful experience as business advocates and lobbyists gives us a strong value proposition – whether it is business-to-business, business-to government or government procurement. We offer services designed to open doors, access the right people and reach your goals in the most challenging business and political environments.





KELLEY ABELL

kelley@therotundagroup.com



@AbellKelley

PO Box 70331
Louisville, KY 40270
502.216.9990

Understanding how government works has always interested Kelley Abell. Over the course of her career, she has had the wonderful opportunity to meet and work with industry leaders and government officials at all levels of government; including federal, state, local and both the Executive and Legislative Branches. She has an understanding and appreciation for the role of government in economic development, business and public affairs.

With 25 years of experience, Abell has successfully led projects to increase provider rates, leverage federal funding, work collaboratively with industries on regulatory reform, fund new projects and change the U.S. Tax Code. She has earned a reputation for integrity, hard work and loyalty to her clients, colleagues and government officials at all levels.

Abell has served on a number of boards and is currently serving on the board of The Morton Center, an intensive outpatient recovery center in Louisville, Ky. She has also held several leadership roles with state and national associations on behalf of clients.

Abell attended the American University in Washington, DC and the University of Louisville graduating with a degree in Communications and a minor in Economics. She is married to the love of her life, David L. Huber. They share two daughters, two son-in-laws, three grandchildren and one demanding black lab, Nora Lea.



MIKE BIAGI

Mike@TheRotundaGroup.com



@BiagiKY

PO Box 70331
Louisville, KY 40270
502.593.4575

Biagi has worked closely with Kentucky's most influential policymakers in Frankfort and Washington, and has 13 years of experience in state politics and on Capitol Hill. Most recently, he served as the Executive Director of the Republican Party of Kentucky, during which time Republicans made historic gains in Frankfort – electing Governor Matt Bevin and earning a majority in the State House for the first time in 95 years – while maintaining their dominance in the State Senate and the state's Congressional delegation.

Previously, Biagi worked for five years for U.S. Senator Mitch McConnell and also served as a Legislative Director in the U.S. House of Representatives. With his exceptional and extensive relationships with leaders in the private sector, the Legislature, the Executive Branch and Congress, he is effective in implementing strategies to help businesses succeed by shaping public policy and navigating the political and regulatory environment.

Biagi is a graduate of the University of Notre Dame and lives in Louisville with his wife, Lauren, and their three children.



TIMOTHY R. CORRIGAN

Tim@TheRotundaGroup.com



@CorriganTim

PO Box 70331
Louisville, KY 40270
502.817.4177

With a background and a Masters in civil/environmental engineering and as a practicing attorney, Tim brings a unique perspective to the group. His expertise comes in handy while representing organizations and businesses on issues including business attraction incentives, transportation, environmental, regulatory, taxation, education, communications, and land use and property law and policy issues. Tim has represented clients on a variety of complex issues with local, state and federal governments for over 16 years.

Tim is a member of the Kentucky and Louisville Bar Associations. He is admitted to practice law in all Commonwealth of Kentucky Courts as well as U.S. District Court in both the Western and Eastern Districts of Kentucky. Plus, he has been an adjunct professor of Environmental Policy, Judicial Process and Constitutional Law at the University of Louisville's Department of Political Science. Business First has recognized Tim as one of Louisville's most dynamic business leaders.

Our Team



TONY SHOLAR

Tony@TheRotundaGroup.com



@TonySholar

PO Box 70331
Louisville, KY 40270
502.817.3976

Tony is Kentucky's most recognized business advocate, having served 24 years as the Kentucky Chamber of Commerce's senior vice president for public affairs. As the leading voice for the statewide business community, Tony covered 30 sessions (Regular and Special) of the Kentucky General Assembly and served on more than 30 gubernatorial and legislative policy task forces and commissions.

Tony knows the policy makers and staff at every level and has broad experience with complex issues including business taxation, workers' compensation, unemployment insurance, health insurance, environmental standards, education and workforce development. Tony also co-founded the first statewide business environmental coalition representing industrial and business concerns at the state level.



TOM UNDERWOOD

Tom@TheRotundaGroup.com



@TomUnderwoodKY

PO Box 70331
Louisville, KY 40270
502.545.2597

Tom joined The Rotunda Group with more than 20 years of lobbying experience, including service as the Kentucky State Director of the National Federation of Independent Business (NFIB). A third generation lobbyist, with fond memories of tagging along with his grandfather on visits to the Kentucky State Capitol, Tom's time with NFIB makes him ideally suited to advocate for entrepreneurs and businesses of all sizes. He is a long time supporter and voice for business owners, a group he considers to be the heroes who make America work.

His successes include the enactment of a small business exemption from the Alternative Minimum Tax, a 100 percent state tax deduction for state residents who pay for their own health insurance, the lowering of workers' compensation costs and much more. Tom holds a degree in business administration and an MBA from the University of Kentucky.