



Our Firm

Viohl & Associates offers comprehensive multistate advocacy and policy consulting services. Established in 1998 and based in the Hall of the States, the firm helps clients navigate the fifty state governments at the highest levels of leadership with strategic political and policy insights. The firm also helps its clients engage with state executive and legislative branch associations to advance their government affairs and business development objectives.

Our clients include Fortune 500 businesses, nonprofits, trade associations and startups, all of which have national business interests and objectives. We assist organizations across every sector, and specialize in the healthcare, education, technology, and energy industries. One area of special focus is advising on federal programs administered by state governments, including the Medicaid program.

With decades of policy and political experience coupled with a national network of relationships across the political spectrum, Viohl & Associates will be your effective partner by delivering immediate bottom-line value for long-term benefit.

Jeff Viohl, Founder and President, has over 30 years of experience working on federal, state, and local legislative and regulatory issues. Utilizing his extensive state affairs network, Jeff helps clients on matters in all fifty states and facilitates their engagement with groups including the National Governors Association (NGA), Western Governors Association, Democratic Governors Association (DGA), and Republican Governors Association (RGA). Jeff has long-standing relationships with all four groups. He previously worked for a U.S. Senator and represented the State of Indiana under three Governors in Washington, DC for 13 years. Jeff received his bachelor's degree from the University of Virginia and his law degree from American University, and is a member of the New York State Bar.

Owen Voutsinas-Klose, Manager of Policy and Government Affairs, advises clients on multi-state advocacy and strategy. Prior to Viohl & Associates, Owen served as an aide in the New York State Senate. He earned his bachelor's degree from the University of Pennsylvania, where he was involved in the Penn Wharton Public Policy Initiative, the Wharton Management Club and the Penn Undergraduate Law Journal. Additional experience during his undergraduate career includes a summer at the bank UBS and in the chambers of a New York Supreme Court judge.

Emma Van Hees, Project Manager and Legislative Associate, helps to manage the firm's operations and client relationships. Prior to joining the firm, Emma worked in political fundraising, helping clients achieve success at various levels of government in Illinois. Emma also held internships with several state level officials in both Texas and Illinois, serving as both a legislative aide and a special projects assistant for notable members during college. She earned her bachelor's in Political Science with a concentration in American Politics from Cornell College.

Our Expertise and Services

- *Planning and Prioritization*: Develop and Execute Multistate Government Affairs and Business Development Plans
- *Relationship Building*: Shape and Maintain Substantive Relationships with Governors and State Officials
- *Engagement*: Cultivate Exclusive Thought-Leadership Status and Membership with National State Officials Associations
- *Policy*: Advance, Educate, and Influence Productive Policy Development and Key State Stakeholders and Regulators
- *Marketing*: Produce State-Tailored Overviews and Value-Based Leave-Behind Informative Papers and Presentations
- *Alliances*: Assist with Local Consultants and Strategic State-Based Partners and Organizations