

OUR SERVICES

Capalino+Company is the leading strategy consulting and government relations firm in NYC. We assist start-ups, growth stage, established companies, and nonprofits in identifying and unlocking opportunities, navigating challenges, and mitigating risk to deliver long-term, sustainable success.



Agency Resolution + Permitting

We navigate the bureaucratic red-tape and assist with securing permits, licenses and approvals from City, State and quasi-governmental agencies.



Business Strategy

We help businesses and nonprofit organizations develop and implement growth strategies, secure contracts from government entities, and assist in forging relationships with prospective clients and partners in the private sector.



Energy, Environment + Sustainability

We advise on policy, regulation and business development, create and implement low-emission, sustainable business strategies, and facilitate the adoption of innovative building, energy, resiliency, solid waste, transportation, and water technologies, products, and projects.



Land Use, Housing + Real Estate

We identify and evaluate affordable housing and development opportunities, devise creative solutions to address physical, regulatory and other constraints, and help secure City and State zoning and land use approvals.



Lobbying + Political Affairs

We lobby City, State and quasi-governmental agencies on behalf of businesses and nonprofits, to influence regulation, legislation and public policy, and to secure government funding for operations, programs and capital construction.



Nonprofit Advisory

We provide an array of strategic advisory services to help nonprofits build capacity, mitigate risk, and plan for the future.



Social Impact

We assist and advise companies on all types of social impact initiatives, including actively giving back their time, talent and resources to the communities in which they operate, and developing brand equity through the implementation of social impact, good neighbor and corporate citizenship initiatives.



Diversity, Inclusion + MWBE Consulting

We provide advisory services to corporations, nonprofits and institutions, related to diversity, inclusion and MWBE compliance, and assist MWBE businesses with developing go-to-market strategies to attract and secure contractor and vendor partners.

FEATURED CLIENTS



RECENT SUCCESS STORIES

- AMC NETWORKS:** Capalino+Company generated political support that provided favorable leverage in the network's negotiations with cable provider Altice.
- BLACKSTONE GROUP:** Managed the Government, Community and Tenant relations for Blackstone's \$5.45 billion acquisition of Stuyvesant Town/Peter Cooper Village. We also work with Blackstone to provide due diligence on potential investments in NYC.
- BROADWAY STAGES:** Negotiated an economic incentive package for NYC's premier film and television production company in Brooklyn.
- GOVERNOR'S BALL:** For the largest music festival in New York City, we developed a Corporate Social Responsibility package that helped Governor's Ball secure significant government and community support and its necessary permits.
- IBM:** Advised IBM on its successful proposal to manage the City's \$300 million 311 program. Once IBM was designated, we shepherded IBM through the contract approval process and communicated with elected officials.
- LINKNYC:** Helped re-negotiate their contract with the City of New York to enable an efficient deployment of the LinkNYC telephone system throughout NYC.
- THYSSENKRUPP:** Successfully negotiated approvals for a pilot program, allowing for the installation of the company's new TWIN elevator technology to be deployed at Hudson Yards.
- UBER:** As one of Uber's first consulting firms in New York City, we prevented over-regulation by generating support from elected officials, government agencies, civic leaders, and the community, which enabled substantial growth in NYC.

CONTACT US FOR MORE INFORMATION
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