



JENNIFER IMO

Professional Experience

TFG, LLC, Washington, D.C. (2002 – Present)

Partner (2009 – Present)

Managing Partner for Advocacy (2013 – Present)

- Participate in the strategic planning and budgeting process for a 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 (2006 – Present)

Federal Director

- Develop a comprehensive federal platform for a 10,000+ member organization.
- Draft legislation, bill amendments, and Federal Register comments to implement the platform.
- Cultivate relationships with relevant organizations to work collectively on priority issues.
- Organize and lead quarterly Board meetings and monthly Board conference calls.
- Author and/or edit monthly articles for member magazines.
- Manage annual fly-in, approximately 100 attendees, organizing conference program and advocacy.

Moore and Van 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 an 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 (2000)

Juris Doctor Degree

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

Bachelor of Arts, Political Science and Psychology