GRAYROBINSON



Matthew Jennings*

Senior Government Affairs Advisor

matthew.jennings@gray-robinson.com
202.730.7943

Focus

- Government Affairs and Lobbying
- Transportation and Logistics
- Aviation and Unmanned Aircraft Systems (UAS)

A strategic force in federal advocacy at the intersection of aerospace, transportation, and global business. Deep policy experience combined with an international industry perspective and longstanding relationships across Congress, federal agencies, and the transportation sector.

Matthew Jennings helps clients navigate federal policy environments, advance legislative and administrative priorities, and identify and secure federal funding. With more than two decades of experience spanning government, industry, and advocacy, Matthew brings particular depth in aerospace and transportation policy, federal appropriations, and highly regulated industries. His work encompasses aviation and advanced air mobility, airspace integration, commercial aviation, transit, infrastructure, defense, travel and tourism, aerospace, technology, and other rapidly evolving sectors. He advises clients on strategies to advance business objectives, mitigate regulatory risk, pursue federal funding and procurement opportunities, and engage effectively with Congress and federal agencies. Matthew also works with nonprofit and educational organizations on initiatives that bring together public- and private-sector stakeholders to address issues with both domestic and international reach.

Matthew's background in the global aviation industry provides him with a distinct perspective on the intersection of U.S. public policy, international commerce, and business strategy. He previously served as head of international and government affairs in the U.S. and Canada for Etihad Airways and held senior legislative roles with the International Air Transport Association. In these roles, he addressed high-impact legislative and commercial issues affecting international air carriers and the broader aviation industry, working closely with policymakers, federal agencies, industry organizations, and diplomatic stakeholders. His experience across the transportation sector also includes advising established companies, startups, and emerging businesses navigating federal policy, funding, and procurement processes.

Earlier in his career, Matthew served on Capitol Hill, including with the U.S. House Committee on Transportation and Infrastructure. His background spanning government, industry, and advocacy provides him with a pragmatic understanding of how federal policy is developed, how agencies operate,

and where opportunities can emerge for clients. Whether anticipating policy developments, building coalitions, identifying creative funding strategies, or translating complex government processes into actionable business opportunities, Matthew draws on longstanding relationships to help shape outcomes in some of the nation's most dynamic and consequential sectors.

*Denotes non-attorney professional

Notable Work

- Led a coalition of 21 national associations that successfully defeated a proposed $12 billion U.S. Department of Homeland Security biometric mandate.
- Helped secure more than $80 million in FY2026 U.S. Department of Defense funding on behalf of an advanced air mobility client.
- Secured federal appropriations language for a leading telematics and logistics technology company to advance deployment of its technology within the federal government, including applications designed to enhance aviation safety and prevent runway incursions.
- Preserved Etihad Airways' U.S. traffic rights and avoided formal government consultations by developing and executing the airline's response to a $50 million, multi-year campaign by the three largest U.S. carriers challenging U.S. Open Skies policy.
- Secured unanimous congressional approval of the EU Emissions Trading Scheme (ETS) Prohibition Act by initiating and leading a proactive industry-government coalition and garnering opposition to the EU emissions trading program's extraterritorial application to U.S. airlines.

Media

- "Arrivals & Departures, Week of September 13-19, 2026," *LobbyTools*, September 25, 2026
- "Delegation for 9.18.26: D.C. sprinkle list — Rescuing America — credit renewal — Big Tech tab — airspace saga," *Florida Politics*, September 18, 2026
- "Poll: Most Americans are AI doomers - POLITICO," *Politico*, September 16, 2026
- "Personnel note: GrayRobinson adds aviation veteran Matthew Jennings," *Florida Politics*, September 16, 2026

Affiliations

- South Carolina Business Council
  - Board of Directors
- World Class Scholars
  - Board of Directors, Treasurer

Credentials

- M.A., George Mason University, 2007
- B.A., Elon University, 2003