



THE TOP 100 INNOVATORS and *Entrepreneurs*

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Year of
Publishing

Featuring

MICHAEL STEVENS

Chairman and CEO
Valkyrie BioScience

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Jessica BEESON TOCCO

PRESIDENT

Jessica Beeson Tocco has never been one to follow the expected path. With more than two decades in government affairs, she witnessed firsthand how the traditional lobbying model was losing its effectiveness in a rapidly evolving political and economic landscape. Although her previous business was listed on the *Boston Business Journal's Fast 50 List* in 2024 and 2025 and was a *BGOV Top-Performing Lobbying Firm* for six consecutive years, something was missing. Rather than adapt to a system she believed no longer served clients, she chose to redefine it entirely. As president of Shepherd Strategies, Jessica leads with clarity, precision, and a firm belief that results—not affiliations—should drive success.

Jessica's approach is grounded in practicality. In an environment where access to capital, policy knowledge, and timing can determine a company's future, Jessica helps organizations translate complex government systems into actionable opportunities. Her clients, from multinational corporations to emerging startups, rely on

her ability to anticipate challenges before they arise and to uncover opportunities others might overlook.

Redefining Government Strategy

Shepherd Strategies was founded with a distinct purpose: to move beyond the limitations of traditional lobbying and into the world of government advising. Jessica recognized that the decline of appropriations and the rise of alternative funding mechanisms, such as grants, loans, tax credits, and contracts, required a fundamentally different approach. Instead of advocating for legislation, her firm focuses on identifying and securing tangible financial opportunities within government systems.

This shift has proven critical in an era shaped by economic uncertainty, regulatory complexity, and shifting political leadership. By centering strategies on measurable return on investment, Jessica ensures her clients can grow and remain resilient regardless of external conditions.

A Data-Driven, Nonpartisan Approach

At the core of Shepherd Strategies is a commitment to non-partisan execution. Jessica has intentionally built a team that reflects a wide range of perspectives, bringing together professionals from across the political spectrum. This diversity enables the firm to operate above partisan divides, focusing solely on client outcomes.

Using a data-driven methodology, the firm identifies where funding exists, who is allocating it, and how clients can successfully access it. Beyond strategy, Jessica and her team guide clients through the operational complexities—registration processes, applications, and compliance—ensuring nothing is left to chance.

Delivering Measurable Impact

Jessica's results speak for themselves. Since 2011, she has helped secure more than \$2 billion in funding and contributed to the creation of over 5,000 jobs. These outcomes are not incidental; they are the product of a disciplined, execution-focused model designed to deliver clear value.

Her leadership also reflects a broader commitment to her clients, her team, and her family. Balancing professional success with personal fulfillment, she has built a career that not only challenges industry norms but also sets a new standard for what government consulting can achieve.

Looking Ahead

As the landscape of government relations continues to evolve, Jessica remains focused on innovation and adaptability. Shepherd Strategies stands at the forefront of this transformation, helping clients navigate complexity with confidence and clarity. In doing so, Jessica is not just responding to change, she is shaping the future of the industry itself.



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