DAVID F. TAYLOR
Founder & CEO

In January 2014, David Taylor launched Federal Budget IQ® (FBIQ), a customized public sector market intelligence and forecasting service for government contractors that anticipates changing market conditions, saves executives time, and boosts public sector sales performance.

A respected federal budget and appropriations process expert, Mr. Taylor has a unique combination of government senior staff and private sector experience.

Mr. Taylor's government career began in the mail-room for Senate Majority Leader Bob Dole (R-KS). Highlights include:

- Six years in the Senate Republican Leader's Office, including four as the Leader's chief budget and economic policy advisor and one of his key legislative strategists.
- Four years as an Associate Director at the Office of Management and Budget (OMB) in the George H.W. Bush Administration.
- Three years as Majority Staff Director of the Senate Commerce-Justice-State Appropriations Subcommittee, which was responsible for decisions on over $30 billion in annual federal spending.

From 1998 through 2016, Mr. Taylor served as CEO and Founder of Capitol Solutions®, a successful, bipartisan Washington, DC-based lobbying firm. Mr. Taylor designed and implemented strategies that helped clients achieve a series of multi-billion-dollar funding and policy objectives, eliminate over $80 billion in unfunded federal mandates, generate over $75 billion in FCC spectrum auction proceeds, and secure billions in federal, state and local government sales. In December 2016, Taylor completed the planned phase-out of his lobbying practice to focus exclusively on FBIQ.

A Memphis native and avid blues fan, Mr. Taylor served on the Blues Foundation Board of Directors and as executive producer of two Blues Hall of Fame shows in Washington, DC.

Mr. Taylor is a Duke University graduate. He lives in Shenandoah County, VA, and is the proud father of Wes, a US Marine, Austin, a 2020 Arizona State graduate, and Jordan, a 2022 UC-Santa Barbara graduate.