

WILLIAMS MULLEN

The Government Affairs Group of Williams Mullen is very pleased to represent the Virginia Section of the American Congress of Obstetricians and Gynecologists (ACOG) before the Virginia General Assembly and all branches of state government.

Introducing ACOG's Williams Mullen Team

Ken Hutcheson will serve as the lead lobbyist for ACOG-VA with Nicole Pugar joining Ken to co-manage the Williams Mullen representation of ACOG-VA.

Ken and Nicole's Lobbying Experience

The 2014 Virginia General Assembly Session will be the 9th session of Ken Hutcheson's lobbying career. Prior to lobbying, Ken spent 12 years managing and consulting on Republican campaigns primarily in Virginia including five statewide campaigns. Ken's strong relationships with leaders of the Republican Party afford him the opportunity to speak frankly with GOP Leadership about policy and politics. These relationships will be of assistance when advocating on behalf of ACOG and the politically charged issues involving women's reproductive health issues.

Nicole Pugar has been lobbying for 8 years and has experience working for elected officials at the federal and state level through her time on staff with a member of Congress from Georgia and an internship with former VA Delegate L. Preston Bryant. Early in her career, Nicole focused on grassroots and grasstops campaigns including the building of issue related coalitions, primarily focused on health care issues. Nicole has worked with legislators on both sides of the political aisle. Her strongest legislative relationships have developed as a result of active engagement and advocacy in the healthcare public policy arena and tend to be with legislators who retain membership on committees that consider health related legislation and the staffs of key legislators and committees.

More about the Williams Mullen Team's Health Care Experience

Ken and Nicole have significant experience in the healthcare industry. Nicole's lobbying practice is heavily focused on health care policy through her representation of multiple healthcare industry clients and prior work at Virginia Commonwealth University Health System. Ken represents one of Virginia's prominent rural health systems and has worked closely with their leadership to advance the client's unique perspective. Ken and Nicole's healthcare clients include:

Amerigroup (now Wellpoint)
Boehringer – Ingelheim
DentaQuest
LifeNet Health

Merck Pharmaceuticals
Virginia Association of Health Plans
Wellmont Health System

Nicole's representation of healthcare clients throughout her career has afforded her with the opportunity to develop strong relationships with the leaders of and individuals working in state agencies under the Health and Human Resources Secretariat including:

Department of Medical Assistance Services
Department of Behavioral Health and Developmental Services
Department of Health Professions
Department of Health
Department of Social Services

Nicole has also represented clients and staff before various regulatory bodies. She has closely monitored their actions, including those of the Board of Medicine and quickly recognized legislative proposals often develop as a result of ineffective or vague regulations. She has worked with the staff of state agencies to find solutions to regulatory concerns and also with agencies within the Department of Health Professions assisting with licensure issues.

As the lobbyist for Wellmont Health System, Ken has also developed good relationships with individuals at the Virginia Hospital and Healthcare Association. Nicole too has the same strong relationships through her time as Director of Government Relations for the VCU Health System.

Both Ken and Nicole also worked directly with the Medical Society of Virginia. Partnering with MSV on various legislative and regulatory issues over many years on behalf of their various health care clients, Nicole and Ken are known faces to MSV's staff and association leaders.



Kenneth G. Hutcheson

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Ken Hutcheson is the Director of Government Affairs in the Richmond, VA office of Williams Mullen. As a member of the firm's Government Relations practice group, Mr. Hutcheson provides full-service, bi-partisan public affairs strategies to support his clients' initiatives amidst the complex public policy challenges they face.

Mr. Hutcheson works with clients on government relations, legislative advocacy, procurement, business development, regulatory, public relations and corporate grassroots matters. He brings an expertise developed over more than 18 years in the service of political and corporate clients across Virginia.

Prior to joining the firm, Mr. Hutcheson served as a director at Troutman Sanders Strategies. Previously, he was the principal of Old Dominion Strategies, LLC, where he managed four

statewide political campaigns and consulted on the campaigns of over a dozen current and former members of the Virginia House of Delegates and State Senate. This extensive experience provides unique insights into the navigation of government channels. Mr. Hutcheson also draws on his vast and established network of personal and professional relationships, including elected officials, key staff, business leaders and trade association executives, members of the media and grassroots/ grassroots leaders for additional insight.

Mr. Hutcheson has a proven record of managing multifaceted bi-partisan legislative and public affairs campaigns at the federal, state and local level by developing coalitions through numerous partnerships with small and large corporate clients. His representative experience includes issues relating to energy, education, health care, transportation, telecommunications, consumer finance and agribusiness.

Passionate about growing Virginia's alternative and renewable energy industry, Mr. Hutcheson leveraged his coalition building skills to form the Virginia Alternative & Renewable Energy Association (VA-AREA) in December of 2008. Comprised of more than 50 member companies and organizations, VA-AREA is recognized as the leading voice for the alternative and renewable energy industry in the Commonwealth of Virginia. Mr. Hutcheson currently serves as the association's president.

Mr. Hutcheson was recently appointed by the Governor of the Commonwealth of Virginia to the Virginia Coal and Energy Commission. He has also been tapped by Governor McDonnell to manage the Renewable Energy Track at the 2010-2013 Governor's Conferences on Energy. Previously, then Governor-elect Bob McDonnell appointed Mr. Hutcheson to serve on the Energy Subcommittee of the Economic Development Committee of his transition team.

Mr. Hutcheson is a graduate of Hampden-Sydney College and the University of Virginia's Sorensen Institute for Political Leadership.



Nicole L. Pugar

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Nicole L. Pugar is the Director of Government Affairs in the Richmond, Virginia office of Williams Mullen. As a member of the firm's Government Relations practice group, Ms. Pugar provides full-service, bi-partisan public affairs consultation to support her clients' initiatives and advises clients of the political, policy, regulatory and budgetary considerations that they must consider as they develop and execute legislative strategies.

Ms. Pugar works with clients on government relations, legislative advocacy, procurement, business development, regulatory, public relations and grassroots matters. Using the relationships she has developed with Virginia's elected and appointed officials, Nicole helps clients advance their objectives and prevent legislative and regulatory barriers impair their success. While specializing in health care policy, representing both for and non-profit health

related companies and coalitions, she has also represented nonprofit environmental organizations, educational institutions and corporate clients.

Prior to joining William Mullen, Ms. Pugar was the Director of Government Relations for Virginia Commonwealth University and Health System where she served as representative of the university and health system before all governmental bodies. She also advocated for the state and federal legislative priorities of the health system and its medical academic programs and affiliated managed care plans. Before that position, Ms. Pugar was a vice president at The Alliance Group, where she represented clients' interests before the Virginia legislature and regulatory bodies and with federal elected and appointed officials. At the Alliance Group, Nicole helped corporate clients develop strategies to advance and defeat proposed legislation, advance their business development goals and secure state funding.

Ms. Pugar's experience gives her an acute understanding of Virginia's legislative and regulatory process and its political environment. She is effective at building alliances and generating media attention for clients.

Ms. Pugar earned her Bachelor of Arts from Randolph-Macon College in Ashland, Virginia, where she double-majored in political science and French. She serves on the Virginia Public Access Project's Young Associate Board and is a Sunday school teacher in her church.

**non-attorney*