

FEI Advocacy & Education – Who We Are & How It Works

- From K Street to Wall Street:
 - Washington, DC presence
 - Wall Street presence
- FEI's advocacy committees – driving the policy discussion
- Technical and policy – connecting practitioners with policymakers and regulators
- Proactive and reactive
- Competitive edge – senior financial executives, multiple industries, reputation



The Policy Players

Each has a unique and undeniable role to play:

- FASB & IASB
- PCAOB
- SEC
- CFTC
- Congress
- Treasury/IRS
- DOD
- White House OMB and Senior Advisors



FEI's Advocacy Committees

- Committee on Benefits Finance (CBF)
 - Committee on Corporate Reporting (CCR)
 - Committee on Corporate Treasury (CCT)
 - Committee on Finance & Information Technology (CFIT)
 - Committee on Government Business (CGB)
 - Committee on Private Company Policy (CPC-P)
 - Committee on Private Company Standards (CPC-S)
 - Committee on Taxation (COT)
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- Task Forces and Working Groups, including the International Task Force

FEI Advocacy – By the Numbers

- From Oct. 2010 to Jan. 2011, FEI staff met with:
 - **46** congressional offices
 - **30** senior executives from regulatory and standards setting agencies
 - **102** industry coalitions and policy-making groups
- FEI's advocacy committees filed **69** comment letters in 2010 with key regulators, standard setters, and Congressional leaders.
- Read about FEI's advocacy efforts in our latest newsletter – *"Insights, Observations, and Updates (IOU) from K Street to Wall Street"*



Advocacy Successes and Highlighted Efforts

- In 2011, the government affairs office has met with the new Republican leadership in the House of Representatives, including the office of Majority Leader Eric Cantor and the office of Chief Deputy Whip Pete Roskam.
- On Dec. 6, 2010, COT sent a letter to Congressional leadership on the potential international revenue offsets included in H.R. 847, the 9/11 Health and Compensation Act. COT was successful in getting the specific intangibles excess profits proposal removed from the legislation that would have severely discouraged American companies from doing vital research and development in the United States.
- In 2010, FEI held over 100 Congressional meetings related to the Dodd-Frank Act, and we continue to meet with dozens of high-ranking policymakers on the related regulatory projects. Last year's efforts culminated in a successful outcome, with the Dodd-Frank including an "end user" exemption from clearing requirements.

Advocacy Successes and Highlighted Efforts

- **FEI Successfully Expanded Private Company Initiatives:** FEI staff and the Committee on Private Company Policy (CPC-P) leadership team continue to advance the Private Company Roundtable (PCR) and related initiatives. PCR has grown to over 285 companies from 43 states. Moreover, FEI is working with SAP to develop a professional development series aimed at private companies.
- **Privately-held and Family-owned Congressional Caucus:** CPC-P is currently assisting the U.S. Congress in the development of a bipartisan Congressional Caucus that would be committed to a key list of principles important to privately-held businesses.
- **Congressional Fly-in:** On Mar. 8-9, the CPC-P will come to Washington, DC for its annual fly-in. The group will meet with members of Congress and senior staff to discuss issues that are impacting private companies. Last year, the group met with over 30 congressional offices, and established relationships that are still benefiting FEI and its members today.

Private Company Roundtable

- The Private Company Roundtable was established to provide a forum for members from private companies to network and discuss private company finance issues. Members join peers in educational and advocacy efforts that directly connect the Roundtable to exclusive legislative content and face-to face dialogue with key decision-makers in Washington, D.C.
- 285 Members from 43 states participate in the Roundtable
- The last Roundtable was held on January 12, 2011. The group heard from Josh Odintz, who played a major role as chief tax aide to the National Commission on Fiscal Responsibility and Maya MacGuineas, one of the top policy minds in Washington, on the recommendations of the Commission as well as the likelihood of the proposals helping shape the upcoming tax reform debate.

**Please feel free to contact FEI's government affairs
and accounting staff if you have any policy
questions or issues that we can be of assistance on.**



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