

VERSA

Governmental Strategies

MEMORANDUM

To: Brian Head, City Attorney, City of Lee's Summit
From: Versa Governmental Strategies
Date: June 24, 2025
RE: Federal Lobbying Services

We have previously spoken about Lee's Summit's interest in engaging a federal lobbyist for the purpose of seeking funding for road projects. We are happy to provide you with recommendations for potential firms to meet your needs and look forward to staying engaged in this discussion.

As we have discussed before, federal lobbyists and their firms come in a wide variety of sizes and approaches. Some are large with many lobbyists, large staffs, and expansive client rosters across numerous industries and interest groups. Some firms and lobbyists are very focused, specializing in working with one party or the other, working with one Chamber or the other, focusing exclusively on one industry or issue, or focusing on a small number of committees or subcommittees. When selecting a lobbyist in that environment, it is important to be aware of which committee or committees may deal with your priority issue and potential lobbyists' relationships with those Committee Chairs, as well as Committee and House and Senate leadership, to name just a few concerns. Sufficed to say, there are myriad factors to consider when selecting a lobbyist in D.C. As we have also discussed, the market rate for lobbying services in D.C. is considerably (perhaps exponentially) higher than in Missouri. While we do not have quotes yet from any firms, I thought it best to keep you aware of this reality.

We will begin by sharing two initial suggestions. Alexander, Borovicka & O'Shea ([Alexander, Borovicka, & O'Shea - Navigating Government](#)) is a lobbying firm based in Chicago. This firm was highly recommended to us by some colleagues with whom we have worked closely for several years. Alexander, Borovicka & O'Shea has a federal practice and deep and extensive relationships with Democratic members and leadership. The other firm is AxAdvocacy, a subsidiary of Axiom Strategies ([Axiom | The Business of Winning™](#) and [AxAdvocacy | The Business of Winning.](#)) They are a deeply tied-in Republican outfit whose members have strong relationships with House Transportation Committee Chairman Graves and Senate Committee on Commerce, Science, & Transportation Chairman Cruz. They have a presence in D.C. as well as offices in several cities around the country, including Kansas City, Missouri.

While we have not worked directly with the Axiom team they were recommended by an experienced Republican operator we trust.

Finally, we think it would be most beneficial if our firm collaborated with whichever service provider Lee's Summit ultimately selects in D.C., both through regular communication and in person at the U.S. Capitol. If you would like to speak with either of these firms, we would be happy to coordinate introductions. Also, if you would prefer other options, we would be happy to seek those out as well. Please let us know if you have any other questions. Let's talk about this again soon.