

Tom Tilton

Principal - Troutman Strategies

Washington, D.C.

tom.tilton@troutman.com

D 202.274.2959



OVERVIEW

Tom is a principal at Troutman Strategies, where he leads federal advocacy and engagement for companies, institutions, and associations navigating Congress and the executive branch. With nearly two decades of experience on and off Capitol Hill, Tom develops and executes strategies that combine legislative intelligence, targeted relationship-building, and message discipline to advance client priorities in complex and fast-moving policy environments.

Tom advises clients across a broad range of federal issues, with a particular focus on the intersection of tax, trade, and industrial policy; energy and project implementation; financial services and consumer lending; technology and digital assets; federal agency guidance; and appropriations. Tom is regularly engaged in matters involving coalition development, committee and leadership outreach, and advocacy before federal agencies alongside legislative efforts. Tom remains active in his support for political campaigns, advising clients on priorities and dynamics, shaping the evolving political climate and a party's agenda. Tom and Troutman Strategies emphasize a durable bipartisan strategy, layering political engagement with advocacy and policy goals.

Tom is frequently engaged on energy and industrial policy (including tax-credit implementation and domestic manufacturing rules), trade and tariff strategy, financial services and payments policy, and emerging technology issues including digital assets and consumer data

Before joining Troutman Strategies, Tom served as a legislative assistant to Rep. Betty Sutton (D-OH) where he spearheaded several legislative and policy initiatives. He joined Troutman Strategies in 2011 and has served in progressively senior roles, before becoming principal.

REPRESENTATIVE MATTERS

- Trade and tariff policy advocacy efforts involving domestic manufacturing and supply chains, including congressional outreach, administration engagement, and coalition alignment
- Federal tax and industrial policy strategy, including advocacy around Treasury/agency implementation that shapes eligibility, compliance, and market impacts.
- Energy, infrastructure, and climate execution issues, where outcomes turn on federal guidance, permitting pathways, and committee/agency coordination.
- Financial services, payments, and consumer-lending policy, including engagement with House Committee on

Financial Services and Senate Committee on Banking and relevant regulators on evolving supervisory and legislative priorities.

AWARDS

- Top Lobbyists 2025, Hired Guns, The Hill

TOP AREAS OF FOCUS

- Government + Regulatory
- Lobbying + Public Affairs
- Payments + Financial Technology

ALL AREAS OF FOCUS

- Energy Policy + Legislation
- Government + Regulatory
- Lobbying + Public Affairs
- Payments + Financial Technology
- Tariff + Trade Task Force

EDUCATION AND CERTIFICATIONS

EDUCATION

- Miami University, B.A., 2008

SPEAKING ENGAGEMENTS

- Speaker, "Government Relations & Policy Outlook," 2026 CCBCA Winter Conference, February 25, 2026.

PUBLICATIONS

- Podcast, "Decoding Crypto Legislation: GENIUS Moves and Clarity Paths," *The Crypto Exchange*, September 5, 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, "Policies in Focus: Opportunities and Challenges Expected for M&A and VC in 2025," *Troutman Pepper Locke*, January 24, 2025.
- Co-author, "Key Elements of the Proposed Credit Card Competition Act," *Law360*, September 19, 2023.

- Co-author, "The Credit Card Competition Act," *Delaware Banker*, Winter 2023.
- Co-author, "Government Efforts to Address Cryptocurrencies Ramp Up as Federal Reserve Releases Report on Digital Currency," *Troutman Pepper*, February 2, 2022.
- Co-author, "SAFE Banking Act of 2021 to Provide Cannabis Industry Access to Financial Services, but Obstacles Remain," *Troutman Pepper*, April 28, 2021.