

AN INTRODUCTION TO MARKEE & ASSOCIATES, INC.

Markee & Associates, Inc. is an independent government relations company that has been doing business in Salem, Oregon for thirty-five years. During that time, the company has represented a variety of clients on a broad range of issues before the Oregon Legislature and Oregon state agencies. Jim Markee has headed the company since its creation in 1974, and is recognized throughout the political community in Oregon as an effective advocate for his clients. Having represented a wide spectrum of clients, his thirty-five years of experience in the legislative process is broadly based. He has a comprehensive understanding of the Oregon political process through working with clients and legislators from all walks of life. Jim's wife Susan Markee manages the office for the company and assists in efforts at the Capitol. Susan also is available to assist clients with individual needs as required. She has been with the firm since 1991. Matt Markee, Jim and Susan's son, joined the firm in 1997. He graduated from Western Oregon State College in 1996 with a degree in Elementary Education. Having grown up in a family deeply involved in politics; he quickly became an integral part of the firm's legislative efforts on behalf of their clients. He has gained the respect of legislators and lobbyists alike with his thoroughness and attention to detail. This year, Matt is serving as President of the Oregon Capitol Club, Oregon's professional association of lobbyists. At age 33, he is the youngest person to ever be elected to this position.

At Markee & Associates, the emphasis is always on a total government affairs package to create the best possible service to the client. The company maintains permanent offices minutes from the Capitol Building, creating an ongoing political presence in Salem for their clients. Legislators and candidates for the legislature can regularly be seen stopping by to speak with members of the firm about their campaigns or an issue of importance to them.

Our approach at Markee & Associates is always geared toward solving emergencies before they happen, by preventing them through hard work and a keen understanding of the Oregon legislative process. Our legislative identification and tracking system is second to none. We have the proven capability of identifying and tracking legislative proposals of concern to our clients and advising those clients of ongoing activity on these proposals in a timely fashion. Jim and Matt Markee both personally scan each bill introduced into the legislature on a daily basis. Bills which potentially affect a client are then added to our tracking system and checked daily for future activity through our web based interface with the legislature's database. The client is alerted immediately of any scheduled activity on the bill, and preparation is completed at the earliest possible time. Bills in the system are categorized by client, and each client is provided with a written bill status report on a regular basis, usually weekly. Other written reports are provided to the client upon request. This software puts Markee & Associates on the cutting edge in the area of Bill Tracking.

As issues of concern present themselves, we routinely meet with other groups that have an interest in the issue and establish liaisons with interested parties and industry representatives. The positions of these other groups and individuals are regularly reported to and discussed with the client to give them an ongoing understanding of the political dynamics at work in a particular situation. We then make recommendations to the client as to how to overcome opposition to their position or how to reach consensus on a compromise where appropriate. We then work with legislators one on one to accomplish a desired outcome for the client at the legislative committee level as well as on the floor of both houses. Following the passage of any relevant legislation, we always involve ourselves with regulatory agencies in the administrative rule making process on behalf of the client and assist with the transition from old law to new. We also watch carefully for any legislative or state agency activity of interest to the client throughout the interim. Throughout this process, we are in constant communication with the client. We are particularly cautious to ensure that the client's position is always stated accurately, and that our activities on their behalf have their approval and are within the bounds of lawfulness and good ethics.

Many of the company's clients have developed political action committees and rely on us to help them get the most effective use of their campaign contributions. Through careful campaign analysis, a high percentage of this money is contributed to successful candidates. In any given election cycle, clients of Markee & Associates contribute many needed campaign dollars to worthy candidates. Clients are also encouraged to help candidates in other ways such as becoming a volunteer on their campaign. Through these efforts, relationships with a high level of trust are formed between clients and elected officials. These relationships, together with the positive personal relationships Jim, Matt, and Susan have developed with elected officials and staff, bring positive results to clients.

Whether during a legislative session or during that too often forgotten time when the legislature is not in session, Markee & Associates is on the job wherever needed to effectively advocate for and promote its client's best interest.

As a prospective client of Markee & Associates, we invite you to inquire to any of our clients or to any member of the Oregon Legislature regarding the company's effectiveness.