GRAYROBINSON



John Ariale

Washington, D.C. Managing Director

john.ariale@gray-robinson.com
202.730.7940

Focus

- Government Affairs and Lobbying
- Government

Adeptly formulates political strategy and policy for domestic and international clients. Harnessing 40 years of senior-level insight to guide clients successfully through the complex federal appropriations process.

John Ariale brings nearly 40 years of senior-level experience in congressional relations, legislative politics, and advocacy. He provides clients with a comprehensive understanding of the complex federal appropriations process while maintaining strategic expertise in environmental, international relations, defense, global development, global health, homeland security, and financial services policy. John has also leveraged his experience and connections to advance access, equity, and inclusion for persons with disabilities, a cause he has championed throughout his career.

Before beginning his federal advocacy career, John served as chief of staff and appropriations associate to U.S. Congressman Ander Crenshaw, working extensively on issues under the jurisdiction of the Subcommittees on State, Foreign Operations, Homeland Security, Financial Services, and Defense. This role connected him closely with House leadership, enhancing his already-prolific network on Capitol Hill. John also served on the board of directors of the House Chief of Staff Association and as president of RAMS, the GOP's network of Chiefs of Staff.

Earlier in his career, John served in various roles working for U.S. Congressman Bill McCollum, including as the Congressman's chief of staff and district director. He was pivotal in securing federal authorizations and appropriations, including his work leading efforts to remove the Orlando Naval Training Center from the Base Realignment and Closure (BRAC) list. After the base's second BRAC challenge, John spearheaded the transition of federal assets to the county and city.

As a congressional staff member, John worked alongside a broad coalition of stakeholders on the Achieving a Better Life Experience Act (ABLE Act), promoting financial independence and community inclusion for people with disabilities. John also developed legislative proposals to reform international food aid and the United Nations and created the Congressional Caucus on Effective Foreign Assistance.

Before his career in Washington, John served on the Oviedo City Council, the Oviedo Land Planning Agency, and as a Seminole County Charter Review Commission member.

Notable Work

- Over 40 years of experience in congressional relations, legislative policy, and advocacy.
- Drafted and advocated for the enactment of the ABLE Act, which empowers individuals with disabilities to save, achieve financial stability, and work toward their goals without penalties, ultimately promoting independence and improved quality of life.
- Former appropriations associate and chief of staff to the U.S. House Appropriations Subcommittee chair.
- Significant experience in representing and crafting government relations solutions for coalitions and associations.
- Created the Congressional Caucus on Effective Foreign Assistance and founded the Center for Effective Foreign Assistance.

Recognition

- *The Hill,* Top Lobbyist, 2022, 2025
- National Down Syndrome Society, Champion of Change, 2014
- National Institute for Lobbying & Ethics, Top Lobbyist, 2025-2026
- *The Arc*, Inaugural Catalyst Award, Public Policy Victory of the Year, 2015

Insights

- "The Path to Keeping the Government Funded and the Lame Duck Agenda," GrayRobinson Insight, October 3, 2024
- "Advocating for the Carnivals Are Real Entertainment (CARE) Act of 2023: Effectively Communicating with Congress," February 21, 2024
- "Workforce demands and guest worker visas in the United States," International Association of Fairs and Expositions (IAFE), November 2023
- Presentation on the Global Health Council's Global Health Briefing Book discussing the importance of building a stronger, more holistic, and equitable global health advocacy agenda, February 2023

Media

- "GrayRobinson Makes DC Case for The Colombo Plan," *O'Dwyer's*, February 23, 2026
- "Ready, willing, and ABLE: 14K residents open tax-advantage accounts for people with disabilities," *Florida Phoenix*, August 14, 2025
- "Industry Shuffle," *LobbyTools,* May 31, 2024
- "Personnel File --- People on the Move, May 31, 2024," *News Service of Florida,* May 31, 2024
- "Delegation for 5.31.24: Verdict — stormy — pollution — guns — Kenya," *Florida Politics,* May 31, 2024
- "Report Roundup," *Politico,* May 29, 2024
- "GrayRobinson Hires Veteran Lobbyist To Lead DC Office," *Law360,* May 29, 2024

Affiliations

- Global Health Council
  - Board of Directors
  - Interim President, 2021
- Management Sciences for Health (MSH)
  - Board of Directors
- Outdoor Amusement Business Association

Credentials

- J.D., Stetson University College of Law, 1987
- B.A., Stetson University, 1984

Admissions

- District of Columbia
- Florida
- U.S. Supreme Court