



# C. Scott Jenkins

SENIOR GOVERNMENT CONSULTANT

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## Overview

Scott Jenkins has more than 20 years of experience in government relations lobbying, with particular focus on policy analysis and its impact on targeting parties. He represents a wide variety of clients before state and local governments and helps clients in all industries navigate the legislative process.

Scott has experience in all aspects of the legislative process, including lobbying, campaign and message management, and legislative committee operations. As a former chief lobbyist in the financial services industry, Scott developed key relationships with policymakers and stakeholders, analyzed and drafted legislation, and advocated for his clients before state and local legislative and regulatory officials, as well as national legislative associations. Scott's extensive experience working with industry and business professionals bolsters his understanding of large and small businesses, their concerns, and their interests — as well as the legislative and regulatory environments in which they must navigate — allowing him to advocate effectively on their behalf.

Scott previously served as the state government relations director for Wells Fargo. In this position, Scott served on the government relations committees of the North Carolina Bankers Association, the Florida Bankers Association, and the Georgia Bankers Association. He also served as the deputy director of government affairs for the Florida Bankers Association and, before that, as a legislative analyst for the Florida House of Representatives.

## All News

- 08.18.2020 Carlton Fields' C. Scott Jenkins Named Interim Executive Director of the Florida Financial Services Association
- 08.19.2019 Carlton Fields Adds Two Senior Government Consultants in Tallahassee
- 08.19.2019 "Florida Politics" Features Carlton Fields' Government Law and Consulting New Hires

## Professional & Community Involvement

- Florida Financial Services Association
  - Interim Executive Director

## Credentials

### EDUCATION

- U.S. Chamber of Commerce Foundation Institute for Organization Management (IOM Certification in Association Management, 2007)
- Florida State University (M.S., 1999)
- Clemson University (B.A., 1997)

## Background

- Government Relations Consultant, Wilson & Associates LLC, Tallahassee, FL (2018–2019)
- SVP/State Government Relations Director, Wells Fargo (2010–2018)
- SVP/Deputy Director of Government Affairs, Florida Bankers Association (2002–2010)
- Campaign Manager, Tom McGurk for Congress (2002)
- Council Legislative Analyst, Florida House of Representatives (2001–2002)
- Field Director, Republican Party of Florida (2000–2001)
- Lobbying Assistant/Office Manager, Watson and Gosnell (1999–2000)

## Areas of Focus

### PRACTICES

- Government Law & Consulting
- Consumer Finance
- Development
- Institutional Investment and Finance
- Life, Annuity, and Retirement Litigation
- Life, Annuity, and Retirement Solutions

### INDUSTRIES

- Life, Annuity, and Retirement Solutions
- Banking, Commercial, and Consumer Finance