



PINAL COUNTY
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RFP PC-121918
Federal Lobbyist
Offer and Acceptance
Best and Final Offer

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

OFFER AND ACCEPTANCE FORM

TO PINAL COUNTY:

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with all terms, conditions, specifications, and amendments in the Solicitation.

Steven W. Bloch

President/CEO

Authorized Signature

Title

Steven W. Bloch
Printed Name

3/11/13
Date

Capitol Strategies, LLC
Company Name

602-279-6200
Telephone

1702 East Highland Ave., Suite 204
Address

Phoenix, AZ, 85016
City, State, Zip

For clarification of this offer, contact:

Name: Steven W. Bloch

Phone: 602-279-6200; Fax: 602-279-2620

ACCEPTANCE OF OFFER
(For Pinal County Use Only)

The offer is hereby accepted and the Responder is now bound to sell or provide the materials, services, or construction as indicated by the Purchase Order or Notice of Award and based upon the solicitation, including all terms, conditions, specifications, amendments, etc. and the Offer as accepted by Pinal County.

The contract is for:

This contract shall henceforth be referenced to as Contract No. PC-121918. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this 10th day of April 2013.

Stephen Q. Miller
Name (Print)

Chairman
Title

[Signature]
Signature

Approved as to form:

[Signature]
Pinal County Attorney's Office



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OFFER AND ACCEPTANCE FORM – Page 2

By signing the previous page of the Offer and Acceptance Form, Responder certifies:

- A. The submission of the bid did not involve collusion or other anti-competitive practices.
- B. The Responder shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

Capitol Strategies, LLC
Firm

Authorized Signature

**CAPITOL STRATEGIES,
JTK CONSULTING AND
ALCALDE & FAY**

**REQUEST FOR PROPOSALS FOR FEDERAL LOBBYING
AND LEGISLATIVE CONSULTING SERVICES**

PINAL COUNTY, ARIZONA



RFP PC-121918

FEBRUARY 13, 2012



**CAPITOL
STRATEGIES**

Steven W. Bloch
Jim Kolbe/JTK Consulting, LLC
Capitol Strategies, LLC
1702 E. Highland Ave, Ste. 204
Phoenix, Arizona 85016
(602) 279-6200 (office)
steve@capitolstrat.com

ALCALDE & FAY

Charlotte Hrcir
Alcalde & Fay
2111 Wilson Boulevard, 8th Floor
Arlington, Virginia 22201
(703) 841-0626
Hrcir@alcalde-fay.com

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SAMPLE GRANT REPORT



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Addendum Acknowledgement Form

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Florence, AZ 85132

ADDENDUM ACKNOWLEDGEMENT FORM

Solicitation Addendums are posted on the Pinal County website at the following address:

<http://pinalcountyaz.gov/Departments/Finance/Pages/BidsProposals.aspx> . It is the responsibility of the Responder to periodically check this website for any Solicitation Addendum.

This page is used to acknowledge any and all addendums that might be issued. Any addendum issued within five days of the solicitation due date, will include a new due date to allow for addressing the addendum issues. Your signature indicates that you took the information provided in the addendums into consideration when providing your complete response.

Please sign and date:

ADDENDUM NO. 1 Acknowledgement N/A
Signature Date

ADDENDUM NO. 2 Acknowledgement N/A
Signature Date

ADDENDUM NO. 3 Acknowledgement N/A
Signature Date

If no addendums were issued, indicate below, sign the form and return with your response.

Capitol Strategies
 Firm
Steven Bloch
 Authorized Signature



P I N A L • C O U N T Y
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Responder's Checklist

Pinal County
 Finance Department
 31 N. Pinal St.
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 P.O. Box 1348
 Florence, AZ 85132

RESPONDERS CHECKLIST

	Yes/No
Did you sign your Offer sheet?	Yes
Did you acknowledge all addendums, if any?	Yes
Did you complete all required Response Forms?	Yes
Did you include your W-9 Form?	Yes
Did you include any necessary attachments?	Yes
Is the outside of your submittal marked with the Solicitation #, Due Date and Time?	Yes
Did you include one original and the required number of copies?	Yes
Did you follow the order for submissions of documents?	Yes
Did you include proof of insurance(s) if requested?	Yes



February 13, 2013

Elizabeth Zink
Pinal County Finance Department
31 N. Pinal St. Bldg. A
P.O. Box 1348
Florence, AZ 85132

Dear Ms. Zink:

Working together as a single integrated team, former Congressman Jim Kolbe (based in Washington, D.C.), Alcalde & Fay (based in Washington, D.C.), and Capitol Strategies (based in Arizona), are pleased to submit the following response to Pinal County's Solicitation Number RFP PC - 121918 for federal lobbying services.

We have assembled a highly effective and experienced team to provide comprehensive federal government advocacy and counsel for Pinal County, especially on transportation and water infrastructure projects, as well as air quality and other federal issues.

Though federal dollars for infrastructure are currently scarce, we believe that the 113th and 114th Congresses will present several opportunities for the County to achieve its federal infrastructure objectives. We anticipate, for example, that there will be a major effort to enact new transportation, infrastructure and water reauthorization bills in the next two Congresses. Indeed, as of this writing, committee staff is in the early stages of drafting such legislation.

We offer a unique, comprehensive and high performance approach to advocacy for the County in Washington, D.C. Our team consists of former Congressman Jim Kolbe, who served in Congress for 22 years and represented Pinal County during most of those years. Kolbe served on the powerful House Appropriations Committee for 20 years, and held the position of Subcommittee Chairman for a decade. Alcalde & Fay, founded 39 years ago, is the preeminent local government lobbying firm in the nation's capital, with 45 professionals serving 82 local government clients. Capitol Strategies is a leading Arizona-based federal government relations firm, with a focus on representing Arizona public entities, including Pinal County as part of a coalition advocating for a large regional infrastructure project. Capitol Strategies has experience serving as project manager on complex, high-profile projects and is skilled at integrating and coordinating all aspects of a federal program.

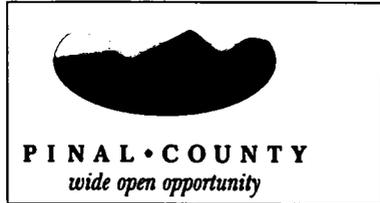
We thank you for the opportunity to propose federal government relations services and look forward to the possibility of working with Pinal County to achieve its objectives.

Sincerely,

Steven Bloch
President, Capitol Strategies

Jim Kolbe
President, JTK Consulting

Kevin Fay
President, Alcalde & Fay



**RFP PC-121918
Federal Lobbyist
Response Form 1**

Pinal County
Finance Department
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Responder Name: Capitol Strategies/JTK Consulting/Alcalde & Fay

Responders shall complete the following Response Form, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided.

Please note: Any exception and the total number of exceptions taken will negatively affect your evaluation score. Compliance to Terms & Conditions has been identified as an evaluation criteria for this Solicitation.

Any exception not contained within this section of the Solicitation will be deemed invalid and will not be considered.

Acceptability of Responses

Offers that do not include this completed Response Form or that do include an incomplete Response Form or that include a completed Response Form with unacceptable responses may cause the entire offer to be deemed unacceptable and therefore non-responsive.

1 Capacity of Responder

- 1.1 Responder shall provide the name of the Company or Lobbyist; location of its headquarters and major office closest to Florence, Arizona; how long the Company or Lobbyist has been in business; the name and contact information of the principal contact person; detailed description of experience in providing lobbyist services; and any other information that the Responder deems appropriate for this solicitation.**

Pinal County Team: Capitol Strategies/JTK Consulting/Alcalde & Fay

While each firm on our Pinal County Team is accomplished in its own right, we are proposing a comprehensive approach to services that synergistically and seamlessly blends our skills and experience into a single, integrated effort. Based upon our years of experience working together on behalf of public clients, we believe this approach will provide unmatched value and superior results for the County.

Our team is prepared to undertake the full range of government relations work on behalf of Pinal County to advance its federal agenda and provide the deliverables requested in the Scope of Services. Our advocacy efforts would include preparing your federal legislative agenda based on the County's objectives, creating and delivering advocacy materials/packages to legislators and staff, monitoring developments to identify threats and opportunities, and working throughout the year with all partners necessary to assure success and communicate regularly with the County. We would be the County's eyes, ears and voice in Washington, DC, providing



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representation before Congress and the Executive Branch, guiding projects through the process, obtaining specific funding and advocating for the County on regulatory matters.

Capitol Strategies, headquartered in Phoenix, with affiliated offices in Tucson, has been in business for nearly seven years. Its principal, Steven Bloch, has been involved in lobbying or related positions for 24 years, and will serve as the principal contact person for Pinal County's federal lobbying efforts. The contact information for Steven Bloch, as the primary contact for the Pinal County team, is as follows:

Steven Bloch, President,
Capitol Strategies;
1702 East Highland Ave., Suite 204, Phoenix, AZ 85016;
602-279-6200 (o); 480-518-6363;
steve@capitolstrat.com

JTK Consulting, located in Washington D.C. and in Tucson, Arizona, was formed in December, 2012, by former Congressman Jim Kolbe, who represented southern Arizona and Pinal County for much of his 22 years in Congress.

Alcalde & Fay, a government relations firm based in the Washington, D.C. metro area, has been in business for 39 years, and has 45 professionals on staff serving public and private clients around the country.

Capitol Strategies

Capitol Strategies was created to provide strategic consulting services to help clients achieve their federal government relations objectives in the complex, dynamic public affairs landscape. The firm specializes in strategic, broad-based, federal lobbying services, integrating all relevant communications disciplines into comprehensive client solutions, and providing the same high-level strategic counsel and focused attention suited to serving as project manager and point of contact for Pinal County on this federal lobbying contract.



Steven W. Bloch, the firm's president, has more than 20 years of corporate, government and consulting experience. He has served in senior staff positions in the Arizona state legislature, as legal counsel, legislative director and chief of staff in the U.S. Congress to Members from Arizona Congressional Delegation, and as director of government relations and vice president of communications for Honeywell Aerospace, one of Arizona's largest private employers. Steve was also managing director of strategic communications in Arizona's largest public affairs firm.

Capitol Strategies has extensive experience representing Arizona public clients. The firm, for example, has represented the Arizona Department of Transportation for nearly 9 years, including serving as the lobbyist for the Interstate 11 project. We were pleased that



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the recently passed transportation reauthorization bill included the designation we requested for Interstate 11.

Capitol Strategies is also experienced at working with local and regional stakeholders to build the grassroots support necessary for success on large-scale federal projects. Capitol Strategies has had the privilege of working with Pinal County for more than two years on the Lower Santa Cruz River Watershed Project. With the County's help, we created an entirely new non-profit corporation (with Steven Bloch serving as its President/CEO), called the Lower Santa Cruz River Alliance, to promote a comprehensive regional solution to the recurring flooding along the County's section of the 8,600 mile watershed.

From its founding in 2010, the Alliance has grown to 22 dues paying member organizations representing thousands of stakeholders, including tribes, cities, and private companies. Since its founding, the Alliance has enjoyed a number of accomplishments, including a unanimous vote in the state legislature on a Concurrent Memorial in support of the project, strong bipartisan support from members of the Arizona Congressional Delegation and a Proclamation of support from Governor Brewer. The Governor signed the Proclamation in a February 9th, 2012 ceremony and lunch hosted by the Alliance in Casa Grande. The United States Army of Corps of Engineers has now made this project one of its top priorities in the region and provided first phase funding for an economic impact study of the region, expected to be completed in 2013.

JTK Consulting

Jim Kolbe brings a wealth of knowledge and experience to the field of strategic consulting. Serving six years in the Arizona State Senate and 22 years in the United States Congress, he has been both broadly and intimately involved in a range of Arizona issues—water, land and mineral resources, border issues, trade, Mexico relations—to name but a few. For most of his tenure in Washington, Jim Kolbe represented a major part of Pinal County and gained a broad understanding of the challenges and opportunities facing the County.



His background at the federal and international level is also extensive. He served for 20 years on the House Appropriations Committee, gaining deep insights into how the government's budget is allocated and through the oversight process digging just as deeply into how taxpayer funds were spent. He served as chairman of the Treasury and Postal Service Appropriations Subcommittee for four years, and for six years as chairman of the Foreign Operations Appropriations

Subcommittee. He chaired the U.S.-Mexico Inter-Parliamentary meeting for ten years, was intimately involved in the strategy for enacting passage of the North American Free Trade Agreement (NAFTA), proposed legislation for a sweeping and bi-partisan reform of the nation's Social Security system, as well as introducing the first comprehensive immigration reform legislation.



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Since leaving Congress Jim Kolbe has served as a Senior Transatlantic Fellow for the German Marshall Fund of the United States, heading up two task forces on United States development programs and another looking at the prospects for a United States trade agreement with the European Union. He also serves on the US Trade Representative's Advisory Committee on Trade Policy and Negotiations, the Secretary of State's prestigious Foreign Policy Review Board and on the board of the Inter-American Dialogue. In Arizona, he continues to serve on the board of the Critical Path Institute, the Southern Arizona Community Food Bank, and recently was named by Governor Brewer as co-chair of the Transportation and Trade Corridor Alliance.

In consulting, Jim Kolbe follows the same philosophy he did in the Congress—a broad based, inclusive approach that brings all parties into the picture, and reaches out to find solutions that can work practically and politically. He believes it is important to see both challenges and opportunities, to identify issues before they become major problems, and latch on to potential opportunities before others seize them. He follows the practice he adhered to in Congress of reaching out to others—friends and potential adversaries, to find ways to accommodate all parties and achieve a solution in the least amount of time without losing sight of the basic objectives. To achieve this, he maintains a wide range of contacts in Congress and in the Washington lobbying and business community, as well as with think tanks and other NGO organizations

Alcalde & Fay

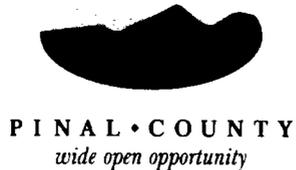
Founded in 1973 by Hector Alcalde, the government and public affairs corporation of Alcalde & Fay has built a distinguished reputation for successful representation on behalf of numerous public bodies and corporations.

Currently, our firm provides services to more than 110 clients, 82 of which are public sector clients. Alcalde & Fay has provided federal lobbying services to approximately 40 counties, including some of the most populous counties in the country such as

Fairfax County, VA, and Miami-Dade County, FL, suburban counties such as Contra Costa County, CA and counties with an extensive rural component like Fresno County, CA. Furthermore, in the area of transportation our clients have included transportation and transit authorities, counties and cities, councils of government, airport and seaport authorities, and private sector clients with a wide spectrum of transportation needs and interests.



The firm counts 45 partners and professionals on its staff including a former Member of Congress, senior staff from Capitol Hill and the Executive Branch, and presidential appointees, all of whom reflect a rich diversity in both background and expertise. Other partners and associates have backgrounds in public relations, journalism, marketing and law.



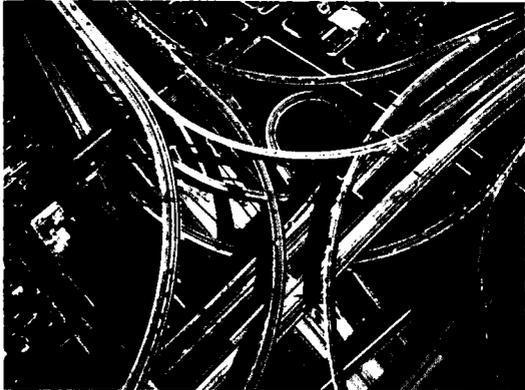
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Our offices are located in Arlington, Virginia, a short distance from Capitol Hill and the various federal agencies with jurisdiction over issues of concern to Pinal County.

Transportation Policy Expertise



We have a reputation for providing superior service to our clients, as illustrated by the fact that we have continuously represented the Tampa Port Authority since the firm's inception. We believe such tenure not only reflects Alcalde & Fay's commitment to service, but our proven record of success for our clients.

We have been deeply immersed in federal transportation issues since the firm's inception. Most of our public clients have significant federal transportation objectives (roads, interchanges, bridges, transit), and we also represent several major transportation modes before Congress and the Executive Branch – including port authorities, airport authorities, and transit authorities, as well as private sector transportation clients, like the cruise industry.

Selected examples of projects for which we assisted our clients obtain funding include:

Highways/Bridges

- \$14 million for construction of a new Highway, Contra Costa County, CA;
- \$103 million for bridge construction, Dallas, TX;
- \$4.3 million for improvements to County roads, Fresno County, CA;
- \$167 million for seismic retrofit of Golden Gate Bridge, GGBHTD, CA;
- \$56.5 million to widen and improve I-4, Hillsborough County, FL;
- \$3.3 million for Friant Road, Fresno County, CA;
- \$5.7 million for an HOV gap closure project, Marin County, CA;
- \$27 million for highway widening, Marin County, CA;
- \$5.6 million to construct highway bypass, Mendocino County, CA;
- \$37.85 million to widen Highway 101, Sonoma County, CA;
- \$1.44 million over two years for movable median barriers on Bridge on the Golden Gate Bridge, CA;
- \$11.4 million for the I-95/Yamato & Glades Road Interchange and \$1.6 million for an Automated Traffic Management System, Boca Raton, FL; and
- \$8.25 million to construct the US98/Thomas Drive Interchange, Bay County, FL.



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Transit

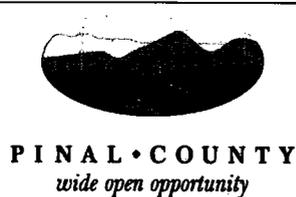
- \$12 million interest free federal loan to purchase additional freight rail right of way for public transit purposes and changed program criteria to make this project eligible for Marin County, CA;
- \$1.218 million for purchase of CNG transit buses for Sonoma County, CA;
- \$2.33 million for EIS and Preliminary Engineering of a new rail start for the Sonoma-Marine Area Rail Transit;
- \$200,000 for para-transit for the handicapped for the City of Virginia Beach, VA;
- \$1.425 million for commuter bus stations for Seminole County, FL;
- \$1.288 million for the Central Transit Greenway System for the City of Plantation FL;
- \$313,500 for Transit Program for the City of Rio Rancho, NM; and
- \$750,000 for the East-West Bus Connector for the City of Homestead, FL.

Our depth of expertise in the transportation field is best demonstrated by these and other clients' accomplishments in transportation authorization legislation such as Moving Ahead for Progress in the 21st Century (MAP-21), the Safe, Accountable, Flexible, Efficient Transportation Equity Act: A Legacy for Users (SAFETEA-LU), and the annual Transportation, Housing & Urban Development, and Related Agencies (THUD) Appropriations Bill. Alcalde & Fay's clients who sought funding in SAFETEA-LU received a total of \$358 million for a variety of highway/transportation-related projects, and the firm was actively involved with the efforts to pass MAP-21, and was successful in securing a number of policy amendments designed to benefit clients. We were pleased that policies we supported such as continued funding for Congestion Mitigation and Air Quality (CMAQ) and off-system bridges as well as maintaining the existing thresholds for Metropolitan Planning Organizations, and implementing environmental streamlining and a national freight policy program were included in the bill as enacted.



Furthermore, to adapt to changing political circumstances, we have developed innovative and effective funding strategies for clients that have transportation needs to meet the demands of major development projects. Alcalde & Fay has decades of experience navigating the appropriations and authorizing processes on Capitol Hill and working with the Federal Highway Administration and Federal Transit Administration to assist our transportation clients in obtaining directed funding for public projects. This depth of expertise is a great benefit to our clients, particularly

since it has allowed Alcalde & Fay to develop strong working relationships across a diverse



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range of Congressional committees and Federal agencies. This breadth also allows for an exploration of funding opportunities outside the funding streams that might be routine for Pinal County.

Given the current climate in Washington and the moratorium in the House and Senate on the use of congressionally directed spending (earmarks), the need to be creative in identifying sources of funding and strategically positioning public body priorities is more important than ever. We are well positioned to do this for Pinal County by:

- Identifying, pursuing and/or protecting federal program funding that is important to Pinal County in annual appropriations legislation;
- Arranging meetings with representatives of federal agencies to defend or advocate on behalf of client priorities and for retention or inclusion in the President's Budget and other federal funding decisions;
- Seeking potential programmatic authorizations in relevant legislation; and
- Working with Pinal County to submit successful federal grant applications.

The firm offers comprehensive grant services, assisting clients in the preparation, review, and generation of support for competitive grant applications. Alcalde & Fay provides its clients with a number of grant services in the surface transportation field including reviewing discretionary grant applications. Recent client successes include:

- \$1.46 million - Assisted with successful DOT grant application for funding of a ferry fuel system. Golden Gate Bridge, CA;
- \$782,640 - Assisted with identification of local project, DOT grant program, and preparation of application for funding of a pedestrian/bicycle bridge critical to development of transit-oriented development, San Marcos, CA; and
- \$602,354 - Assisted with the identification of the grant program and eligible applicant for road entrance improvements for Hillsborough Community College, FL.

We also have years of experience working with Representatives, Senators and the House and Senate Appropriations Committees on policy amendments that may benefit our clients, preserve programs that are important to them, and have worked to set aside funding for competitive grant programs. As a result of the firm's long experience in Washington, D.C. and our extensive network on Capitol Hill, Alcalde & Fay provides value added even during a tough budgetary climate because the firm has the policy experience and creativity to continue to assist our clients even in the absence of congressionally directed spending.

Water Resource Policy Experience

Alcalde & Fay has been at the forefront of major water policy developments during the last two decades, and has had numerous successes in the past three reauthorizations of the Water Resources Development Act (WRDA) from issues including water reuse, beach restoration, and water quality.





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Building upon its established working relationships with the federal government and its deep knowledge of the policy process, the firm has developed a strong record of success and can leverage the experience gained from those successes for Pinal County's priorities.

Many of the firm's county and city clients have had critical water resource issues on their agenda, and we have assisted them in securing funds for: environmental restoration, watershed projects, water quality, beach restoration and re-nourishment, and water recycling initiatives, among others. This work has required developing extensive experience navigating the processes of the U.S Army Corp of Engineers, the Department of the Interior, and its Bureau of Reclamation and the EPA to help our clients advance their projects and receive essential federal support for their initiatives.

The following is a breakdown of selected successes on behalf of public clients in different areas of water infrastructure funding to demonstrate the firm's successes across a whole range of water projects.

Environmental/Watershed Restoration

- \$4.678 million for Lynnhaven Watershed Restoration in the City of Virginia Beach, VA;
- \$63.1 million for study and construction of ecosystem restoration of wetlands, including new start funding in Marin County, CA;
- \$9.1 million to study four ecosystem restoration projects on behalf of Sonoma County Water Authority; and
- \$250,000 for a marsh restoration project in Lake County, CA, and a Congressional directive to fund County's drinking water study.

Water Reuse/Recycling

- \$500,000 for Bureau of Reclamation project to reuse recycled water on behalf of Sonoma County Water Authority;
- \$6.5 million authorization for critical water infrastructure and supply enhancement in Hillsborough County, FL;
- \$4 million for water and wastewater infrastructure improvements in Miami-Dade, FL;
- \$1 million for preliminary work on proposed water reuse facility for Miami-Dade County Water and Sewer Department, Florida; and
- Secured authorization language for aquifer storage and recovery infrastructure for Tampa, FL.

Water Quality

- \$1.39 million for a Reverse Osmosis Water treatment facility and \$6.3 million for beach re-nourishment in the City of Boca Raton, FL;
- \$500,000 for water treatment plant enhancements in the Town of Jupiter, FL;
- \$29.817 million for water quality improvement program in Key West, FL;
- \$639,000 for Biscayne Bay Water Quality Assessment Model in Miami-Dade County, FL; and



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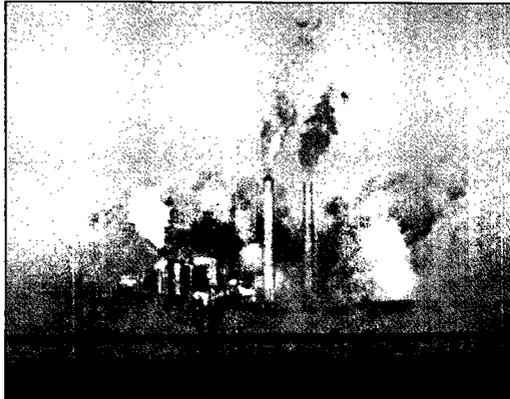
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- \$400,000 for drinking water infrastructure improvements associated with the Electric Reliability Project on behalf of Fairfax County Water Authority, VA.

Environmental Policy Expertise



For more than two decades, Alcalde & Fay has experience representing clients before the federal government and internationally on their environmental issues. Kevin Fay, President of Alcalde & Fay, is an internationally recognized specialist on environmental and energy issues. Mr. Fay enjoys long-standing working relationships with officials at all levels of Environmental Protection Agency (EPA) and Council on Environmental Quality (CEQ), and with majority and minority leadership in the House Energy & Commerce Committee and Senate Environment & Public Works Committee. We have worked closely with our numerous public body clients to identify

funding opportunities through the Energy & Water appropriations bill, the Interior-Environment Appropriations bill, as well as grant opportunities through the Environmental Protection Agency and the Department of Energy to secure funding for energy, environment and natural resources initiatives. As a testament to our expertise in this arena, we have included a list of some of our successes on behalf of these public bodies in environmental and energy related funding issues:

- \$350,000 for green building retrofitting for the City of Hopewell, VA.
- \$500,000 for city hall Leadership in Energy and Environmental Design (LEED) certification.
- \$500,000 for a CNG fueling facility upgrade.
- \$500,000 for a landfill gas conversion facility.
- \$1.218 million for purchase of CNG transit buses, Sonoma County, CA.
- \$951,000 for Bio-diesel Cellulosic Ethanol Research Facility, Hendry County, FL.
- \$951,000 for Green Initiative project, Miami, FL.

- 1.2 Responder shall describe the nature and outcome of projects previously conducted by the lobbyist that are related to the work described within this solicitation. These descriptions should include a client contact name, address, phone number, a description of the type of work performed, approximate date on which the work was completed, and the professional staff who participated.

While descriptions of all related projects worked on by our team would number in the many hundreds, we would offer the following representative projects for your consideration.

Lower Santa Cruz River Alliance: Capitol Strategies and its president, Steven Bloch, created an entirely new 501 (c)(6) non-profit corporation (with Steven Bloch serving as its



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President/CEO), called the Lower Santa Cruz River Alliance, to secure funding for a comprehensive regional solution to the flooding along the 8,600 mile watershed running through Pinal County.

Capitol Strategies developed the concept, drafted the Articles of Incorporation and Bi-laws, secured the necessary government approvals and produced all relevant communications, organizational materials, and lobbying materials. In less than three years, the Alliance has grown to represent a diverse group of 22 member organizations, representing thousands of stakeholders throughout the region.



On behalf of the Alliance, Capitol Strategies drafted and lobbied for a state Concurrent Memorial in support of the project. The bill was adopted with a unanimous vote in both the House and Senate. Capitol Strategies also received Governor Brewer's support through a Proclamation in 2012. Members of the Arizona Congressional Delegation have agreed to provide strong support, as well. We have worked with the U.S Army Corps of Engineers to identify funding streams for the project. We are pleased that the Corps has now made this project one of its top priorities, awarding \$150,000 to fund a regional economic impact study due out in 2013.

Contact: Mark Killian, Chairman of the Board,
4445 E Holmes Avenue, # 102, Mesa, AZ 85206;
(480) 250-8410.

Interstate 11: One of the State's top priorities is to study and, if warranted, build an Interstate highway, initially from the Phoenix metropolitan area to Las Vegas. Phoenix and Las Vegas are the two largest cities in the U.S. without an interstate connection. A critical first step in this process was to obtain formal designation for the project. We successfully advocated for inclusion of the Interstate 11 designation in the recently passed transportation reauthorization bill. This advocacy effort was led by the integrated team of Alcalde & Fay and Capitol Strategies, with Josh Gaboton of Alcalde & Fay leading our Washington campaign and Steven Bloch heading our Arizona effort. We helped organize support and created and presented communications materials, including a joint Nevada-Arizona delegation letter that was signed by every House member from those two states.

Contact: Will Barnow, Arizona Department of Transportation (recently moved to Department of Corrections)
1601 West Jefferson, MC 445, Phoenix, AZ 85007;
(602) 542-3568.

Congressman Kolbe's Experience: While a member of Congress, Jim Kolbe was responsible for drafting and securing passage of a host of Arizona-focused legislation, including the San Pedro National Conservation District and the Gila Box National Conservation District, which



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then represented two of the existing three such districts in the entire United States. This model provided a blend of conservation and both recreational and commercial uses that brought together very disparate elements.

Congressman Kolbe introduced a resolution in Congress calling for the creation of a US-Mexico Free Trade Agreement two years before the two countries announced plans for such a negotiation and subsequently was a key player in the drafting and passage of the NAFTA, working with both House and Senate leadership and the Clinton administration.

In 2005, together with then-Congressmen Flake, he drafted the first comprehensive immigration legislation, which subsequently became the foundation of the legislation considered two years later in the Senate and today is taking shape as a bi-partisan and comprehensive approach to immigration reform.

Over the years, Congressman Kolbe was instrumental in helping steer significant transportation, research and military funding to such entities as Pima County, the University of Arizona and Ft. Huachuca and Davis-Monthan AFB.

Golden Gate Bridge, Highway and Transportation District, California: For 18 years Alcalde & Fay has been privileged to represent the Golden Gate Bridge, Highway and Transportation District, stewards of one of the United States' most recognizable landmarks. During those 18 years, Alcalde & Fay has worked with the California congressional delegation and agencies of jurisdiction including the Department of Transportation to make an important contribution to the future of the Golden Gate Bridge.



Led by Alcalde & Fay partner and former House Transportation & Infrastructure Committee Staff Director Paul Schlesinger, and supported by proposed team member Charlotte Hrcir for a number of years, Alcalde & Fay's track record of success on behalf of the Golden Gate Bridge is substantial, and has included a number of critical safety improvements such as a seismic retrofit and a moveable median barrier. The firm has also helped identify creative funding

solutions for the Bridge's ongoing needs in a challenging budgetary environment, and helped enhance the Golden Gate Bridge's ferry terminal through a \$1.46 million grant from the Department of Transportation.

Alcalde & Fay's success on behalf of the Golden Gate Bridge has included:



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- Helping to secure policy revision to permit nonfederal monies spent on seismic retrofit of bridge work to count toward local share of any federal funds utilized in future. This provision was critically needed to allow retrofit work to commence.
- \$169.058 million through legislative earmarks and the Secretary's discretionary program for seismic retrofit of Golden Gate Bridge.
- Helping to secure legislation making maintenance of ferry channel a federal responsibility.
- \$3.34 million in unbudgeted funding for the Army Corps of Engineers to dredge a ferry channel.
- \$500,000 for the Golden Gate Bridge Ferry Berth Facility.
- \$1.44 million over two years for movable median barriers on Bridge.
- \$475,000 for parking improvements at ferry terminal facility.

Contact: Denis Mulligan
General Manager
Box 9000 Presidio Station
SF, CA 94129
(415) 923-2212
dmulligan@goldengate.org

Fresno County California Transportation: Alcalde & Fay has served Fresno County in Washington since 2003. During that period Charlotte Hrcir worked successfully with the Board of Supervisors and the County delegation on issues ranging from funding for Federal Prison construction, State Criminal Alien Assistance, employment training assistance, public safety communications interoperability and transportation, to name a few.

Fresno County with 3,600 miles of roads and 547 bridges has the largest county road system in California. We have worked with them to authorize funding for rural county roads in SAFETEA-LU (\$4.3 million), to fund the expansion of Friant Road in SAFETEA-LU and yearly appropriations (\$3.3 million), and to improve HWY 180 (\$900,000). Our efforts on their behalf included review and editing of project descriptions for the delegation as well as coordinating meetings with the delegation Members, staff and committee staff. In addition, we have worked with San Joaquin Valley planning agencies on such transportation issues of interest to the County such as continuation of the Congestion Mitigation and Air Quality program and off-system bridge funding in MAP-21.



Contact: Jeannie Z. Figueroa
Deputy County Administrative Officer
Fresno County Administrative Office
2281 Tulare Street, Fresno, CA 93721-2198
(559) 600-1225
JFigueroa@co.fresno.ca.us



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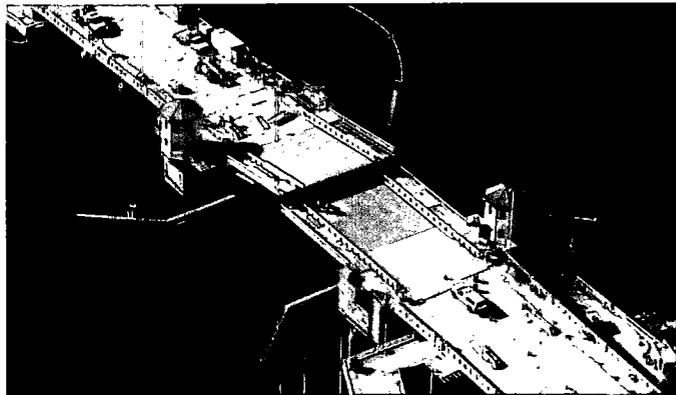
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Buy America Waivers, Hillsborough County, FL: On behalf of Hillsborough County, whose client team includes proposed team member Charlotte Hrcir, we were actively involved in working with the Federal Highway Administration (FHWA) to secure two "Buy America" waiver requests necessary to permit use of non-domestic machinery to begin rehabilitation work on two bridges built in 1929, the Platt Street and Columbus Drive bridges. In this instance, our goal was to expedite the waiver requests for two County bridges built over navigable waterways, resulting in constrained downtown roadway congestion. The FHWA waiver was necessary to begin work on a larger county-wide Road-Bridge Improvement Program. Hillsborough County and the State of Florida had filed a waiver request with FHWA, however, approval of all such waivers were "frozen" by the Administration.

In early 2010, we contacted FHWA, were informed that FHWA had not issued a waiver since 2009 and, currently, were not permitted to do so. We worked in conjunction with Hillsborough County and key members of the Florida congressional delegation, to implement a strategy, and were able to determine that only eleven FHWA Buy America waivers located in six states were under consideration. Although members of the Florida, and Hillsborough County congressional delegations had written letters of support to FHWA, no action was taken on the pending request for an extended period of time. In June 2010, with a construction deadline pending, Alcalde & Fay's Hillsborough County team leader contacted key members of the House Transportation and Infrastructure Committee and requested assistance on expediting DOT's consideration of the County's "Buy America" waiver requests.



As a result of these efforts, the administrative log-jam at FHWA on these pending waiver requests was lifted, and the County was granted its two waivers, allowing them to begin work on these important infrastructure improvement projects.

Contact: Brandon Wagner
Intergovernmental Relations Manager
County Center, 24th Floor
601 E. Kennedy Blvd.
Tampa, FL 33602
(813) 276-2640
wagnerb@hillsboroughcounty.org

Our long track record of success for our clients and constituents insures that you have three firms working as one with the experience, knowledge and relationships to achieve your objectives.



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- 1.3 Responder shall provide names and points of contact of key committee members or staff you have previously dealt with that have significant influence over transportation and infrastructure. These may include but are in no way limited to: Appropriations Committees or Sub-Committees of the U.S. Senate or House of Representatives Transportation and Infrastructure Committees, Federal Agencies or Sub-Committees of the House of Representatives, or on the U.S. Senate side the Commerce, Science and Transportation Committee, and/or the Environment and Public Works Committee and their various sub-committees.**



The Capitol Strategies/JTK Consulting/Alcalde & Fay team has significant experience working with all members of the Arizona congressional delegation on behalf of public clients. On behalf of Pinal County, the focus of our legislative program will be working with the Arizona Congressional Delegation's members and staff, especially Congresswomen Ann Kirkpatrick (D-1st) and Congressman Paul Gosar (R-4th), the two primary members representing Pinal County. Congresswomen Kirkpatrick is also a member of the House Transportation and Infrastructure Committee and its Subcommittees on

Highways and Transit, Water Resources and Environment, and Economic Development, Public Buildings and Emergency Management. Congressman Gosar serves on the Natural Resources Committee and the Committee on Oversight and Government Reform.

In addition, Congressman Ed Pastor (D-7th) and his staff serve a key role in the delegation as the only member from Arizona on the Appropriations Committee, the leading Democrat on the Transportation, Housing and Urban Development Subcommittee and senior member of the Energy and Water Subcommittee.

In Jim Kolbe's case, much of his work has been at the member-to-member during his service in Congress, especially in his capacity as dean of the House Arizona Delegation and as an Appropriations Subcommittee Chairman.

At the delegation staff level on transportation and infrastructure issues, the team has begun working with Congresswomen Kirkpatrick's new Chief of Staff, Carmen Galuf, and regularly works with Richard Patrick, Congressman Pastor's senior aid and appropriations committee staff member; Tom Van Flein, Congressman Gosar's Chief of Staff; Steve Voeller, Senator Flake's Chief of Staff, and Rebecca Tallent, Senator McCain's Chief of Staff, among others.

Beyond the Arizona delegation, it is also important for your Washington representative to have solid working relationships with key chairmen, ranking members, party leadership, and senior staff in both political parties, especially House Transportation & Infrastructure (T&I) Chairman Bill Shuster (R-PA), with whom Alcalde & Fay has a longstanding working relationship, extending as far back as Congressman Shuster's father, Representative Bud Shuster (R-PA).



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Alcalde & Fay has strong relationships with other T&I Committee leaders and ranking members, such as Ranking Member Nick Rahall (D-WV), Vice Chairman Jim Duncan (R-TN), Highways and Transit Subcommittee Chairman Thomas Petri (R-WI), Railroads, Pipelines and Hazardous Materials Subcommittee Chairman Jeff Denham (R-CA), and Ranking Member Corrine Brown along with Committee Members John Mica and such key staff as Jim Tymon, Dan Veoni and Jim Kolb. In addition, we have worked with Senate Environment & Public Works Committee Chairwoman Barbara Boxer (D-CA) and the Committee's Staff Director Bettina Poirer, as well as Senate Commerce, Science & Transportation Chairman Jay Rockefeller (D-WV).



Furthermore, the team has long-standing relationships with leadership at the U.S. Department of Transportation (DOT), including at the Federal Highway Administration (FHWA), Federal Transit Administration (FTA), and the Surface Transportation Board. In addition, we have extensive contacts and significant experience in dealing with other agencies in the Administration, including the Departments of Agriculture, Energy, Interior, Labor, Homeland Security (Federal Emergency Management Agency - FEMA and Transportation Security Administration - TSA), Commerce, Justice, Housing and Urban Development; the Environmental Protection Agency (EPA); and the Economic Development Agency (EDA).

1.4 Responder shall list the qualifications, experience and a resume for each professional who will assist in providing services or be a member of the project team.

Steven Bloch, Capitol Strategies



Steve is the founder and president of Capitol Strategies, LLC. He has more than 20 years of corporate, government and consulting experience, including serving in senior staff positions in the state legislature, as legal counsel, legislative director and chief of staff in the U.S. Congress, and vice president of communications for Honeywell Aerospace, one of Arizona's largest employers. Since 2003, Steve has used his integrated, customer-centered approach to help clients achieve their objectives, first as managing director of strategic communications for Arizona's largest public affairs firm, and then with the launch of the firm in 2006.

Steve has a bachelors' degree from Arizona State University, juris doctor degree from the University of San Diego, School of Law, graduate certificate from the Advanced Congressional Legislative Institute in Washington, D.C. and a Six Sigma certificate from Raytheon. He is an active member of the Washington, D.C., Bar. Steve has served on the Boards and



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Committees of a host of business associations, Political Action Committees and trade organizations in Arizona and other states.

Jim Kolbe, JTK Consulting



Jim Kolbe brings a wealth of knowledge and experience to the field of strategic consulting. Serving for 22 years in the United States Congress, he was involved in a range of Arizona issues, including water, land and mineral resources, border issues, trade, and Mexico relations. He served for 20 years on the Appropriations committee, including as Chairman of two Appropriation Subcommittees. He chaired the U.S.-Mexico Inter-Parliamentary meeting for ten years, was involved in the strategy for enacting passage of the North American Free Trade Agreement (NAFTA), proposed legislation for a sweeping and bi-partisan reform of the nation's Social Security system, as well as introducing the first comprehensive immigration reform legislation.

Since leaving Congress Jim Kolbe has served as a Senior Transatlantic Fellow for the German Marshall Fund of the United States and Senior Advisor to McLarty Associates, a strategic consulting firm. He also serves on the US Trade Representative's Advisory Committee on Trade Policy and Negotiations, the Secretary of State's prestigious Foreign Policy Review Board and on the board of the Inter-American Dialogue.

In Arizona, he continues to serve on the board of the Critical Path Institute, the Southern Arizona Community Food Bank, and was appointed by Governor Brewer to co-chair the Transportation and Trade Corridor Alliance with ADOT Director, John Halikowski.

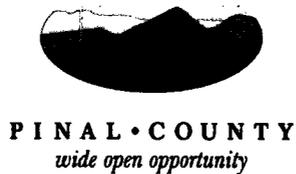
Nancy Gibson Prowitt, Alcalde & Fay



Nancy Gibson Prowitt, Managing Partner, has earned a reputation for being one of Washington's top-tier government relations experts. At Alcalde & Fay, she has worked in some capacity on a number of different types of clients, both public and private, in her more than two decades with the firm. She has been the Managing Partner since 1994.

Before joining Alcalde & Fay, Ms. Prowitt served as a legislative assistant to a senior member of the House Appropriations Committee from Virginia both as a personal office staffer, and then as an Appropriations staffer. She also served as Regional Communications Manager for the U.S. Chamber of Commerce based in the Chicago suburbs.

Ms. Prowitt's in-depth knowledge of the Congressional process, combined with her nationwide contacts at both the regional and local levels, gives her a unique perspective in the formulation, communication and implementation of legislative strategies and initiatives. Her appropriations background as a staffer on the Hill has helped ensure positive results for clients seeking federal funding.



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Ms. Prowitt also has an extensive background in "grass roots" communications campaigns after having managed many campaigns for coalition and corporate clients at the firm. She headed up the firm's effort on behalf of the Keep America Moving Coalition (made up of the American Automobile Manufacturers Association, American Petroleum Institute, Highway Users Federation, and the American Trucking Associations) to secure passage of the National Highway System. At the firm, she also served as the Executive Director of the Alliance for Clean Energy (ACE), a coalition of low sulfur coal producing and transporting companies formed to represent the industry's position on acid rain control legislation for seven years. In this capacity, Ms. Prowitt designed and executed grassroots public education and information campaigns in 45 states. As a result of experience gained through numerous public appearances, and her personal contacts with print, radio and television media, Ms. Prowitt has also been called upon to act as media spokesperson from time to time for Alcalde & Fay clients.

A native of Chicago, Ms. Prowitt holds a B.A. degree from DePauw University in Indiana. She has served on the board of directors of the Congressional Award Foundation, and of the Arlington Women's Civic Alliance.

Charlotte Hrcir, Alcalde & Fay

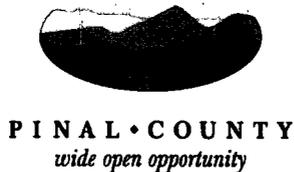


Charlotte Hrcir, Senior Associate, is an expert in transportation and intergovernmental affairs with over twenty-five years of experience in government and government relations. Since joining Alcalde & Fay in 2003, she has worked on behalf of many clients and manages our efforts for Fresno County, the Tulare County Association of Governments and New Mexico Tech.

Prior to joining Alcalde & Fay, Ms. Hrcir handled congressional and intergovernmental relations for the Washington Metropolitan Area Transit Authority (WMATA). Previously, she was a political appointee at the Department of Transportation (DOT) where she served as a Director of Intergovernmental Affairs at NHTSA. Included among her responsibilities at DOT were working on the Transportation Equity Act for the Twenty-first Century (TEA-21) and the Transportation Recall, Enhancement, Accountability and Documentation (TREAD) Act.

Her government service also includes a stint as Director of Congressional and Public Affairs at the National Indian Gaming Commission and Deputy Associate Administrator of Congressional and Intergovernmental Affairs at the General Services Administration.

Prior to her work in the executive branch, she served on Capitol Hill in the office of Congressman Martin Frost (D-TX). Before relocating to Washington, Ms. Hrcir spent a number of years working on cable television issues with cities and counties throughout the United States including Southern California. A graduate of the University of Texas at Austin, Ms. Hrcir holds a Master of Arts in International Affairs from George Washington University in Washington, DC. A longtime Smithsonian volunteer, Ms. Hrcir serves on the institution's Volunteer Advisory Council.



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Alexander Perry, Alcalde & Fay



Alexander Perry, Associate, works on behalf of Alcalde & Fay's corporate and public clients in the areas of energy and the environment in both the domestic and international arenas. In this capacity, he provides strategic advice and counsel in areas such as climate change, clean energy, and water issues. On behalf of the firm's public clients he also works as a member of Alcalde & Fay's Grant Writing Team, specializing in environmental grants.

Prior to joining Alcalde & Fay, Mr. Perry academically pursued the nexus between domestic politics and climate change as part of his studies in American Government at Georgetown University. He also interned in the office of a North Carolina Congressman, providing administrative and legislative support while pursuing his studies.

Mr. Perry holds a M.A. in American Government from Georgetown University and a B.A. in Politics and International Studies from the University of Warwick in the United Kingdom, where he is a citizen.

Proposed Team Management Structure

Steven Bloch would serve as the overall project manager, while Jim Kolbe would lead development of legislative strategy and member-to-member relations, and Charlotte Hrcir would serve as Washington team leader.

Steven would be the County's main contact, monitoring and reporting progress, creating a plan of action to implement key strategic goals and coordinating the services of Jim Kolbe and Alcalde & Fay to produce an integrated team approach to services. Jim will also provide strategic advice and counsel to the County and our team. Charlotte will coordinate Washington activities, and other professionals from Alcalde & Fay would be available as necessary.

2 Method of Approach

Responder shall describe in detail how they will provide services as requested in the Statement of Work of RFP PC-121918 Federal Lobbyist, including a description of their approach on current funding priorities as set for on page 12, section 2.1.2 of the Scope of Services general requirements and included herewith:

Current priorities include project specific funding for federal and state projects including freeway planning, construction of the Pinal County portion of State Route 802, other County specific transportation/highway projects, and to lobby for funds to address and mitigate federal requirements related to air quality (surfacing of dirt roads for PM-10/PM-2.5 non-attainment).



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The County shall annually develop a federal transportation agenda in consultation with the selected Lobbyist, who shall provide advocacy services regarding transportation related matters and as a liaison between the County and members of the United States Congress, the Federal Executive Offices, agencies and others as directed by Pinal County. The Lobbyist is also expected to assist Pinal County in identifying and documenting transportation related planning, programming and funding availability, as well as identifying and communicating with key legislative advocates for such funds.

Due to our firms' history of involvement with Arizona public entities in the areas of transportation, infrastructure and the environment, we are well-prepared to advocate for the issues identified in the Scope of Services. Our team is prepared to work with Pinal County officials and staff to assess, develop and implement legislative strategies to achieve the County's objectives on transportation, highway and infrastructure projects, including the County's portion of State Route 24, the Lower Santa Cruz River Watershed and other County priorities. We also have experience working successfully with the Environmental Protection Agency on air quality and related matters.

Upon commencement of our contract, the team would immediately begin working with the Pinal County to establish a federal legislative and advocacy agenda based on the County's priority objectives. This agenda would result from discussions with you in which we would gather specific information about your projects and policy objectives. As part of formulating this agenda, we would:

- Review the current status of various transportation, water, and environmental projects underway in Pinal County to assess current and future federal funding needs.
- Identify potential sources of federal funding, and assess the potential for other ways to leverage the policy process in advancement of Pinal County's priorities in these areas.
- Assess the policy outlook over the next year and identify areas of concern and priority for Pinal County, including but not limited to:
 - Opportunities and options for State Route 24 funding;
 - The potential impact of sequestration on funding for transportation and air quality initiatives;
 - A strategy to address Pinal County's concerns with EPA air quality regulations as they relate to PM-10/PM-2.5 non-attainment;
 - Transportation reauthorization discussions beyond MAP-21;
 - Furthering the existing work by Capitol Strategies on behalf of the Lower Santa Cruz River Alliance; and
 - Opportunities for passage of authorization legislation of importance to Pinal County.
- In close consultation with the County, develop an annual government relations plan, with objectives, actions and timing. Such a plan would include meetings with the delegation, and committee and agency officials and staff, as well as communications methods, which consider both the congressional calendar and political circumstances to ensure that advocacy resources are optimized.



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Over the next several months, the government will need to make decisions that have the potential to dramatically impact the fiscal course of the United States and significantly affect future federal and local government spending. As a result, the federal legislative and advocacy agenda will be continuously re-assessed to take into account changing political circumstances as the 113th Congress is organized and the President lays out the agenda for his second term.

During the 113th Congress, reauthorization legislation will be pursued in water resources and transportation and infrastructure. As of this writing, staff is in the beginning stages of drafting the water reauthorization bill, and a major push for its passage is expected this session. The recently enacted transportation reauthorization bill, MAP-21, expires September 30, 2014, so preparations will begin during this session to put together the provisions for the next reauthorization bill.

We have close working relationships with the key members and staff writing these two pieces of legislation. In consultation with the County, we would develop the strategy, materials and advocacy campaigns necessary to advance the County's priorities. Such a program may include coalition building and media efforts. We would execute the lobbying plan and monitor and report progress throughout the process.

The Lobbyist is expected to provide strategic advice, direction and recommendations, including preparation of briefing packages and information papers based on input from the County Manager or his designated representative. The Lobbyist shall develop and present legislative positions and political strategies on issues of significance to Pinal County and shall prepare, pursue, monitor, track and/or lobby for or against transportation related legislative proposals as directed by the County. This will include attending hearings, meetings and other gatherings where legislation or issues which may impact the County are to be developed, discussed or negotiated.

Our approach to working with representatives of Pinal County will be based on the three "C"s – collaboration, communication, and coordination. Development of an effective legislative agenda and supporting strategy is an iterative process – one that will require, at the front end and throughout the process, strong teamwork across organizations in order to clearly define priorities and gather the critical information required to create and implement an advocacy strategy.

To manage your federal agenda, our team will routinely be in weekly and often daily communication with you through phone calls, e-mails, conference calls or video conferences. To interface Pinal County representatives, we would recommend using a hub and spoke approach – where we have one primary client contact through whom we communicate issues, and who then brings in subject matter specialists from the various departments as needed. We would monitor relevant pieces of federal legislation, executive branch priorities, federal and agency rulemakings, congressional hearings and other federal issues impacting Pinal County and inform you of significant developments as they occur. This includes all the issues which Pinal County currently monitors, including transportation appropriations and surface transportation program reauthorization.



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One of the challenges facing the achievement of Pinal County's objectives, particularly as it relates to federal funding, is the current moratorium on earmarks and an austere budget and spending climate. To support client priorities in this challenging environment, our team has been particularly successful in utilizing creative avenues for realizing client priorities through policy amendments, which can be offered to a number of appropriations and authorizing bills. A few examples of this success during the past year include:

- We recently received funding from an agency on a large infrastructure project in Arizona through a discretionary program within the federal agency.
- Helped to secure authorizing language in MAP-21 that directs each State to consider certain criteria when allocating funds to highway projects. This criteria includes funding evacuation routes serving or adjacent to Armed Forces facilities.
- Worked with congressional offices in CA, FL, and VA to include the following language in the FY 2012 Energy & Water Development Appropriations which amends 33 U.S.C. 701(h) to allow non-federal contributed funds to be used for "any authorized water resources development study or project". This language benefits beach replenishment projects that use locally contributed funds.
- Worked with several members of Congress to maintain our clients' eligibility for Department of Homeland Security - Urban Area Security Initiative (UASI) funding, as well as raising their level of priority for specific funding allocations under UASI, which are used for infrastructure, equipment, and training in high-risk, high-density urban areas to prevent, protect against, respond to, and recover from acts of terrorism.
- Included language in supplemental appropriations legislation that exempted a city client's local project from historical preservation laws.
- On behalf of a toll bridge authority, expanded eligibility for federal highway funding as part of MAP-21.
- Provided relief and reimbursement of excess funds expended as a result of a provision in law that limited federal participation in a project on behalf of a county client.

Furthermore, we have been working with various executive agencies to ensure that programs of importance to our clients are included, retained, or modified as part of the President's Budget, or to advocate on behalf of certain clients as the Administration considers how to direct funding appropriated by Congress. Since Congress has elected not to direct funding to specific projects, the Administration is now in control of making many funding decisions, and working with the Administration therefore has taken on special importance on funding priorities.

There may also be opportunities for Pinal County to address other specific policies it wishes to have modified to assist completion of projects on such issues as tolling interoperability, funding for the Transportation Infrastructure Finance and Innovation Act (TIFIA) program, and funding of long term high priority projects.

Team members were involved in advocacy on behalf of the Transportation Infrastructure Finance and Innovation Act (TIFIA) program included in MAP 21. TIFIA, which provides Federal credit assistance in the form of direct loans, loan guarantees, and standby lines of credit to finance surface transportation projects of national and regional significance for projects that are eventually financed through public-private partnerships, has been boosted to \$750 million in FY



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2013 and \$1 billion in FY 2014 (up from \$120 million per year provided in SAFETEA-LU) in MAP-21. On behalf of Pinal County, the team would explore TIFIA as a potential source of funds for priority projects.

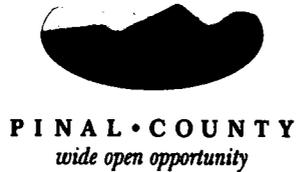
Furthermore, the team would continue working to fund the Secure Rural Schools program, from which Pinal County has received some funds and which can be used for road maintenance. Alcalde & Fay has been active on behalf of several of its clients to ensure the continuance of this program, which must be reauthorized during the 113th Congress for the funding to continue.

Assignments may also include performing research and providing information to the County on transportation related federal administrative policy, identifying federal funding or grant opportunities for County transportation programs, preparing and/or reviewing reports and information on Congressional hearings as well as giving testimony on issues affecting County transportation programs and issues. In addition, the Lobbyist is expected to monitor and review all bills introduced or amended by the Congress on subject areas affecting Pinal County as requested, and to advise the County manager of the progress and status of such legislation. Upon request, the Lobbyist shall arrange for meetings and provide materials for County Supervisors or other officials traveling to Washington D.C. or other venues to discuss transportation issues.

Our team stands ready to advocate on behalf of Pinal County's priorities as they relate to transportation, water and air quality. For example, MAP-21 does not follow the typical six-year transportation authorization model, although it does provide State Departments of Transportation with planning and funding certainty for the next two years. Moreover, the law is not nearly as robust as previous transportation authorization bills and it does not direct funding toward specific projects. Given the short authorization period for MAP-21, Congress will be moving to consider transportation re-authorization again towards the end of the 2013. Accordingly, there will be opportunities to work with policymakers to affect changes in transportation policy favorable to Pinal County's objectives.

In addition, we will research and pursue, in consultation with the County, several potential current transportation funding vehicles. Besides working on the next surface transportation reauthorization bill, there are other potential opportunities and threats, including apportionment formulas of funding to the States; continued protection of the Highway Trust Fund (HTF); stabilizing revenue inputs to the HTF, thus guaranteeing the continued funding of highway maintenance and construction, congestion mitigation policies and projects; encouragement of intermodal partnerships to reduce congestion and foster commerce; and increased deployment of intelligent transportation technology to improve safety and decrease congestion.

Our team also regularly arranges Washington, D.C. client visits for meetings with members of the Congressional Delegation, relevant committee staff members, key stakeholder groups, and officials in Federal agencies. Prior to any visit by Pinal County officials, we would review presentation materials and provide thorough briefings to County officials on current and emerging policy issues and priorities and objectives for each meeting and the overall trip. Following the completion of the trip, we will also prepare and submit thank you notes that will begin the process of building upon any action items agreed to as part of their respective



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meetings. In addition, we may recommend staff and member visits to Pinal County project sites to insure that they understand the significance of the County's projects for the region.

With Pinal County's representative, Congresswomen Kirkpatrick, assigned to the Transportation Committee and Congressman Ed Pastor serving as the senior Democrat on the Transportation Appropriations Subcommittee, we believe worthy projects will be given full consideration by legislative leaders if they are properly positioned and supported. These committee assignments, in particular, may help build funding support for the County's projects. To promote this effort, we would plan to schedule meetings with the subcommittee chairmen and ranking members, as well as the relevant state delegations, and meet with senior staff to emphasize the importance of County's priorities.

Concurrent with our efforts to secure funding through appropriation and authorization legislation, Alcalde & Fay provides comprehensive grant services to our clients. We continuously monitor grant opportunities in each of the federal departments and agencies and will assist you in identifying grant opportunities and securing funding through these grants to meet your goals. We would provide notification of an upcoming grant solicitation as it is important in providing a head start in developing the application. On a regular basis, we will send the Alcalde & Fay Grant Alert to you, which is a compilation of pending federal grant solicitations. (Sample Attached)

As we identify pertinent grant solicitations, Alcalde & Fay's grant writing staff is available to help analyze the funding opportunity announcement and review the grant proposal. We closely monitor trends and priorities amongst federal programs, and we will work to refine your grant proposals and ensure they align with Administration funding objectives. We have provided grant review services for many of our clients, including for TIGER grants, and would be prepared to extend that service to Pinal County if it decides to re-submit a TIGER application.

The team is also aware of Pinal County's involvement in air quality issues, and is well qualified to assist in promoting Pinal County's interests in environmental policy and working with EPA to address its issues with PM-10/PM-2.5 non-attainment. Alcalde & Fay's Environmental Practice Group has worked on behalf of public and corporate clients on Clean Air Act issues for over 30 years, and has strong relationships with all of the key personnel in Congress and in federal agencies. The Republican leadership of the House Energy & Commerce Committee has repeatedly stated a desire to perform a top-to-bottom review of the Clean Air Act, with a view to making significant changes. Alcalde & Fay would monitor activity in this area on behalf of Pinal County, and work to present Pinal County's views to key policymakers as the discussion develops.

The Lobbyist may also be required to provide briefings on emerging issues that will or may affect the County's transportation agenda and goals. Written reports detailing major activities undertaken on behalf of Pinal County shall be submitted quarterly or more frequently as may be requested by the County.

The team regularly provides reports to its clients that summarize the firm's actions on the client's behalf, developments on their priority issues of concern and action steps for the future.



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Upon request, the Lobbyist may assist in developing partnerships with other governmental entities or the private sector that could improve congressional advocacy for programs that benefit Pinal County. The Lobbyist may be asked to recommend and/or perform liaison and follow-up work to obtain the most favorable consideration of resulting proposals and/or programs.

The team actively works with appropriate coalitions and stakeholders groups to advance client priorities and remain as informed and up to date as possible about critical issues facing our clients. In particular we have worked with the California State Association of Counties (CSAC) to maintain funding for off-system bridges in MAP-21, with the San Joaquin Valley Regional Planning Agencies on such issues as Congestion Mitigation and Air Quality (CMAQ), environmental streamlining and freight policy, and with the Association of Metropolitan Planning Organizations (AMPO) and the National Association of Regional Councils (NARC) on metropolitan planning.

We have worked with outside coalitions and organizations in order to garner additional support for client initiatives, and have established relationships with groups such as the National League of Cities, the National Association of Counties (NACo), and the U.S. Conference of Mayors. We also have experience and familiarity with the American Public Transportation Association.

Jim Kolbe and Capitol Strategies have extensive experience working with other governmental and quasi-governmental organizations throughout Arizona, including the Arizona Department of Transportation, regional transportation groups, local and tribal governments, and economic development organizations, among others. For example, Capitol Strategies has built a large public-private non-profit organization, the Lower Santa Cruz River Alliance, to promote and secure federal support for a comprehensive regional flood control project and has secured first phase funding for the project from the U.S. Army Corps of Engineers.

The Lobbyist shall maintain accurate financial and performance records and comply with County procedures for billing and accounting for the cost of services performed. Travel accommodations shall adhere to Pinal County and GSA reimbursement policies and rates. See RFP PC-121918 Exhibit 1.

The team will maintain accurate financial and performance records and will comply with County procedures for billing and accounting for the cost of services performed.

The Lobbyist shall comply with all applicable Arizona Revised Statutes regarding lobbyist registration, reporting and related activities.

The team prides itself on its strict adherence to laws, both federal and state, regarding lobbying activity and reporting requirements of lobbying activity to the House and Senate. Each employee of Alcalde & Fay, including every member of the proposed client team, received ethics training to ensure that their conduct and reporting of lobbying activity meets both the letter and the spirit of existing laws.



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The Lobbyist shall submit an annual report of accomplishments to the County Manager for use in determining cost effectiveness of Lobbying efforts.

The team will annually provide Pinal County with a report of accomplishments, detailing all activity undertaken on behalf of Pinal County, the outcomes, and suggested next steps.

The Lobbyist agrees not to engage in private litigation against the County or accept other legislative representation that may reasonably conflict with the County's legislative positions without first obtaining written permission from the office of the County Attorney (in the case of private litigation) or the County Manager (in the case of legislative representation).

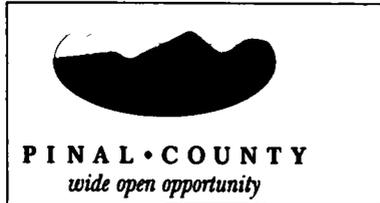
The team agrees not to engage in private litigation against the County, and will not accept other legislative representation that may reasonably conflict with the County's legislative positions without first obtaining written permission from the County.

Summary

In summary, our team would closely collaborate with the County to develop a specific legislative agenda and a strategic plan for achieving its objectives through the following services:

- Representing Pinal County before Congress and the Executive Branch on the County's transportation, infrastructure and other priorities;
- Developing strategies, messages and materials to support advocacy efforts;
- Researching, analyzing and monitoring pertinent legislation to assess whether there is any impact on the County;
- Responding to any interested member of Congress or official in the Executive Branch on matters related to the County;
- Engaging with stakeholders and building coalitions on a local and federal level;
- Conducting regular consultations with designated Pinal County officials and staff to ensure robust communications and a unified advocacy approach; and
- Assisting Pinal County in identifying federal and private grant opportunities to support its objectives and provide support in preparing any such grant proposals.

With years of successful experience working together, the integrated partnership of our three firms will provide Pinal County with optimal value and lasting results. Our approach can be summed up in three words: Service, Results and Integrity. We strive to provide the highest quality product to both clients and the government. We conduct ourselves with uncompromising integrity in everything we do. Our mission is to offer the most effective public policy representation available in order to meet and exceed our client's expectations.



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Responder shall complete RFP PC-121918 Response Form 2 Pricing Sheet. Any response that does not include this completed Pricing Sheet or includes an incomplete Pricing Sheet may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Please see attached Response Form 2 Pricing Sheet.

4 Conformance to Terms and Conditions

Response Form Responses

Capitol Strategies, JTK Consulting, and Alcalde & Fay have read, understand, and shall comply with all Terms and Conditions. Responders that accept the County's Terms and Conditions and Instructions shall check **YES or **NO** to clearly indicate their acceptance. Responders who take exception to the County's Terms and Conditions and Instructions shall likewise clearly indicate their exception and provide Responder's suggested language.**

YES, I acknowledge that I have read and understand all Terms and Conditions and will comply in any resultant contract.

NO, I acknowledge that I have read, understand all Terms and Conditions and will comply in any resultant contract with the exceptions listed below.

Exceptions (If checked NO)

Responders that take exception to any Terms and Conditions shall justify their exception as well as proposing any changes to the County's language with the Responder's suggested changes clearly indicated. Additional pages may be added so long as they are clearly referenced in the spaces provided. Please note that taking exception to any Terms and Conditions may affect your evaluation score. Both the number of exceptions and the severity of the exceptions can affect your score and may have you deemed non-responsive for this solicitation.

Cite the specific Term and Condition for which an exception is taken: **N/A**

Responder's justification for the exception: **N/A**

Responder's suggested changes: **N/A**