



SHERRY L. DOCTORIAN

EXECUTIVE VICE PRESIDENT

Jefferson City, Missouri

573.634.7149

sdoctorian@atgovernmentstrategies.com



LAW PRACTICE

Sherry Doctorian offers individuals, companies and trade associations effective and reputable regulatory representation and lobbying on matters pending before the state legislature and a wide variety of Missouri administrative agencies.

By advocating for or against pending legislation, she helps clients achieve their public policy objectives and recognizes that regulatory laws, administrative rules and policy decisions can impact the vitality of both individuals and organizations. Having lived in Jefferson City for over 20 years, she understands the processes and people in state government and leverages her extensive network of contacts to successfully represent her clients.

A former legal counsel to the Missouri Department of Insurance, Financial Institutions and Professional Registration, Sherry serves as a Missouri insurance regulatory attorney for life, health, property and casualty insurance companies with issues involving the department. She regularly handles Form A hearings, market conduct examination disputes, and agency and agent licensure matters. Sherry has assisted several clients with the formation of captive insurance companies and currently represents the Missouri Captive Insurance Association as its lobbyist at the statehouse. Additionally, she represents professional licensees (primarily physicians and dentists) before the professional licensing boards and the Administrative Hearing Commission.

Further experience includes assisting clients with Sunshine Law issues, representing clients before the Public Service Commission, helping business entities who have sales and use tax issues navigate the Department of Revenue, and aiding clients with preparing and filing applications for tax credits and other financial incentives with the Department of Economic Development.

Sherry is a member of the firm's Marijuana Law practice and most recently, she advocated on behalf of a client regarding legislation pertaining to the regulation of marijuana in Missouri.

She also handles general civil litigation for small- to large-sized business clients.

Active in firm management, Sherry is a member of the firm's Pension and Nominating Committees, and serves as vice chair of Armstrong Teasdale's Political Contributions Committee.

EXPERIENCE

Lobbying

Served as lead lobbyist for client seeking to revise Missouri's captive insurance law. The bill was passed by both houses and signed by the governor.

EDUCATION

University of Missouri School of Law
(J.D., 1988)

Truman State University (B.A., *cum laude*, 1982)

ADMITTED TO BAR

Missouri

U.S. District Court, Western
District of Missouri

PROFESSIONAL ACTIVITIES

The Missouri Bar (Board of
Governors; Administrative Law, Health
& Hospital Law Committees; Young
Lawyers Section)

American Bar Association (Tort
and Insurance Practice Section)

Cole County Bar Association

(Former President;

Chair, Scholarship Committee)

State Law Resources Inc.

(Chairman, Board of Directors)

Missouri Organization of Defense

Lawyers (Trial Academy Presenter;

Legislative Committee)

National Hemp Association (Member)

CIVIC & CHARITABLE ACTIVITIES

Capital Region Medical Center (Board
of Governors)

United Missouri Bank (UMB) (Board of
Directors)

Rape and Abuse Crisis Center (Board
of Directors)

The Supreme Court Historical Society

Zonta (Board of Directors, 2013-
2015)

Successfully lobbied the Missouri legislature for legislation that completely revised the Missouri Uniform Anatomical Gift Act (UAGA).

Missouri Department of Economic Development

Secured funding for a client from the Missouri Department of Economic Development in the amount of \$6.8 million to pursue a project under the Missouri Job Retention Training Program.

Missouri Department of Revenue

After a bench trial, obtained judgment against the Missouri Department of Revenue, which sought to significantly raise fees charged for certain information available under the Missouri Sunshine Law. The ruling resulted in savings of several million dollars for the client.

Negotiated multimillion-dollar settlement of sales tax issues with Department of Revenue

Public Service Commission

Secured order from Public Service Commission approving settlement regarding an interconnection agreement with leading natural gas supplier on behalf of new proposed pipeline

SIGNIFICANT ACCOMPLISHMENTS

The Best Lawyers in America®, Government Relations Law (2007-present)

State Law Resources President's Award (2014)

PRESENTATIONS & PUBLICATIONS

Speaker, "The Impact of Missouri Becoming America's Next Medical Marijuana State," Bar Association of Metropolitan St. Louis CLE (October 2016)

Moderator, Emerging Trends Seminar, State Law Resources (September 2016)

Speaker, Missouri Captive Insurance Association's annual meeting (September 2014/April 2013)

Speaker, "The Ins and Outs of Lobbying in the Flyover States," SGAC seminar (June 2012)

Moderator, "Continuing Medical Education," Continuing Medical Education seminar, Lake Regional Hospital (January 2012)

Moderator, "Social Media in Action: Real Ways Social Media is Shaping Public Affairs," State Government Affairs Council annual meeting in Austin, Texas (March 2011)

Speaker, "Being Ethical in Tough Times," State Government Affairs Council annual meeting in Denver, Colorado (March 2010)