

**FOR IMMEDIATE RELEASE**  
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## **Ferrara Government Affairs Launches in Sacramento**

**Sacramento, CA** — Veteran government affairs leader Todd Ferrara announced today the launch of Ferrara Government Affairs, a new Sacramento-based advocacy and consulting firm that offers strategic government relations services to a wide range of clients.

Building on more than three decades of government and private sector experience, Ferrara Government Affairs will help clients navigate California's legislative, regulatory and political landscapes. Ferrara is skilled in crafting solutions for clients who are building housing and developing commercial real estate but need assistance navigating conservation, natural resources, and agriculture policy challenges at the local, state and federal levels.

Before founding the firm, Ferrara served for seven years as vice president of government affairs for Tejon Ranch Company (NYSE: TRC), California's largest private landowner. In that role, he directed the company's legislative and regulatory strategies involving California's most sophisticated issues, specializing in finding solutions where land use, housing, and development intersect. Tejon Ranch Company will be among the first clients of Ferrara Government Affairs.

"Todd has been an exceptional advocate for Tejon Ranch across a wide range of challenging issues – from natural resources and conservation matters to housing, land use and real estate development," said Matthew Walker, president & CEO of Tejon Ranch Company. "We congratulate Todd on the launch of Ferrara Government Affairs and are excited to continue working with him in this new role. Todd's understanding of California's regulatory environment, combined with his integrity and practical approach, has delivered results for Tejon Ranch, and we look forward to that continued partnership."

Having been shaped by federal and state public service at the highest executive levels, Ferrara brings a bipartisan perspective to his advocacy and has a well-earned reputation as a trusted leader who can work across party lines to tackle problems, build coalitions and deliver results.

Working in both Republican and Democratic administrations, including appointments by President George W. Bush to serve two U.S. cabinet secretaries, including U.S. Department of Agriculture Secretary, and fellow Californian, Ann M. Veneman, for whom he served as a senior advisor, and as director of the Office of Congressional Relations. Ferrara also held other senior positions under three California Governors – Jerry Brown, Arnold Schwarzenegger and Pete Wilson – at the Natural Resources Agency working alongside then-Secretary John Laird, and at the Department of Food and Agriculture.

"After years advancing an iconic California company's diverse interests, I am excited to launch Ferrara Government Affairs," said Todd Ferrara, founder and principal. "California's legislative and regulatory environment is more complex than ever. My goal is to help clients navigate that complexity, identify solutions and drive outcomes that work."

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