



Griffin Company Proposal Presented to:

Nevada State Board of Oriental Medicine





August 11, 2026

Nevada State Board of Oriental Medicine
3191 E. Warm Springs Road
Las Vegas, NV 89120

Dear Board Members:

The following is the Griffin Company's proposal prepared for The Nevada State Board of Oriental Medicine. This proposal includes an overview of the firm, a scope of work, and additional information that will help assist in the selection of a lobbying firm for the 2027 Legislative Session.

The Griffin Company has enjoyed representing the Board for the past 3 Legislative Sessions and would love the opportunity to do so again.

Below is the contact information to be used for this proposal:

Chelsea Capurro
401 S. Curry Street
Carson City, NV 89703
702.334.5090
chelsea@g3nv.com

We are thrilled to be considered and asked to submit a proposal and know that the Griffin Company will bring immense value to your goals and objectives.

Kind regards,

Chelsea Capurro, Partner
Griffin Company



Firm Qualifications and References

Firm Overview

The Griffin Company is a public policy and government affairs consulting firm focused on policy and regulatory issues on behalf of its clients. The firm provides guidance on government affairs and public policy matters at the local and state levels.

Our approach to government affairs is firmly rooted in the concepts of honesty, trust, and integrity. This is the foundation upon which meaningful and lasting relationships are built and from which effective communication may occur with policymakers. A framework is then in place for the education and advancement of client issues.

The Griffin Company consists of three senior partners: John Griffin, Matt Griffin, and Josh Griffin. Our associate partners include Chelsea Capurro and Scott Gilles. Tia White is also an integral part of the firm and helps with day-to-day operations and ensuring that every relevant issue is being tracked and monitored for our clients. During the regularly scheduled legislative sessions, we will also bring on new and eager team members to help with the heavy load and to learn about the legislative process.

The complexity of issues today often dictates that concerns do not fall neatly within the jurisdictional boundaries of local, state, or federal governments. More often than not, client issues affect and are affected by rules and regulations of various levels of government. Likewise, the politics associated with the relevant policymakers often spill over their jurisdictional boundaries. Consequently, a complete government affairs practice must be able to effectively navigate through all levels of government, both with the laws and regulations as well as with an understanding of and sensitivity to the politics associated with each issue. The partners of the Griffin Company provide to our clients the breadth of experience – local, state, and federal -- that enables a comprehensive approach integrating policy and relationships at all levels of government.

The Griffin Company has a reputation for representing the best of the best for over 30 years. From the largest gold mining company to the largest gaming operator in the U.S., our firm has successfully advanced the objectives of client companies. However, the firm has also led the way in representing new and “disruptive” companies such as Amazon, Tesla, Uber, and Nuro. Over the years we have represented all major industries and issues, worked with Democrat and Republican controlled legislatures and governors, and have a vast breadth of policy expertise.

Griffin Company Successes

Throughout our team’s long history in Nevada, we have worked and had success on many issues. One of the most notable achievements was during the 2015 Nevada Legislature in paving the way for Uber and other TNCs to operate legally in Nevada. In 2015, the Nevada Legislature was controlled by Republicans in both the Senate and Assembly. In what was originally an issue opposed by both Republicans and Democrats, the Griffin Company overcame all odds and passed bills that created a new industry in Nevada for Transportation Network Companies. This included setting up a new regulatory framework to ensure public safety, a brand-new insurance structure for drivers, industry fees to support the agencies regulating the companies, and a new tax put in place. It took countless hours of education, time, and perseverance to get Uber and other TNCs to operate legally in a state that was long controlled by the taxi industry. This issue required work



with other key stakeholders, industry competitors, and a massive grassroots efforts to get riders and drivers engaged. This was also an issue that did not end on sine die as it required active engagement at the state and local levels (Nevada Transportation Authority, local jurisdictions, airports, etc.) as the new framework was implemented to ensure the law and its intent were followed.

Other successful endeavors include representing Tesla during the 2014 Special Session to bring their Gigafactory to Nevada, passing a bill from a decades long battle on protecting patients from surprise hospital bills, modernizing of laws in the state to allow for autonomous vehicles, passing a first of its kind prescription drug transparency law, and assisting in the passage of the expansion to the Las Vegas Convention and Visitors Authority hall in the special session that also brought the Raiders to Las Vegas. All these issues show not only the wide range of issues we work on, but also our ability to accomplish major policy changes for our clients regardless of who or what party is in the majority.

The Griffin Company has also been very successful in representing the Board for the last three legislative sessions and they have navigated issues such as dry needling, scope creep, and bills bringing forward Board and Commission reform.

Griffin Company Point of Contact

Chelsea A. Capurro

Chelsea is an experienced government affairs specialist that has been working with the Nevada Legislature since the 2009 Session. She graduated from the University of Nevada, Reno with a degree in Political Science. Post-graduation, Chelsea joined a local government affairs firm where she handled an expansive range of policy issues, including those related to health care, energy, non-profits, education, gaming, and mining. Her comprehensive scope of industry knowledge has allowed Chelsea to build relationships with many of Nevada's elected officials, state agencies, and businesses.

As a Partner in the firm, Chelsea assists clients understand Nevada's key policy issues, navigates through myriad regulatory agencies, and helps clients plan strategically to accomplish their goals.

Chelsea is fluent in Spanish and received her master's degree in business administration from the University of Nevada, Reno. She served on the Reno City Charter Committee and dealt with many local government issues and has also represented local governments in the past including the cities of Reno and Elko. She was appointed to the Jobs for Nevada's Graduates Board by former Governor Brian Sandoval where she works with leaders, educators, businesses, and politicians throughout the State to help kids succeed in high school and beyond. She enjoys spending time with her husband and 5 children and has also volunteered her time as a catechism teacher for 5th and 6th graders at Our Lady of the Snows Catholic Church.



Tia White

As the Griffin Company's President of Operations, Tia oversees day-to-day office operations, facilitates team legal work, handles legislative bill tracking, and keeps clients informed on relevant issues. Tia's work with the Company began in 2011, and her extensive knowledge of political campaign finance and the Nevada Legislature has allowed her to play a vital role within the firm. She assists clients with reporting requirements, formulates policies and strategic plans, manages personnel, and handles the Company's purchasing and administrative operations.

Tia's experiences in business management, in addition to her strong relationships with various government offices, have given her a unique and valuable ability to assist clients. She is a Nevada native and earned her degree in Paralegal Studies. Tia enjoys spending time in the outdoors with her family, her favorite past time activities are gardening and reading.

Scope of Work

The Griffin Company proposes the following Scope of Work:

- Alliance building with various stakeholders in the State.
- Introductions and relationship building with the Governor's Office, state agencies, legislators, and local government elected officials and influencers.
- Monitoring of interim committee meetings, studies, boards and commission meetings, regulatory workshops, and any other relevant meetings.
- Sending meeting summaries and notes relating to the relevant meetings.
- Prepare and provide testimony during any needed hearings, meetings, or public workshops.
- Provide Client with agendas and information that may be of interest.
- Regularly scheduled communication between the Firm and Client on anything happening in the state, rumors being heard, and any other insight that could be beneficial to Client.
- Planning and preparation for a 2025 Legislative Agenda.
- Weekly bill tracking reports and updates during the 2025 session.
- Defense on any issues that the Client may be opposed to and work to amend the bill(s) to fix any issues.
- Secure bill sponsors for legislation if needed.
- Help plan and organize an acupuncture/oriental medicine awareness day at the Legislature for the 2025 Session should the Board be interested in doing this.



Additional Information

The firm and its partners represent and have represented public and private companies, both Nevada-based and national corporations, trade associations, non-profits and public agencies. A list of all the Griffin Company's existing clients as well as previous clients represented by the firm's partners is listed below.

Current Clients

AlterG Resources	MGM Resorts International
Amazon	Nevada Cannabis Association
American Resort Development Association	Nevada Gold Mines
Amperesand	Nevada Resort Association
Athletics Investment Group (Oakland A's)	Nevada Subcontractors Association
Barrick Gold of North America	Prologis
BusPatrol America	Proof
Centerra Gold	Reno Tahoe Airport Authority
City of Reno	Republic Services
Communities in Schools	Sierra Med Services
Clark County Education Association	Switch
DCP Investment Holding, LLC	Tanium
Desert Research Institute (DRI)	The Boring Company
DISH Network	Thrive
DirecTV	TitleMax/Community Choice Financial
Environmental Defense Fund (EDF)	Uber
Health Services Coalition	Vapor Technology Association
Las Vegas Convention & Visitors Authority	Vidler Water
Lime	Vimo <i>dba</i> Get Insured
LS Power	Zillow
MedPort Billing	

Clients Previously Represented

7-Eleven, Inc.	Eighth Judicial District Court
Acadia	Explore Information Services
Advantage Capital Partners	Focus Property Group
AFLAC	Frias Transportation
Amarok	General Growth Properties
Angel Management Group	GoPuff
Anheuser Busch Companies	Health Plan of Nevada
APS Energy Services	Hudbay Minerals
BNSF Railroad	Lamar Outdoor Advertising
CARFAX	Lied Discovery Children's Museum
CEED	Longhorn Hotel & Casino
Chelsea Property Group	Lucid Motors
Churchill County Communications	Manufactured Housing C.O. Association
City of North Las Vegas	Monarch Casino & Resort
Coalition to Defeat Margin Tax Initiative	Nevada Advanced Practice Nurses Association
Coast Resorts	



Nevada Association of School Administrators
Nevada Dental Association
Nevada Library Association
Nevada Mining Association
Nevada State Board of Cosmetology
Nevada State Board of Optometry
Nevada State Board of Oriental Medicine
Nevada Tavern Owners Association
Nevada Well Owners Association
New Venture Fund
Nuro
Olympia Gaming
Pardee Homes of Nevada
Pershing Square Capital Management
Pfizer
Pure Energy Minerals
Reno Land Development
Reservoir Communications
Group

Retail Association of Nevada
RL Polk
Satellite Broadcasters & Comm. Association
Select Management Resources
Sierra Health Services
Simplex Grinnell
Southern California Edison
Southern NV Hotel Group
Southwest Medical Association
State Bar of Nevada
Tesla
TAO Group
Transportation Management
Services
Tyco
United Insurance
UNLV Alumni Association
William J. Raggio Political Fund
Wynn Las Vegas

