



**Contact: Tiffany Dale**  
**Cell: 202.306.9245**  
**Office Direct Line: 202.683.2342**

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### **Sam Horton Joins SMI**

Sam Horton has joined Strategic Marketing Innovations (SMI) as an Associate. Mr. Horton retired after a twenty five year career with the federal government, most recently serving as the Senior Policy Advisor for National Security and Veterans' Affairs to Sen. Olympia Snowe of Maine.

"Sam's legislative experience combined with years of experience in federal technology development is unique and is a perfect fit with SMI's client base. This base represents a broad range of companies and universities all intent upon advancing the state of the art across of spectrum of scientific fields," says Ted Lynch, President of SMI. "We are pleased and flattered that Sam chose to join the growing team of SMI."

As Senator Snowe's senior aide for military and veterans' policy over the past five years, Mr. Horton was responsible for coordinating with Maine-based firms and activities to identify, resource and transition innovative solutions to national and homeland security challenges – often through the development and passage of legislation designed to strengthen and enhance the nation's technology and industrial base. Mr. Horton also ensured that federal workforce and facilities located in Maine were developed and maintained to consistently provide "gold-standard" skills, products and services for national and homeland security needs.

Mr. Horton has over 25 years of experience in federal technology development. Prior to his work with Senator Snowe, Sam spent over 20 years working for the Navy, primarily in the science and technology environment. Beginning with 15 years as a development/test engineer at the Navy's Coastal Systems Station, he has worked across a spectrum of naval core competencies such as torpedo defense, amphibious warfare, special warfare, mine warfare and diving and salvage. He later served in Navy headquarters assignments, first in the Navy's Science and Technology Requirements Office where he worked with ONR and CNO staff to define, program and execute expeditionary warfare related science and technology programs. Mr. Horton then served as the Director for Science and Technology programs in the office of the Deputy Assistant Secretary of the Navy for Mine and Undersea Warfare fostering technology transition from undersea, ASW and mine warfare Functional Naval Capability technology areas to related acquisition programs.



## *Comprehensive Government Relations*

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Sam has a B.S. degree in Ocean Engineering from Florida Atlantic University and an M.A. degree in National Security and Strategic Studies from the Naval War College.

Mr. Horton was registered as a Professional Engineer's in the State of Florida and served with the 82<sup>nd</sup> Airborne Division in the U.S. Army.

SMI is a comprehensive government relations firm that specializes in helping clients secure funding for strategic initiatives.

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