

**Committee on Energy and Commerce**  
**U.S. House of Representatives**  
Witness Disclosure Requirement - "Truth in Testimony"  
Required by House Rule XI, Clause 2(g)(5)

<b>1. Your Name: James Landers</b>		
<b>2. Your Title: Vice President, Government Affairs</b>		
<b>3. The Entity(ies) You are Representing: Recreation Vehicle Industry Association</b>		
<b>4. Are you testifying on behalf of the Federal, or a State or local government entity?</b>	Yes	No X
<b>5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2015. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.</b>		
<b>6. Please attach your curriculum vitae to your completed disclosure form.</b>		

Attached 

Sig 

Date: 2/25/17

## INSTRUCTIONS FOR COMPLETING THE TRUTH-IN-TESTIMONY DISCLOSURE FORM

*In General.* The attached form is intended to assist witnesses appearing before the Committee on Energy and Commerce in complying with Rule XI, clause 2(g)(5) of the Rules of the House of Representatives, which provides:

(B) In the case of a witness appearing in a nongovernmental capacity, a written statement of proposed testimony shall include a curriculum vitae and a disclosure of any Federal grants or contracts, or contracts or payments originating with a foreign government, received during the current calendar year or either of the two previous calendar years by the witness or by an entity represented by the witness and related to the subject matter of the hearing. (C) The disclosure referred to in subdivision (B) shall include (i) the amount and source of each Federal grant (or subgrant thereof) or contract (or subcontract thereof) related to the subject matter of the hearing; and (ii) the amount and country of origin of any payment or contract related to the subject matter of the hearing originating with a foreign government. (D) Such statements, with appropriate redactions to protect the privacy or security of the witness, shall be made publicly available in electronic form not later than one day after the witness appears.

### **Please complete the form in accordance with these directions.**

1. ***Name, Title, Entity(ies) (Items 1-3 on the form).*** Please provide the name and title of the witness and the entity(ies) on whose behalf the witness is testifying.
2. ***Governmental Entity (Item 4).*** Please check the box indicating whether or not the witness is testifying on behalf of a government entity, such as a Federal department or agency, or a State or local department, agency, or jurisdiction. Trade or professional associations of public officials are not considered to be governmental organizations.

***Grants and Contracts (Item 5).*** Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2015. For each Federal grant (or subgrant thereof) or contract (or subcontract thereof) related to the subject matter of the hearing, please include the amount and source of each. For each payment or contract originating with a foreign government related to the subject matter of the hearing, please include the amount and country of origin of each. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.

3. ***Curriculum Vitae (Item 6).*** Please attach your CV to your completed disclosure form.
4. ***Submission.*** Please sign and date the form in the appropriate place. Please submit this form with your written testimony. Please note that under the Committee's rules, copies of a written statement of your proposed testimony must be submitted before the commencement of the hearing. To the greatest extent practicable, please also provide a copy in electronic format according to the Electronic Format Guidelines that accompany these instructions.

## JAMES J. LANDERS

### EXPERIENCE

#### Vice President, GOVERNMENT & INDUSTRY AFFAIRS

Recreation Vehicle Industry Association

1990 - present

Reston, VA

Increased the association's visibility and credibility by establishing and maintaining persuasive relationships with key policy makers, legislators and regulators. Developed strong relationships with related industries including automobile industry company personnel and related associations as well as trucking, motorcycle and marine industries.

- Direct and manage a high volume, complex legislative program (federal and state) on behalf of association membership. Key issue areas include state franchise issues, safety and environmental issues, CAFE, tax issues and other public policy matters.
- Supervise professional and support staff including 2 Directors, 4 research staff and an administrative assistant.
- Improved the association's bottom line by working directly with legislators to introduce and successfully follow-up on important legislative and regulatory matters. Determine the need for contract lobbyists and hire and manage as required.
- Team leader in developing the association's model franchise legislation. Followed up by successfully negotiating and passing RV specific franchise laws in numerous states.
- Actively lobby all legislative and regulatory issues affecting the RV industry. Prepare, recommend, coordinate and implement strategies and tactics to successfully resolve issues. Develop and present testimony to committees and agencies.
- Direct and manage the Association's annual "Advocacy Day" (Washington Fly-in and Congressional visits.) This ongoing program resulted in closer relationships with several key Congressional offices which have directly benefited the RV industry.
- Created department's strategic plan to counter ongoing shifts in manufacturer/dealer relationships.
- Provide guidance and advice on departmental human resources matters and lend expertise to the association's legal staff on legislative and regulatory issues.
- Chairman, RV industry's 2<sup>nd</sup> World RV Conference 2013. Responsible for overall organization and operational success of a major international event including delegation of committee assignments, generating sponsorship, arranging for speakers, visas and conference programming.

## **JAMES J. LANDERS**

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### **MANAGER, STATE & INDUSTRY RELATIONS**

1988 - 1990

Joseph E. Seagram & Sons, Inc.

Washington, DC

Represented Seagram and its subsidiaries, Tropicana and the American Natural Beverage Corp. before state legislatures, federal agencies, industry coalitions and among trade Associations. Actively participated in state government organizations such as NCSL, ALEC CSG & SGAC.

- Interacted with state legislators and federal agencies. Key issues included: excise taxes, franchise matters, solid waste.
- Managed contract lobbyists and developed strategy and testimony preparation.
- Directed the corporation's 10,000 person grass roots network. Authored grass roots communications and oversaw the mailings.
- Federal lobbying: Congress and the Executive Branch.

### **PROJECT MANAGER/ CONSULTANT**

1987

Washington, DC

Assistant Project Manager for grass roots projects at Bonner & Associates. Responsible for motivating a staff of 15 to solicit and deliver personal communications to state and federal legislators.

Free lance telecommunications consultant at Telestrategies, Inc. Analyzed and reported on Dept. of Justice rulings which changed the AT&T Consent Decree which broke up the Bell Telephone system. Edited and co-authored a Bell Operating Telephone company marketing publication.

### **CONGRESSIONAL LIAISON**

1982 – 1986

MCI Communications Corporation

Washington, DC

Responsible for establishing and maintaining contact with Congressional staff, Federal agencies, and industry trade groups. Lobbied Congressional staff. Tracked and analyzed legislation. Communicated that information to appropriate regional headquarters.

### **EDUCATION**

Rutgers University, Public Policy Certificate, Eagleton Institute of Politics

Syracuse University, Masters Degree in International Relations, Maxwell School

University of Massachusetts, Bachelors Degree in Political Science

- Board of Directors, Visit Loudoun, 2005 -- 2011
  - Executive Committee Member (2005 -2009)
  - Chair, Industry Outlook Committee (2006-2007)
  - Chair, Marketing Leverage Committee (2008- 2009)
- Editorial Board for the American Association of Motor Vehicle Administrators magazine entitled: **MOVE** 2003-2009