

AT GOVERNMENT STRATEGIES FORMS STRATEGIC ALLIANCE WITH VERSA GOVERNMENTAL STRATEGIES

AT Government Strategies LLC (ATGS) is a subsidiary of Armstrong Teasdale LLP. This public affairs, lobbying and consulting group provides full-service government relations and strategic counsel to advance the business objectives of companies, industry associations and other professional entities. ATGS does not provide legal services.

AT Government Strategies (ATGS), a subsidiary of Armstrong Teasdale LLP (AT), has entered into a strategic alliance with Versa Governmental Strategies (Versa), a full-service lobbying and solutions firm based in Jefferson City, Missouri. Effective Aug. 1, 2022, the alliance between ATGS and Versa deepens substantive and political reach.

Versa Founders and Principals Zach Pollock and Jon Hensley have more than 35 years of experience in government agency leadership, legislative drafting and advocacy, and solution development.

“Their depth of experience advancing clients' interests is a significant asset to ATGS and our combined representations,” said ATGS Vice President of Governmental Affairs [Shanon Hawk](#). “Zach and Jon complement and enhance our ability to deliver unrivaled representation in Jefferson City and beyond, and we look forward to working collaboratively in this capacity.”

Pollock and Hensley have experience advancing legislative, procurement and project priorities at the federal, state and local levels. They consistently deploy their broad and deep understandings of Missouri government and its processes, as well as engage the array of strong and diverse relationships they have developed over their distinguished careers.

Having worked in the Missouri Capitol for the past 22 legislative sessions, Pollock brings deep experience in advocacy, lobbying and grassroots leadership. Before founding Versa, Zach served for nine years as Director of Government Relations for the Association of Missouri Electric Cooperatives (AMEC), where he directed many legislative and budgetary successes. Prior to AMEC, he served in Governor Jay Nixon's administration in several capacities,



including terms as Director of Legislative Affairs for the Departments of Agriculture and Mental Health, and as the Governor's Office's legislative point of contact for all utility and telecommunications matters under the Governor's Policy Director.

Pollock also served as Policy Director for the Office of Administration, where he performed the roles of Legislative Advisor, Director of Project Manager Oversight for the Information Technology Services Division, IT Director for the Departments of Economic Development and Labor, and Special Assistant for Governor Nixon's MOBroadbandNow office. Beyond his public service, Pollock worked for seven years as the Legislative Director for the American Federation of State, County & Municipal Employees (AFSCME) Council 72, interacting not only with state and federal authorities, but also with local elected officials. His vast experience allows him to help clients navigate legislative, executive agency and local bodies at all levels of government to meet their objectives.

Hensley has developed extensive experience successfully handling governmental matters in a variety of settings, including state agency leadership, representing the state of Missouri in litigation concerning the interpretation and application of various state and federal regulations, statutes and constitutional provisions, and counseling clients concerning their legislative drafting and strategy goals. His extensive public service career includes terms spent as General Counsel to the Missouri Attorney General's Office, General Counsel and Deputy State Treasurer to the Missouri State Treasurer's Office, and Deputy Director of the Missouri Division of Workers' Compensation. Hensley also serves as an elected member of the City Council of Jefferson City, Missouri, and as a board member of the Capital Area Metropolitan Planning Organization (CAMPO) and the Heartland Port Authority of Central Missouri. His background allows him to help clients see the whole field, from concept development to preparing for and navigating challenges along the way, and assessing and leveraging the impact their success will have on the broader community.

Pollock and Hensley have achieved many legislative, budget, appropriation and policy successes over the years, including securing multimillion-dollar grants and growth opportunities on behalf of their clients. They are experienced in conducting fiscal impact analysis and seeing projects through to final passage.

Pollock and Hensley join more than a dozen ATGS professionals across U.S. markets with extensive experience in a wide range of legislative, regulatory and public policy matters.