

**WILLIAM F. STIERS**  
Government Relations |  
Washington

- Government Relations

(202) 661-6346  
wstiers@balch.com



**Bill Stiers** handles complex federal legislative and political matters for publicly-traded and privately-held corporations and emerging businesses of all sizes. He regularly advises and represents general counsel, executives, and board members. For the past 30 years Bill has worked directly with senators, members of Congress, Administration officials, and foreign governments, helping shape legislation and policy on behalf of his clients. Over his career he has worked with nearly every federal department and agency, as well as every Congressional Committee. He is the managing director of Balch's Washington, D.C. office and chairs the firm's political action committee.

## Q&A

- **What type of matters of you work on most often?**

Matters involving change to government rules and regulations, as well as government funding.

- **What previous experiences, prior to your work at Balch, influence your practice?**

Directing legislation on Capitol Hill provided me insight into how to work the Federal process effectively and efficiently. Working for a political advertising and public relations firm gave me an understanding of grassroots and grassroots political campaigns. Managing a political fundraising company taught me the intricacies of compliance and transparency.

- **What do you see on the horizon in your area of practice?**

The world gets smaller and faster every day, and every size company is connected in some way to foreign trade - goods, services, and information. International government relations work expands every year and we expect it to accelerate exponentially in the years to come.

## SELECT MATTERS

- **Russian sanctions:** Represented aviation solutions provider for fixed and rotary wing aircraft services internationally to change specific provisions to sanctions imposed by the U.S. Government against certain Russian companies.

- **Education programs:** Represented education non-profit with programs in Africa and Latin America, working with U.S. Agency for International Development and foreign government officials to obtain agreements and program funding.
- **Space launch system:** Represented private aerospace manufacturer shepherding policy and funding through Congress to provide the U.S. Department of Defense with a domestically produced launch system to place national security assets in orbit.
- **Hospital construction project:** Represented large privately held construction firm to recover costs related to a major Department of Veterans' Affairs construction project.
- **Online money transfers:** Represented an American company operating a worldwide online payments system as an electronic alternative to traditional paper methods. Improved the USA PATRIOT Act regulations concerning money laundering and terrorist financing.
- **Pandemic Flu Anti-viral:** Represented biotech company that provides novel therapeutics for patients with rare and serious diseases. Secured funding for development of antiviral against various types of influenza.
- **Lock manufacturing:** Represented international leader in the development and manufacturing of mechanical and electronic locking devices. Enforced standards for protecting classified material and expanded coverage consistent across government as well as industry.
- **Terrorism insurance:** Represented one of the largest U.S. commercial property casualty and personal insurance companies on extending the Terrorism Risk Insurance Act.
- **Rehabilitation hospitals:** Represented a leading provider of post-acute healthcare services and home-based patient care. Continual medicare policy change advocacy with Congress and the U.S. Department of Health & Human Services.

## PUBLICATIONS

MARCH 2016

Affordable Care Act Compliance: Our Answers to Your Questions

ACA Review blog article

Discussion of selected ACA compliance questions.

## SPEAKING ENGAGEMENTS

2014

Huntsville Chamber of Commerce

Washington D.C.

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2012

Annual Birmingham Business Alliance Meeting at U.S. Chamber of Commerce

Washington D.C.

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2010

BancorpSouth Financial Services Presentation

Mobile, Alabama

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2009

Labor and Employment Law Seminar

Biloxi, Mississippi

## CREDENTIALS

### Education

- The University of Alabama, B.S., Economics, 1986

### Professional Affiliations

- The National Institute for Lobbying & Ethics
- U.S. Chamber of Commerce - National Security Task Force
- International Policy Committee
- International Conservations Caucus Foundation Group, Board of Governors