Lindsay Austin

Principal – Troutman Strategies

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Lindsay leads the federal affairs practice and represents her clients' interests with Congress, federal agencies, the presidential administration and the government affairs community. Lindsay's in-depth knowledge enables her to excel at navigating the complexities of Washington for clients.

OVERVIEW

Lindsay represents and advises *Fortune* 500 companies, private companies, universities, health care companies, nonprofits and trade associations on federal government relations. She covers a range of legislative, policy and regulatory issues so that she may advise her clients and act on their behalf with the federal government and stakeholders. She has extensive knowledge in numerous areas, including electronic health records, Medicare and Medicaid, trade, agriculture, public health, veterans' affairs, higher education, food safety, financial services and technology, federal appropriations, and various regulatory matters coming out of federal agencies.

Having worked for two decades in Washington, D.C., Lindsay has developed a stellar reputation with policymakers, congressional staff and federal officials, who in turn work closely with her clients on the issues that matter to them. Understanding her clients' needs allows Lindsay to become a brand ambassador and communicator on clients' behalf. As an experienced government relations professional, she excels at developing and executing a unique strategy for each client.

As part of her full range of services, Lindsay:

- Fosters and maintains relationships with legislators, congressional and committee staff, and senior federal and administration officials, on behalf of her clients.
- Provides clients with insight on political and policy issues and navigates the applicable legislative and regulatory processes for them.
- Engages in advocacy and federal affairs representation on behalf of clients through the development of unique strategies to achieve their objectives.
- Coordinates coalition-building by developing key partnerships for clients with industry and organization representatives.
- Provides guidance on political fundraising and political action committee (PAC) development for the law firm's PAC, client PACs and clients' personal giving.

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Before joining the firm, Lindsay spent six years on Capitol Hill as a senior legislative staffer, where she managed a diverse legislative portfolio. In 2010, she joined a government affairs practice, where she represented defense, university and health care clients with the federal government.

REPRESENTATIVE MATTERS

- Assisted a dozen clients with COVID-19 legislation, including changing the law to allow small businesses to receive PPP loans for technology services and helping return millions of dollars in federal reimbursement for companies participating in COVID programs.
- Secured millions of dollars for clients in appropriations funding through community project funding and grants for universities of higher education, nonprofits, and municipalities.
- Successfully secured a tariff exclusion, refunding the client millions of dollars.
- Coordinated a successful client meeting at the White House with the President of the United States.
- Facilitated the inclusion of client initiatives and language in several significant legislative packages that were signed into law, including the 21st Century Cures Act, VA Mission Act, National Defense Authorization Act, the Farm Bill and several annual appropriations bills.
- Created a significant federal partnership between a client and the FDA food safety office, which included helping the client comply with a regulation and coordinating regular FDA visits at the client's site.
- Represented a national trade association before industry advisory councils and regulatory agencies.

AWARDS

- Top Lobbyists 2025, Hired Guns, *The Hill*

ALL AREAS OF FOCUS

- Energy Policy + Legislation
- Government + Regulatory
- Health Care + Life Sciences
- Litigation + Trial
- Lobbying + Public Affairs
- Tariff + Trade Task Force

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Co-chair, Georgia Business Council
- Georgia State Society Board
- Women in Government Relations
- Political campaign volunteer and advisor

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Georgia, B.A., *cum laude*, 2004

SPEAKING ENGAGEMENTS

- Speaker, “COVID-19: A Year Later. Where Do We Go From Here?,” Troutman Pepper, March 23, 2021.

PUBLICATIONS

- Podcast, “Congressional Oversight Ahead of the Midterms: What Companies Should Expect,” *Regulatory Oversight* Podcast, October 28 ,2026.
- Co-author, “US Assembly Offset for Section 232 Auto Tariffs and Tariff Stacking Guidance Introduced,” *Troutman Pepper Locke*, April 30, 2025.
- Co-author, “White House Releases List of Products Excluded From Reciprocal Tariffs,” *Troutman Pepper Locke*, April 14, 2025.
- Co-author, “US Modifies Reciprocal Tariff Rates,” *Troutman Pepper Locke*, April 11, 2025.
- Co-author, “New Steel and Aluminum Tariffs in Effect,” *Troutman Pepper Locke*, April 10, 2025.
- Co-author, “New Section 232 Tariffs on Automobiles and Automotive Parts,” *Troutman Pepper Locke*, April 8, 2025.
- Co-author, “Unpacking the New Reciprocal Tariffs Reshaping US Trade Policies,” *Troutman Pepper Locke*, April 7, 2025.
- Co-author, “Exclusions From the Tariffs on Canadian and Mexican Goods Under HTS Chapters 98 and 99,” *Troutman Pepper Locke*, March 14, 2025.
- Co-author, “New U.S. Tariffs on Mexico, Canada and China Take Effect – Retaliatory Measures Escalate Trade Tensions,” *Troutman Pepper Locke*, March 7, 2025.
- Co-author, “Policies in Focus: Opportunities and Challenges Expected for M&A and VC in 2025,” *Troutman Pepper Locke*, January 24, 2025.
- Co-author, “Economic Intervention – Federal and State Government Immediate and Future Fiscal Actions in Response to the COVID-19 Crisis,” *Troutman Sanders*, May 12, 2020.

MEDIA COMMENTARY

- Mentioned, “Troutman Pepper Launches Tariff Task Force,” *Law360*, February 20, 2025.
- Quoted, “The New Lobbying Effort to Nix Taxes for Clinical Trial Patients,” *Politico*, October 13, 2023.