



M U L T I S T A T E

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Joe Crosby serves as Chairman & CEO of MultiState Associates, the nation's leading state and local government relations services firm. Joe is involved in all aspects of the firm's efforts to help clients resolve the challenges they face in the state and local government arena, with a concentration on providing strategic counsel, identifying and deploying political assets, and advancing tax policy objectives.

Prior to joining MultiState, Joe spent 11 years with the Council On State Taxation (COST) as chief operating officer & senior director, policy. Joe is a nationally recognized expert on state and local business tax policy. He was identified by *State Tax Notes* as the "single most influential person in state taxation" and named as the publication's inaugural Person of the Year.

Prior to his work with COST, Joe was national director of state legislative services for Ernst & Young LLP. Earlier in his career, Joe was as a senior executive with a state legislative tracking firm and managed political canvass operations.

Joe is past president of the State Government Affairs Council and served on the board of directors of the Washington Area State Relations Group. He earned his bachelor's degree in history from Loyola Marymount University in Los Angeles and completed graduate course work in economic policy at American University in Washington.