



BILTMORE STRATEGIES

The leader in state and municipal lobbying, procurement, and government relations.

RANA LASHGARI, ESQ. | FOUNDER & PRESIDENT



Rana Lashgari is an attorney and the founder and president of Biltmore Strategies. Before building one of Arizona's largest lobbying practices, she served at nearly every level of government — as an executive staff member to U.S. Senator John McCain, Chief of Staff to a City of Phoenix Councilmember, a municipal prosecutor for the City of Phoenix, and outside counsel to the Arizona Corporation Commission. That breadth of experience anchors a network that spans the State Capitol, city halls across the Valley, and Arizona's business and civic leadership. Rana holds a J.D. from the University of Arizona James E. Rogers College of Law and teaches as an adjunct professor at Arizona State University's Sandra Day O'Connor College of Law. She serves on the Governor's Arizona-Mexico Commission, the Governor's Regulatory Review Council, as Vice Chair of the Phoenix Committee on Foreign Relations and on the board of the Phoenix Police Foundation. Her work has been recognized by the Arizona Capitol Times' Women Achievers of Arizona and the Phoenix Business Journal's 40 Under 40.

THE FIRM

Biltmore Strategies is a Phoenix-based government affairs firm practicing exclusively at the Arizona state and local level. From the Legislature and statewide offices, to the cities and counties where policy becomes practice, the firm provides legislative advocacy, regulatory and rulemaking engagement, procurement guidance, and strategic partnerships for clients ranging from Fortune 500 companies to emerging technology, trade associations, and community organizations.

The firm's advantage is depth in a single market. Arizona's policy landscape moves quickly and outcomes turn on relationships and timing that cannot be managed from a distance. Biltmore Strategies pairs an attorney's rigor with an insider's fluency in how decisions are actually made at the Capitol and in council chambers, building coalitions that deliver results.

Biltmore Strategies regularly serves as Arizona counsel to national firms and multistate clients — providing trusted, on-the-ground representation for organizations whose federal and multistate strategies require a seasoned presence in Phoenix. Engagements are led personally by the firm's founder and treated with the discretion of attorney-client work.