



JENNIFER IMO

Professional Experience

The Ferguson Group, Washington, DC/Folsom, CA (2000 – Present)

Partner (2002 – Present) • Managing Partner for Client Services (2013 – Present)

- Participate in strategic planning and budgeting process for small partnership. Develop short- and long- term revenue goals and cost containment strategies.
- Develop and implement new and emerging client service offerings.
- Ensure all TFG clients are receiving superior service from client managers.
- Strategic consultant and advocate for local governments, representing their interests before Congress and the Administration.
- Establish partnerships with federal agency personnel, Members of Congress and their staff to address local issues.
- Research, identify and analyze pending federal legislation and regulations to provide actionable information or recommendations. Draft legislative remedies when warranted.
- Lead presenter for web-based and in-person presentations for local elected officials and staff regarding the federal budget, federal legislation and policies, congressional appropriations, and federal grant opportunities.
- Founded the firm's internship program, creating a partnership with Georgetown University to allow interns to earn school credit for participation in our program.

National Association of Towns and Townships

Federal Director

- Develop comprehensive federal platform for 10,000+ member organization.
- Draft legislation, bill amendments, and Federal Register comments to implement platform.
- Cultivate relationships with relevant organizations to work collectively on priority issues.
- Organize and lead quarterly Board meetings and monthly Board conference calls.
- Author monthly articles for member magazines.
- Manage annual conference, with 300-400 attendees, organizing conference program and advocacy.

Moore and Val Allen, PLLC, Charlotte, NC (2000 – 2001)

Litigation Associate

- Litigation concentrations included telecommunications, international trade, environmental, real estate, construction, employment, and general corporate.
- Conducted extensive legal research.
- Drafted motions and briefs for state and federal courts.
- Represented client interests in alternative dispute resolution forum.
- Took and defended multiple depositions.
- Engaged in extensive discovery.
- Sat second chair in a complex civil trial.

EDUCATION

Wake Forest University School of Law, Winston Salem, NC

Juris Doctor Degree, 2000

Class Rank: 20/150



Honors

- West Publishing Corporation's Corpus Juris Secundum Award for Scholastic Achievement in Civil Procedure, 1997 – 1998.
- Center for Computer-Assisted Legal Instruction's Excellence for the Future Award in the Study of Civil Procedure, 1997 – 1998.
- Scholastic Honors List, Fall 1999.

University of North Carolina at Chapel Hill, Chapel Hill, NC (1997)

Bachelor of Arts, Political Science and Psychology

Honors

- Dean's List (6 of 8 semesters).
- Pi Sigma Alpha Political Science Honors Fraternity.
- Psi Chi Psychology Honors Fraternity.

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