



ESTIE HARRIS

MANAGING PRINCIPAL



Estie is recognized statewide as one of the most effective lobbyists in Tennessee and is respected for her advocacy and loyalty. She has been working in or around the Tennessee General Assembly since the late 1980s and legislators and peers consider her to be a subject matter expert in the state budget process and the unique needs of health care providers.

Clients and lawmakers appreciate her thorough understanding of the state legislative and political process and its key players. Her attention to detail and commitment to doing it right the first time has built long-term friendships with many of the state's elected officials and their staff.

Estie joined Harris Frazier Government Relations in 1994, one of the state's oldest lobbying firms, and helped lead its consolidation into HB Strategies in 2025 as HB Strategies Tennessee. Her work has impacted issues as diverse as judicial selection, the Tennessee Lottery, special payments to hospitals, pay equity for those providing services to the intellectually disabled, and the needs of providers of behavioral health services.

Estie is a native Tennessean and actively involved in her middle Tennessee community. In 2024, her dedication and impact were recognized when she was named a Nashville Business Journal Women of Influence Top Executive honoree.

Estie earned a bachelor's in Agricultural Economics from Texas A&M University.

