

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: Maurice Kurianel (signature) (date)

Name (printed) MAURICE KURIANEL Title: PARTNER

Company: (Legal Registration) AICAIDE & FAY, LTD

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit http://www.dos.state.fl.us/).

Address: 2111 Wilson Boulevard 8th Floor

City: ARLINGTON State: VA Zip: 22201

Telephone No: 703-841-0626 FAX No: 703-243-2874 Email: KURIANEL@AICAIDE-FAY.COM

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A BOTAGREED

Payment Terms (section 1.04): N/A BOTAGREED Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE N/A WBE N/A

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.

Date Issued

P-CARDS: Will your firm accept the City's Credit Card (VISA / MasterCard) as payment for goods/services?

VISA YES ___ NO [X] MasterCard YES ___ NO [X]

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. PLEASE STATE ANY VARIANCES OR EXCEPTIONS BELOW. If this section does not apply to your bid, simply mark N/A in the section below.

Variances: N/A

PART VI - PROPOSAL PAGES – COST PROPOSAL

Cost to the City: Contractor must quote firm, fixed, annual fee, billed monthly, for all services identified in this request for proposal. This firm fixed annual fee includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period. The fixed annual rate should not include cost associated with providing the additional services indicated within this RFP.

Contractor shall not be reimbursed or otherwise paid for internal word processing, data processing or other services (i.e. local telephone services, copies, mail, or postage services) that would reasonably be deemed the Contractor' overhead expense. Contractor will be reimbursed on a monthly basis at a firm fixed annual fee plus charges per additional service provided during the month, inclusive of all expenses.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

PLEASE FILL-IN THE TOTAL ANNUAL FIRM FIXED FEE BELOW FOR THE (INITIAL CONTRACT PERIOD – (2) YEARS)

1. TOTAL ANNUAL FIRM FIXED FEE \$40,000 /ANNUALLY x 2 yrs. = \$80,000

PLEASE FILL-IN THE AMOUNT PER ADDITIONAL SERVICE PROVIDED BELOW FOR THE (INITIAL CONTRACT PERIOD – (2) YEARS)

2. TOTAL FEE PER GRANT REVIEWED \$2,500 /GRANT x 4* GRANTS = \$10,000

3. TOTAL FEE PER GRANT WRITTEN \$8,500 /GRANT x 4* GRANTS = \$34,000

TOTAL TWO YEAR COST TO THE CITY...(ITEMS 1+2+3)..... \$124,000

If a Contractor wishes to provide a proposal as a joint venture, Contractor shall provide on this Cost Proposal page a breakdown of their portion of the annual fee and the portion of each joint venture Contractor being submitted. i.e. (ABC Company \$25,000 annual fee and DEF Company \$25,000 annual fee) x 2 yrs. = \$100,000. The total cost of the joint venture, is what will be considered in scoring for the cost criteria. If you do not provide the amount to be paid to each proposer, you may be deemed non-responsive. THE JOINT PROPOSERS MUST ALSO, EACH PROVIDE A BID SIGNATURE PAGE, EXECUTED BY AN OFFICER OF THE COMPANY.

*Estimated number of grants

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

Alcalde and Fay LTD – Company Profile

Alcalde & Fay, LTD, a corporation, is a national government and public affairs firm located a short distance from the nation's Capital, from which all work would be performed for Fort Lauderdale. Our offices are located at 2111 Wilson Boulevard 8th Floor, Arlington, Virginia 22201. Our firm is open from 9:00 am – 6:00 PM ET, and our clients are able to reach us via telephone: 703-841-0626; fax: 703-243-2874, website: www.alcalde-fay.com, or email: Kurland@alcalde-fay.com

We were founded in 1973 by Hector Alcalde, as a bi-partisan firm, after serving as the chief of staff to a Florida Congressman for 11 years. Since then, for forty two years, Alcalde & Fay has successfully managed legislative and regulatory issues and represented a broad range of clients before the United States Congress and the Federal Executive branch. The firm has built a distinguished reputation for effective public policy representation of municipalities pursuing appropriations, authorizations, and grant funding, and resolving issues with federal departments and agencies. Florida Trend magazine, in doing a profile of our firm, cited us as the “Dean of Lobbyists” for Florida communities.

January 6, 2015

Mr. Bob McKenney
Procurement Specialist II
Purchasing Services Division, Room 619
City Hall
100 North Andrews Avenue
Fort Lauderdale, Florida 33301

Dear Mr. McKenney:

Alcalde & Fay is pleased to have the opportunity to respond to Bid #455-11519 to provide federal lobbying services for Fort Lauderdale to include grant review and grant writing.

As a federal lobbying firm founded in 1973 by Hector Alcalde, the firm's Chairman, after serving as the chief of staff to a Florida Congressman for more than 11 years, we have successfully advocated for a broad range of clients before the Congress and the federal executive branch for four decades. Over the past 42 years, we have built a distinguished reputation for effective public policy representation specifically on behalf of municipalities and public clients, over 40 of which are located in Florida.

As such, we are extremely well versed in those issues of critical importance to Florida communities, and how to tactically convey and secure beneficial assistance from Washington policymakers. Our experience encompasses small communities to large metropolitan areas. As such, there is no issue that we have not already faced or that we are not prepared to undertake to achieve Fort Lauderdale's goals.

Having four decades of experience navigating the policy, rulemaking, appropriations, authorizing and competitive grant processes in Washington, our municipal clients have obtained beneficial federal policy and directed funding for public projects. This has included millions of dollars in federal funding for community development, transportation, water infrastructure, housing, public safety, emergency management, beach renourishment, environmental restoration, parks and recreation, museums and libraries, and historic preservation.

We utilize a multi-prong approach after assessing our client's needs that involves identifying funding opportunities, crafting requests, and providing strategic communications to Congress and executive branch decision makers. Moreover,

through our Alcalde and Fay Grants Department, we provide comprehensive grant services including grant prospecting, application development, grant writing, review and critique; along with advocacy for Congressional letters of support to position your grant submissions as competitively as possible.

As for our firm resources, we count over forty professionals on our staff including a former Member of Congress from Florida, senior staff from Capitol Hill, and presidential appointees who reflect a rich diversity in both background and expertise. The key Partners and Associates assigned to the Fort Lauderdale client team would be dedicated to accomplishing the goals of the City, and other members of the firm are frequently consulted and brought in to assist on various issues that arise.

Moreover, as a bipartisan firm, we have strong relationships with key Members of Congress of both parties, and federal agency officials and staff through our broad base of clientele. This is especially important with the competitive nature of grant funding, and the different views between the White House and Congress in proposing to move forward on fiscal and economic initiatives, including transportation, trade, and tax reform among some of the key agenda items for the 114th Congress.

Our contacts, our history, our legislative and grant expertise, and our dedication to our clients make Alcalde & Fay uniquely qualified to represent Fort Lauderdale achieve its federal legislative goals and grant objectives. We appreciate your consideration, and know that if given the opportunity our representation would produce outstanding results for the City.

Sincerely,

A handwritten signature in cursive script that reads "Maurice Kurland". The signature is written in black ink and is positioned above the printed name.

Maurice Kurland, Esq.

Partner

Alcalde & Fay

Statement of Proposed Services

Capability and Approach to Service

Alcalde & Fay was among the first government affairs firms to specialize in federal advocacy for public bodies across the country, and we have made it our expertise. Since our inception forty two years ago, we have represented municipalities, counties, airports and seaports, waste water authorities, school districts, and colleges, as well as corporations, trade group associations and alliances. Currently, our firm provides services to more than 100 clients, over 70 of which are public sector clients, and 40 of which are based in Florida. We also advocate on behalf of two international associations: the International Climate Change Partnership, and the Cruise Line International Association.

Successful representation of public and quasi-public entities is a highly refined niche requiring a specialized skill-set only acquired by years of experience. Over the course of our long history, the firm has developed an in-depth understanding of the needs of local government entities, particularly those in Florida.

Upon commencement of our contract, we would immediately begin working toward establishing a federal legislative agenda for the City to present to Congress and federal agencies and departments based on the City's objectives. This agenda would result from a full appraisal of the City's needs based on a review of your commission annual action plan, annual budget, community investment plan, State Legislative priorities and funding requests, "Press Play Fort Lauderdale Strategic Plan 2018" initiative, and discussions with City Management and City Departments. We would then perform a candid appraisal of the potential for success for each specific objective based on the President's budget and anticipated congressional funding priorities. With our knowledge of federal legislative and agency initiatives, we will advise as to which projects to prioritize, and the best approach for securing them, whether through appropriations, authorizations, grant funding, or agency action. Furthermore, we would meet and appear before the City Commission to secure additional guidance and direction as needed.

To finalize the agenda as an overall strategy, we would work to set forth the City's priorities and projects in detail; putting them into writing as part of a "Fort Lauderdale Federal Legislative Agenda." We would confer with your City Manager and Department Heads to draft project narratives describing each project, time frame for completion, and total funding or resolution needed.

In this manner, we would clearly and strategically establish the City's federal legislative agenda. We would then communicate and meet first with your Members of Congress and their legislative staff, to relay your legislative agenda, and thereafter follow up with key congressional committees, and agencies to secure adequate funding, as well as changes in policies, programs or criteria, and expedited bureaucratic decisions to meet Fort Lauderdale's objectives. Below is a detailed description of the federal lobbying services we conduct, and are prepared to offer to Fort Lauderdale.

FEDERAL APPROPRIATIONS

Since there remains a moratorium for the 114th Congress on congressionally-directed appropriations, we will work with Representatives, Senators and the House and Senate Appropriations Committees to create and/or preserve federal programs that are important to Fort Lauderdale. We will focus on preserving, maintaining or increasing funding for formula and competitive grant opportunities to support the City's objectives.

This strategy, under the current climate, ensures that the City positions itself to obtain adequate funding allocations under major formula grant programs such as the Department of Housing and Urban Development Community Development Block Grant (CDBG); HOME; Veterans Affairs Supportive Housing (VASH); and Housing Opportunities for Persons with Aids (HOPWA) programs that we know are of interest to Fort Lauderdale to address the distinct community development and housing needs of the City's residents. Similarly, it works to promote and bolster competitive grants of importance to local communities for transportation improvements, hazard mitigation, emergency equipment, technology, and personnel under such programs as TIGER (Transportation Investments Generating Economic Recovery) that we know was successfully procured for the WAVE Streetcar project; Assistance to Firefighters Grant (AFG) and Community Oriented Policing Services (COPS) Grant programs, while reaching out directly to the Departments of Transportation, HUD, Justice, and Homeland Security that administer various other grants for the City's priorities.

On behalf of the City, we would also work to ensure there is adequate funding set-aside for State Revolving Fund (SRF) programs in the Interior and Environment Appropriations Bill. These efforts would make more funding available for water and wastewater infrastructure projects, in response to the City's interest in water quality, wastewater treatment, and stormwater management.

AUTHORIZING LEGISLATION

In addition to federal appropriations and grants, specific policies or projects can be secured through authorizing legislation. Authorizing bills are generally taken up every few years, and establish federally authorized projects that are a prerequisite for federal

funding. Moreover, they establish priorities, provide for necessary studies, can enable greater flexibility, and direct funding for different infrastructure types of projects.

The Water Resources Development Act (WRDA) directs the Army Corps of Engineers for harbor, navigation, flood control, and environmental restoration projects. We could pursue policy provisions that would benefit Fort Lauderdale's interest in addressing its water and wastewater infrastructure needs, including for any modifications to the authorization for beach renourishment for the City's beaches in conjunction with the County, as the local sponsor of your projects. For example in this past Congress, a new WRDA bill was passed, that included a new funding mechanism to assist localities in need of resources for flood control, water supply, and wastewater projects through a federal program of loans and loan guarantees. The "Water Infrastructure Finance and Innovation Act" (WIFIA) pilot program now provide localities who have the ability to generate local funding to reimburse the federal government under the loan program an additional opportunity to move forward with water infrastructure projects.

Moreover, transportation policy for roads, bridges, and transit projects fall under the multi-year surface transportation authorization bills. Priorities previously have been established for programs for transportation alternatives and enhancements, such as safe routes to schools, traffic calming, and pedestrian trails. The most recent authorization bill – "MAP-21" ("Moving Ahead for Progress in the 21st Century") will expire at the end of May, after being extended nine months. Congress will immediately begin working toward a new multiyear bill to set long term transportation policy and funding levels utilizing the Highway Trust Fund, and other financing mechanisms. We would pursue transportation initiatives on your behalf in the next authorization for traffic calming, mobility, intelligent transportation, and local roadway and bridge enhancements.

FEDERAL GRANTS

With earmarks unavailable, millions of dollars in federal funding for specific local community needs continues through formula and competitive grant programs. Alcalde & Fay has established a full grants department as part of our lobbying services toward the successful pursuit of grant funding for our clients.

We continuously prospect and monitor for grant availabilities in each of the federal departments and agencies. Moreover, identifying and pursuing federal grants for our clients involves routine contact with federal department staff. From our research and contacts, we will send you on a biweekly or more frequent basis our *Alcalde & Fay Grant Alert for Local Governments*, which is a compilation of recently issued federal grant and private foundation solicitations. We have included a copy of a recent *Grant Alert* that highlights relevant funding availabilities that we provide to our clients in the Appendix.

Our grant services are not limited to the federal level, and explore all potential grant funding sources. We are intimately familiar with key state grant programs of interest to local communities including those relating to emergency response, recreational trails, and energy efficiency. Also, we have an extensive database of private foundation grant opportunities for initiatives relating to economic development, emergency services, housing, environmental preservation, transportation, water and wastewater infrastructure, parks and recreation, education and art, and museums and libraries.


Moreover, as a grant lobbying strategy, we will frequently meet with federal department staff prior to the issuance of grant availabilities. Engaging in a coordinated program of visitations with key developmental offices can be critical to a successful grant strategy. These meetings will raise the visibility of the City's projects and priorities.

Thus, through our long term agency relationships and our client's legislative agenda in hand often while grant guidelines are often being formulated, we are able to preemptively present our client's needs. We frequently glean advance notification of grant criteria and expected dates of issuance. This allows our clients to present their distinct needs informally to grant program officers, and gain a head start in developing an application, thereby giving our clients additional time to gather background information, refine their proposal, and submit an application that is as strong as possible.


After grant notices are issued, Alcalde & Fay is available to help assist Fort Lauderdale in every step of the grant application process. We begin by analyzing the notice of funding availability, and draft a "*Grant Application Blue Print*" with essential grant application requirements and deadlines for our client's ease of use. We have included a copy of a *Alcalde & Fay Grant Blueprint* that reflects an additional grant application tool we provide to our clients in the Appendix. Thereafter, we work with our clients to secure additional grant application information and clarification about grant criteria. We assist in the drafting of grant narratives, working closely with City staff to provide a grant review by editing and proofing the grant proposals prior to final submission to ensure that project details, budgetary data, and priority need are presented in the strongest possible way. Moreover, to bolster any competitive grant application that you submit, we will secure congressional support for Fort Lauderdale applications in the form of letters of support from your congressional delegation. Finally, our grant assistance is comprehensive as we provide post-grant award debriefings and reviews of scoring, and assistance with any issues in drawing down awarded dollars. We continuously monitor trends about new grant programs and changes in criteria, and proactively assist our clients through the entire grant process. Since launching our grant services, we have assisted over 50 clients on more than 100 grant applications; worked on applications that span over 20 federal and state government agencies, and 10 foundations and corporations. Through this approach, our clients have had tremendous success, and our efforts have resulted in their having obtained more than \$65 million in


grant funding in the past three years. Examples of recent funding awarded to our Florida clients where our grant team assisted in drafting, editing, reviewing, and garnering support for competitive applications include:

 ***City of Deerfield Beach, Florida***
\$500,000 in competitive grant funding under the COPS Hiring Grant Program to hire an additional 4 sworn police officers


 ***City of Maitland, Florida***
\$164,654 under the competitive Assistance to Firefighter (AFG) Grant Program for firefighter equipment and training


 ***City of Melbourne- Melbourne International Airport, Florida***
\$1.5 million under the Economic Development Administration (EDA) for construction of an airport apron to attract new airlines to the Airport

 ***City of Miramar, Florida***
\$1,985,160 under the competitive SAFER Grant Program to hire 12 new firefighters to staff a new engine company in the City

 ***City of Sanford, Florida***
\$1,133,670 in competitive grant funding under the COPS Hiring Grant Program to hire an additional 6 sworn police officers

 ***City of Bunnell, Florida***
\$1.3 million under the U.S. Department of Agriculture Rural Development Program for city water plant improvements and upgrades.

 ***Hillsborough County, Florida***
\$602,354 grant under the Department of Transportation, Community Preservation program for infrastructure improvements.

 ***City of Riviera Beach, Florida***
\$625,000 in competitive grant funding under the COPS Hiring Grant Program to hire an additional 5 sworn police officers

FEDERAL BUDGET, LEGISLATION, RULEMAKINGS AND FORMULATIONS OF POLICY

Proposed federal budget submissions, legislation, rulemakings, and policy can have broad reaching impacts, both good and bad, on a municipal government. If chosen to represent Fort Lauderdale, we would monitor and track pertinent pieces of federal legislation and regulatory activity for significant developments that could impact the City, such as unfunded mandates or cuts in funding. Moreover, we have experience drafting legislation, having it introduced and securing co-sponsorship.

With our monthly reports and legislative alerts that we discuss below, we keep our clients apprised of legislative initiatives, and issues to allow for modifications and updates in their legislative agenda. Over the course of a session of Congress we will revise the legislative agenda to add or modify priorities as needed.

We will recommend various options to underline our advocacy here in Washington, including adoption of City resolutions or correspondence to voice support, opposition, or changes to proposed legislation or policy. We will assist in the drafting of these letters to include technical and legislative references. Overall, we are prepared to promote passage, defeat or amendment, of any item of concern to the City and have successfully affected final bills, report language, and rulemaking for maximum benefit.

REPRESENTATION AND MEETINGS WITH CONGRESS AND THE EXECUTIVE BRANCH

We are accustomed to representing our clients in meetings with members of Congress, key legislative staff, and federal department officials. Ideally, it is helpful for Fort Lauderdale officials to participate in these meetings at least once a year. We would arrange a day or two for you to come to Washington to emphasize your priorities. As follow up from these meetings, we will generate letters of appreciation and requests for additional support of items discussed.

Our relationships with federal department officials and staff will also be an asset to the City if it encounters a problem that falls under an agency's jurisdiction. Often, a public client will need to cut through bureaucratic red tape and meet with the appropriate federal employee in order to solve a problem expeditiously. We stand ready to assist at a moment's notice on these matters.

We facilitate meetings with numerous agencies including: Federal Highway Administration, Federal Aviation Administration, Federal Transit Administration, FEMA, Economic Development Administration, COPS, and Bureau of Justice Assistance. We would similarly arrange for meetings, teleconferences, and site visits, along with correspondence to federal officials to advance the City's priorities favorably.

COMMUNICATION AND REPORTING

To ensure that our clients are fully aware of legislative developments and issues of impact, we provide monthly legislative updates, along with more frequent legislative alerts and notifications. We also conduct frequent telephone and email communication between Alcalde & Fay Client Team Leaders and City Management, as well as other staff that the City may designate. Moreover, we are accustomed to providing end of session annual reports to our public clients. We would do so for Fort Lauderdale to provide the status of priorities and major legislative changes impacting the City.

HEARINGS AND PROVIDING TESTIMONY

On occasion testimony will be required before a congressional committee or federal agency to explain the importance of a project, or the necessity of a change in policy. We have had extensive experience preparing for testimony before various committees and agencies, including recently in December when our name Partner Kevin Fay testified before the Senate Committee on Environment and Public Works. We continuously monitor hearings and will attend various proceedings impacting our clients.

Distinctive Competence

Our range of expertise includes advocacy for: transportation and infrastructure, law enforcement, emergency management services, community and economic development, parks and recreation, water resources, and environmental projects. This breadth of experience is accompanied by tailoring our advocacy to serve our individual client's needs, particularly in exploring funding opportunities outside the traditional appropriations and authorization funding streams that are found in federal, state, and private foundation grants.

We have a four decade record of strongly advocating for the legislative agendas of our clients; submitting legislative priorities; tracking and supporting bill consideration; monitoring and analyzing hearings for legislative and administrative developments; reporting on emerging issues; and prospecting and guiding grant applications; as a routine and essential part of our federal lobbying services.

Through our extensive client base, we have worked closely for years with numerous members of Congress, congressional committees, legislative staff, and political appointees many of whom are in positions of seniority and leadership. We leverage these relationships across the Congress, for our clients' goals. We not only are able to secure high level face-to-face meetings, but effectively reach Members and Staff at key moments to reiterate our clients' needs and provide timely response to hearings, mark ups, and other developments impacting our clients.

Further, we would cite the long time retention of our clients as a testament to their satisfaction, and our ability to produce outstanding results. The following is a sample of the clients we have continued to represent since the first day they retained us:

- Tampa Port Authority (42 years)
- Miami-Dade County, Florida (28 years)
- Hillsborough County, Florida (21 years)
- City of Boca Raton, Florida (19 years)
- City of Deerfield Beach, Florida (18 years)
- City of Riviera Beach, Florida (17 years)

Developing strong relationships is essential to successful government affairs, and we make a priority of being fully aware of a community's current needs, and future goals in order to properly advocate on their behalf in Washington. We would refer you to our "History of Successes" provided in the Appendix of numerous examples of federal funding secured for our clients critical needs for transportation improvements; water infrastructure; beach re-nourishment; police and fire fighter equipment, training and personnel; parks and recreation; and economic and community development.

If given the opportunity, we would know your key issues, and serve as your eyes, ears and voice in Washington D.C. We would raise the City's profile to secure your distinct priorities whether for grant funding for a project, shaping federal policy, or securing an expedited response by cutting through red tape.

Staff Qualifications

The firm's staff counts over 40 partners and professionals including a former Florida member of Congress, senior staff from Capitol Hill and the Executive Branch, and presidential appointees who reflect a rich diversity in both background and expertise. Other partners and associates have backgrounds in public relations, business, journalism, marketing and law. Utilizing their background, we are able to provide not only detailed legislative analysis, but also interpretations of the legal and financial implications of bills and rulemakings. Also, as a recognized bipartisan firm, Alcalde & Fay partners are drawn from both political parties and have among them close working relations with key legislators and staff on both sides of the aisle. These relationships extend to political appointees and senior career staff that give us access to decision makers regardless of party affiliation. As such, Alcalde & Fay is uniquely qualified to provide federal governmental consulting services to Fort Lauderdale. We discuss this in greater detail in tab 14, Relationships, Resources and Capabilities about our existing relationships with Members of Congress and agency officials and support staff.

Proposed Client Team

To ensure effective representation on behalf of our clients, we have found it useful to employ a team approach drawing on partners and associates whose expertise might best ensure success on your behalf. As with any good organization, and your best assurance of our effective service on behalf of the Fort Lauderdale, resides in the team that we would assemble to represent your interests in Washington. The proposed client team for Fort Lauderdale is **Maurice Kurland, L.A. 'Skip' Bafalis, Jim Davenport, Danielle McBeth, Anne Cullather, and Kitty Wojcik**. Each of these individuals has substantial experience assisting public entities in Washington. Mr. Kurland will serve as the client team leader, Ms. Cullather is our Grants Director, and Ms. Wojcik serves as our Grant Writing consultant.

MAURICE KURLAND, PARTNER AND ATTORNEY



Maurice Kurland, Partner, has been active in government and public affairs since 1991, and working on behalf of Florida clients for the past 14 years. He has extensive experience in transportation, economic development, federal appropriations, homeland security, and infrastructure issues. Mr. Kurland applies his legal and legislative skills for local governments to secure millions of dollars in federal funding for infrastructure and economic development.

Prior to joining Alcalde & Fay, Mr. Kurland served on the legislative staff of Congressman Silvestre Reyes (D-TX), and worked on a broad range of issues, including energy, economic development, criminal justice, affordable housing, small business, trade, and appropriations. Also, Mr. Kurland has been involved in fundraising, advance, and field operations for state, congressional and presidential campaigns. He is a former Assistant District Attorney in El Paso, Texas, where he conducted over 60 jury trials. He holds a Bachelor's of Business Administration from the University of Texas in Austin, and a J.D. from Washington University in St. Louis, Missouri.

L.A. "SKIP" BAFALIS, PARTNER



L.A. "Skip" Bafalis, Partner, is a former five-term Republican Congressman from Florida and a former nominee for Governor, who has had extensive experience in trade, taxes, finance, business and regulatory policy in both the public and private sectors.

Prior to serving in Congress, he served in the Florida House and Senate. Thereafter, he represented the 10th Florida congressional district from 1973-1983. He was a member of the Ways and Means Committee. He became known in Congress for his expertise in trade and tax matters and authored and managed passage of wide-ranging estate and gift tax legislation. Since leaving Congress, he has been lobbying in Washington for over 25 years. He has also been an investment banker, developer and active in numerous civic organizations. He holds a bachelor's degree from St. Anselm's College, which honored him with its Alumni Award of Merit. He served in the U.S. Army with the rank of Captain.

Danielle McBeth, Partner and Attorney



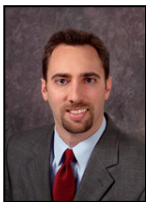
Danielle L. McBeth has over twenty years in government affairs and media relations and serves both corporate and public clients of the firm. She has substantial experience working with the Administration and Congress on behalf of the firm's education and local government clients.

Her expertise involves work on behalf of coalitions, associations and organizations to lobby for congressional action or to revise and promote national policy. Her successes include securing millions of dollars in grants and appropriations for educational institutions and local governments in a myriad of areas including technology, immigration, transportation, economic development, and infrastructure.

Ms. McBeth has been active in the firm's grass-roots communications, media messaging, and education campaigns. She participated in the "Keep America Moving" campaign to urge passage of the National Highway System legislation and helped to build community based support for the organization's legislative initiatives.

Prior to joining the firm in 1995, Ms. McBeth served as press secretary for the Florida Commission on Education Reform and Accountability, and Florida State University's Center for Professional Development. She began her career working for several newspapers including the New York Times Regional Newspapers, the Spartanburg Herald-Journal and the Tallahassee Democrat. A native of Jackson, Mississippi, she earned a bachelor's in journalism from Florida A&M University. She is also an attorney, having earned her Juris Doctor from American University, Washington College of Law.

JIM DAVENPORT, PARTNER AND ATTORNEY



Jim Davenport, Partner, manages many of the firm's public clients on a wide array of issues including economic development, transportation, education, environmental issues, and criminal justice. He works closely with numerous members of Congress and their staff, the U.S. Army Corps of Engineers, the Department of Housing and Urban Development, the Environmental Protection Agency, the Department of Transportation, and many other Federal agencies regarding laws and policy affecting local governments.

He has been effective in helping public clients secure millions of dollars for bridges, roads, beaches, waterways health initiatives, water and sewer systems, and law enforcement technology. He is an experienced tactician in navigating the congressional legislative process and Federal agencies to obtain funding on behalf of his public body clients, and advises clients on the federal budget and appropriations process.

Mr. Davenport has been active in government affairs for twenty years. Previously, he served as Legislative Assistant for the late Congressman Gerald B. Solomon (R-NY) where he worked on issues including economic development and health care. He graduated from St. Lawrence University with a bachelor's degree in government. He obtained a law degree from The Catholic University of America in Washington, DC.

ANNE CULLATHER, PARTNER



Anne Cullather, Partner, offers Alcalde & Fay clients 37 years of experience in business, public policy and advocacy. Ms. Cullather also serves as the Director of the Alcalde & Fay Grant Consulting Division, providing assistance to clients across the country as they pursue federal, state and foundation grants that support their priority initiatives. She has helped to procure grants in excess of \$46 million for firm clients. Ms. Cullather also supports the firm's clients on a range of issues including transportation, water resources, energy, environment and telecommunications. Prior to joining the firm, she was an executive in the telecommunications industry, where she led state and federal government relations.

Ms. Cullather also previously served as director of congressional affairs for a nationwide trade association, as affiliated with a lobbying firm representing colleges and universities. She started her government relations career as a legislation assistant to a senior Congressman from Connecticut. She will assist the Team Leader on any efforts the City may undertake with the federal grants process. She is a graduate of Dickinson College where she earned a bachelor's degree in Political Science.

KITTY WOJCIK, GPC, CGMS

Kitty Wojcik, GPC CGMS is one of a handful of grant consultants in the country that holds both the Grant Professional Certified (GPC) and Certified Grant Management Specialist (CGMS) credentials. Ms. Wojcik's expertise includes the full spectrum of grant services encompassing such areas as human services, youth development, healthcare, workforce development, education, transportation, and national & community service. She has fifteen years of professional grant development, grant writing, grant management and peer review services experience. Kitty serves on numerous grant peer review panels for the U. S. Department of Health and Human Services, Department of Labor, Centers for Disease Control and Prevention, and the Corporation for National and Community Service. Ms. Wojcik understands grant writing from the grant maker's perspective. She served as the Foundation and Grants Officer for a large health system from 2004-2008 obtaining grant support at the million dollar level for two of the four years. Kitty is a designated subject matter expert for the Grants Professionals Certification Institute and the National Grant Managers Association and has served on the Board for the Grant Professionals Association (GPA) and Foundation. Kitty also holds a Nonprofit and Civil Society Studies certificate from Johns Hopkins University and is a Trustee at the University of Bridgeport, Connecticut. Over the past three years she has assisted clients to obtain more than \$21,000,000 in grant awards.

Estimated Timetables

Congress, in contrast to most state legislatures, conducts itself as a full time legislative body in session for twelve months each year. An annual budget is generally produced by the House and Senate budget committees, that sets forth overall funding amounts for federal departments and agencies that administer formula and competitive grant programs. The estimated timetable for most grant funding is within a twelve month period, as congressional appropriators work to provide annual funding for grant administering agencies with the expectation that notices of grant funding availabilities will be issued and awards announced within each fiscal year.

In contrast, authorizing bills that set forth policy and provide other direction to federal departments and agencies including grant criteria for funding programs are generally taken up every few years, with some taken up only every two to six years or more after an existing authorization expires. Moreover, at the end of every two year Congress, those bills that were introduced but not passed through the entire legislative process are no longer viable, and must be reintroduced in the next Congress. For these bills, a multi-year timetable is often required in order to secure a new federal authorization of a project, a change to a current authorization, or to address specific policy changes that are required to address community concerns and objectives.

As we assess the City's needs, and establish its federal priorities, this will dictate the estimated timetables for reaching specific grant funding or policy objectives. Below is an estimated timeline of activities for appropriations, while pursuing individual grant funding opportunities throughout the year:

- January** – Set legislative agenda and commence advocacy to Ft. Lauderdale delegation
- February** – Meetings with congressional Members and agencies
- March** – Review President's budget proposal – identify new initiatives and funding amounts
- April** – Convey grant funding level priorities to appropriations committees and agencies
- May** - As committees and subcommittees conduct markups re-emphasize City priorities
- June** – Follow up with Ft. Lauderdale delegation and assess likelihood of funding support
- July** – Further advocate to committee staff as bills progress prior to August recess
- August** – Utilize recess to meet with Members and Washington staff back in district
- September** – Assess status of appropriations bills and need for Continuing Resolution
- October** – Review priorities and advocate to Administration for next year's Presidential budget
- November** – Reassess current City priorities and begin preparation for next Congress
- December** – Based on appropriations and grant awards confer to finalize next year priorities.



Detail by Entity Name

Foreign Profit Corporation

ALCALDE & FAY, LTD. INC

Filing Information

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Principal Address

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ARLINGTON, VA 22201

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Registered Agent Name & Address

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5351 CARISBROOKE LANE
TALLAHASSEE, FL 32309

Name Changed: 03/18/2014

Address Changed: 03/18/2014

Officer/Director Detail

Name & Address

Title DP

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Annual Reports

Report Year	Filed Date
2013	04/15/2013
2014	03/18/2014

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State of Florida, Department of State



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
6/26/2014

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Commercial Lines - (202) 783-5810 Wells Fargo Insurance Services USA, Inc. 1401 H Street, NW, Suite 750 Washington, DC 20005	CONTACT NAME: Stephanie Johnson PHONE (A/C, No., Ext): 202-772-4239 E-MAIL ADDRESS: stephanie.c.johnson2@wellsfargo.com	FAX (A/C, No): 877-827-0725
	INSURER(S) AFFORDING COVERAGE	
INSURED Alcalde & Fay Ltd. 2111 Wilson Blvd., Suite 850 Arlington, VA 22201	INSURER A: Travelers Indemnity Company	NAIC # 25658
	INSURER B: Executive Risk Indemnity	35181
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER: 7894579** **REVISION NUMBER: See below**


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			1680-90K6675A	07/01/14	07/01/15	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> Comprehensive <input checked="" type="checkbox"/> Collision \$1,00			BA96K77711	07/01/14	07/01/15	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) if yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	IHUB90K97532	07/01/14	07/01/15	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	1,000,000 \$ 1,000,000 \$ 1,000,000 \$
B	Professional Liability			68032197	07/01/14	07/01/15	\$1,000,000/25,000 Deductible Retro Date 2-1-03	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Insurance

CERTIFICATE HOLDER **CANCELLATION**

Evidence of Insurance 2111 Wilson Blvd. Suite 850 Arlington, VA 22201	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

000304

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ACORD 25 (2014/01)



EXHIBIT 4

CYB01A26/00000000

Assessment and Proposed Strategies for City's Needs

As part of an initial assessment of the needs of city, we first seek to review all relevant documents, commission agendas, as well as outside materials that reveal the immediate and long term priorities, projects, and needs of a community. In the case of Fort Lauderdale, as part of this process we have reviewed the City's "Fast Forward Fort Lauderdale, Our City Our Vision 2035," your "Press Play Fort Lauderdale, Our City, Our Strategic Plan 2018," the City's FY2105 Adopted Budget, the FY2015-FY2019 Community Investment Plan, the 2015 State Legislative Priorities and Funding Requests, and the Commission's FY 2015 Commission Annual Plan.

We know that the City is currently extremely well positioned as both a tourist destination and center of commerce, with its beaches, downtown corporate and governmental county offices, marine industry, international seaport of Port Everglades, and transportation infrastructure including nearby Fort Lauderdale/Hollywood Airport, the City's Fort Lauderdale Executive Airport, as well as Broward County Transit, Sun Trolley, Tri-Rail, Amtrak, and the All Aboard Florida and WAVE Street Car initiatives that are currently underway. Moreover, we know that the city has a vibrant arts, education, science, cultural and historic district that includes the Broward Center for the Performing Arts, Museum of Discovery and Science, Museum of Art, and Fort Lauderdale History Center and campuses for Broward College, Florida Atlantic University, and Florida International University. Also, that the City has as its vibrant entertainment hub Las Olas Boulevard, along with Community Redevelopment Agency areas focused upon revitalization in your Beach, Central City, and Northwest-Progresso-Flagler Heights areas. Moreover, the New River and other inland waterways offer a unique riverwalk and marina network.

We are aware that the City is experiencing renewed real estate development and growth, that is accompanied by a need for additional and enhanced transportation infrastructure and mobility including along A1A (17th Street); maintenance and improvements to the City's water infrastructure including dredging projects to accommodate larger yachts along with maintenance of your beaches, and additional resources for the anticipated WAVE streetcar project, and to accommodate additional rail traffic with the All Aboard Florida station in Fort Lauderdale including Quiet Zone infrastructure. Furthermore, we know that the City is trying to address the complexities of its homeless population, and

at the same time ensure that federal funding is maintained for those residents accessing Ryan White Medical Care and support services. We are also aware of the City's public infrastructure needs, that include long time efforts to construct a new courthouse, augment parks and recreation, and that added pre-disaster mitigation infrastructure is needed to protect further against storms and risks of flooding, along with the need to equip and the City's proposed new Fire Rescue Stations and add police for Fort Lauderdale's public safety requirements.

We know that there are a number of entities interconnected to these priorities including the County, your Downtown Development Authority, State Agencies, as well as private developers. We have years of experience working and coordinating with various public and private sector entities and their consultants to accomplish our client's specific goals. As we discuss elsewhere in this proposal, we have done so successfully on projects where we have targeted private, state, and federal grant funding sources.

With the above in mind, if given the opportunity to represent the City as your federal lobbyist, we will want to immediately focus on the annual appropriations and authorization process, to begin lobbying your Members of Congress and the key Congressional Committees to provide adequate and additional funding, and immediately prospect for new and re-occurring grant funding opportunities.

As to the City's transportation and mobility needs we will focus primarily on the reauthorization of a new "Highway Bill" with the expiration of MAP-21 at the end of May, as well as transportation appropriations. With most federal transportation dollars flowing through to the Florida DOT, we will advocate for continued funding for TIGER GRANTS along with dollars for Quiet Zones along the All Aboard Florida/FEC railroad corridor with expected increases in train traffic and impacts on vehicular traffic. Moreover, we will lobby for additional funds for roadway improvements to support your 17th Street mobility plan, as well as transportation enhancements for bicycle and pedestrian mobility. Additionally, we will request additional funding for Federal Highway Administration (FHWA) dollars, as we have had success in helping clients secure FHWA funds administered through the Florida Recreational Trail Grant Program for enhanced recreational trail and park infrastructure that will support the City's parks and recreation objectives.

With regard to the City's CRA areas, we have been successful in having the Community Development Block Grant program maintained at or near \$3 billion despite repeated efforts by some Members of Congress to dramatically reduce

the program, and will advocate against any proposed changes to the formula that would reduce the City's entitlement.

With the importance of emergency preparedness and disaster mitigation for Florida communities due to tropical storms and hurricanes, we will advocate to maintain hazard mitigation and emergency preparedness funding levels and various grant programs within the Federal Emergency Management Agency (FEMA). We have successfully opposed efforts to consolidate individual grant programs, to ensure that targeted federal funds continue to flow directly to urban areas or via the Florida Division of Emergency Management for facility hardening, shelters, utility and communication capabilities, and improved evacuation. We have had success obtaining funding for Emergency Operation Shelters, and have also assisted clients in the pursuit of hardening of infrastructure as well as for emergency generators. We would confer with the City's emergency management staff, and assist in the pursuit of appropriate Department of Homeland Security hazard mitigation grant funding through the Florida Department of Emergency Management, as well as directly through FEMA.

Similarly, we are well positioned to assist the City secure its priorities related to law enforcement and fire and rescue capabilities. We have advocated respectively for adequate funding for the Byrne Memorial Grant, Community Oriented Policing, and Juvenile Justice Programs under the Department of Justice, and the Assistance to Firefighter Grant Programs under FEMA. These programs provide formula and discretionary funding for personnel, technology, equipment, education and training, and funding levels for these programs have been maintained or increased incrementally over the past several years. We will immediately discuss with you the pursuit and submission of Assistance to Firefighter Grant and COPS Grant applications to add firefighter personnel and equipment for your new fire stations, and to bolster your public places unit in seeking additional mounted police officers.

As to water and wastewater, as we discuss elsewhere in the proposal we advocated in support of a new Water Resources and Reform Development Act (WRRDA) that was passed last May. In line with the City's interests, the bill establishes a new, transparent process for the review and prioritization of water infrastructure activities whereby a public entity can seek the U.S. Army Corps participation for a potential project. Further, the bill allows local entities like Fort Lauderdale to contribute their own funds to move authorized studies and projects forward and expedite processing of required permits. It also establishes

a "Water Infrastructure Public Private Partnership Program" to utilize an innovative financing mechanism toward water projects. We will work with the City to explore using these new mechanisms toward the City's beach renourishment, dredging, and water infrastructure needs. Moreover, we have represented the Florida Inland Navigation District (FIND) since 2002, and have an excellent working relationship that has been helpful in securing necessary U.S. Army Corps of Engineers permits for dredging in the intercoastal, and ascertaining available grants that FIND awards to communities related to their operations.

With the City's efforts to serve homeless residents, we are well versed in HUD programs to assist Fort Lauderdale, and Alcalde & Fay would support the City's efforts to provide adequate housing for its residents. We have maintained an excellent rapport with the Department of Housing and Urban Development and the senior members of the various Congressional committees that deal with housing issues. For instance, we assisted Miami-Dade County with the establishment of the McKinney/Homestead homeless facility with funding under the Defense Base Closure Act. On behalf of the City of Virginia Beach, we were successful in helping secure nearly \$1 million in funding for innovative homeless activities for the acquisition of facilities, technical assistance, and other initial costs necessary to start up a homeless shelter, which was coordinated with the Volunteers of America. We will identify all available federal resources for the City's housing and homeless assistance needs including The HOME Investment Partnerships Program that provides formula grants for expanding affordable housing, and the Housing for Persons with Aids (HOPWA) Program that provides resources and incentives to meet the housing needs of persons with HIV/AIDS and their families.

Separately, with the City's commitment to those needing medical and other support services provided under the Ryan White Program, we will advocate for maintenance of the formula for awarding grants that ensure that funding is provided based on the distribution of populations disproportionately impacted by HIV/AIDS. Congress makes annual appropriations to the Ryan White AIDS program, and we will lobby for adequate funding from the Labor, Health and Human Services Appropriations Subcommittees that meet or exceed the President's request in his FY 2016 proposed budget request.

PLAN/OUTLINE FOR THE FORT LAUDERDALE FEDERAL AGENDA

Upon commencement of our contract, the Alcalde & Fay Fort Lauderdale Client Team will immediately seek to schedule a teleconference with your City Manager and Department Heads to formulate your federal legislative agenda with Congress already underway with its new session. The agenda would result from confirmation of the items we have analyzed above, and further review or updates of the City's budget, Community Investment Plan, and Annual Action plan.

As an initial outline for formulating this agenda, we would commence as follows:

- I. Review the current status of various projects underway in Fort Lauderdale to assess current and future federal funding needs and policy goals;
- II. Identify potential sources of federal, state, and private foundation funding, and assess the potential for other ways to leverage the policy process in advancement of Fort Lauderdale's priorities in this area; and
- III. Assess the Congressional policy outlook over the next year in conjunction with the President's priorities as set forth in his State of the Union Speech in late January, and identify areas of concern and priority for Fort Lauderdale.
- IV. With the release of the President's Proposed Budget in February, we will further assess administration initiatives for funding opportunities, or areas of concern, and thereafter relay a consolidated comprehensive Fort Lauderdale legislative agenda packet to your Members of Congress, and begin reaching out key congressional committees while prospecting for various other grant availabilities.

With the new Republican majorities in the House and Senate, we anticipate the next 12 months will continue to be volatile in Washington, DC. Particularly over the next several months, the government will need to make decisions that have the potential to dramatically impact local communities. As a result, the federal legislative and advocacy agenda will be continuously re-assessed to take into account changing political circumstances.

Ability to Assign Appropriate Resources to Fort Lauderdale in Timely Manner

As discussed in our Statement of Proposed Services in Tab 6, we employ a team approach to serve the needs of our clients. We pair clients with firm members who have the skills, background and experience necessary to maximize the likelihood of success in implementing the federal legislative and grant agenda of our clients.

Although different members of the client team may work on various projects for Fort Lauderdale, each of the team members would be knowledgeable about the City's agenda. The "main contact" for the client team, **Maurice Kurland, Partner**, will provide overall direction toward achieving the goals of Fort Lauderdale.

This hub and spoke approach – with a Partner as the primary contact – allows our clients to have a central contact to confer in detail about all issues, while ensuring that other Alcalde and Fay team members are kept abreast of key issues but remain focused upon their distinct roles on behalf of a client's needs. In this way, the client team manager is able to quickly assess a client's need for additional resources not only within the client team, but firm wide and have them assigned.

Mr. Kurland will ensure that the City receives timely legislative reports, notifications, grant alerts, and grant blueprints. As legislation or agency actions emerge or gain sudden momentum, we are able to revise and update our client's legislative agenda as needed, and assign additional firm Partners and Associates in a timely fashion and coordinate a prompt response.

Additionally, with the City's particular interest in grant services, having our Director of Grant Services, Anne Cullather, as part of the client team will provide a direct conduit for the designation of additional staff for grant prospecting, grant application writing and grant review as needs arise.

Finally, as an independent lobbying firm, not only do we organize ourselves into client teams, but into nine practice groups: Municipal/Public Bodies; Transportation/Infrastructure; Environment/Energy; Maritime; Education; Cybersecurity; General/Corporate; Government Contracting and IT; and Media and Communications. Firm wide we continuously share information, collaborate, and confer about strategies and via our practice groups we are able to quickly bring on additional firm staff to a particular client's needs falling within a practice group.

Additional services available in-house

Alcalde and Fay has additional grassroots communications, association management, and coalition building services available in-house, with some samples as follows:

Our firm has worked on behalf of the Keep America Moving Coalition, comprised 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 and build community based support for the organization's legislative initiatives.

From 2011 – 2013 we successfully led a coalition comprised of Monroe, Miami-Dade, Broward, and Palm Beach Counties; Broward and Palm Beach Sheriff's Offices, and multiple South Florida cities to preserve and increase Urban Area Security Initiative (UASI) funding that Congress had put in jeopardy for South Florida. In FY2012 a \$5.4 million allocation was retained, and increased in FY2013 to \$5.5 million as administered through our clients – the cities of Miramar and Miami who served the combined Ft. Lauderdale/Miami UASI.

Separately, our firm President, Kevin Fay, serves as the Executive Director of the International Climate Change Partnership, a coalition of fortune 500 companies and trade associations working to develop international policies on the global climate change issue. He is also active as Counsel to the Alliance for Responsible Atmospheric Policy, a coalition of several hundred companies and associations working to address ozone depletion issue. Mr. Fay, has testified frequently before Congress, and serves as an industry representative at international negotiations dealing with these issues. Also, our firm has led 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. Intensive public information campaigns were conducted in 45 states on behalf of ACE, along with an offshoot of ACE, the Alliance for Clean Coal.

Additional In-House Services - Fee Schedule (Informational Purposes Only)

For grass roots communications and coalition building for Fort Lauderdale in line with the above samples, Alcalde & Fay would propose a monthly retainer of \$5,000.

CLIENT REFERENCES

Alcalde & Fay is pleased to provide the following references of municipal clients that we have provided similar lobbying services. We also include as a reference our client the Florida Inland Navigation District, with the maintenance and dredging they conduct including securing of U.S. Army Corps of Engineers permits, and providing for grants to communities along the intercoastal waterway.

City of Deerfield Beach, Florida

Burgess Hanson, City Manager
150 2nd Avenue, NE, Deerfield Beach, FL 33441 (954) 480-4263
Chmgrpc2@deerfield-beach.com
Service: 1997 - Present

City of Lauderdale Lakes, Florida

Jonathan K. Allen, City Manager
4300 NW 36th St., Lauderdale Lakes, FL 33319 (954) 535-2740
jonathana@lauderdalelakes.org
Service 2006 - Present

City of Miramar, Florida

Lori Moseley, Mayor; Kathleen Woods Richardson, City Manager
2300 Civic Center Place, Miramar, FL 33025 (954) 602-3091
LMoseley@ci.miramar.fl.us; kwoodsrichardson@ci.miramar.fl.us
Service: 2009 - Present

City of Riviera Beach, Florida

Ruth Jones, City Manager
600 West Blue Heron Blvd., Riviera Beach, FL 33419 (561) 845-4010
Rjones@Rivierabch.com
Service: 1998 - Present

Florida Inland Navigation District

Mark Crosley, Executive Director
1314 Marcinski Rd., Jupiter, FL 33477 (561) 627-3386
mcrosley@aicw.org

FIND is a special state taxing district for the management and maintenance of the Atlantic Intercoastal Waterway – encompassing 12 counties including Broward County.
Service: 2002 - Present

MAJOR SUCCESSES FOR CLIENTS IN THE PAST FIVE YEARS

Alcalde & Fay is pleased to provide the following descriptions of the following five major successes for clients in the past five years. We also direct your attention to the Appendix where we include additional examples of firm successes for our clients as a result of our representation.

PRESERVATION OF MIAMI/FORT LAUDERDALE URBAN AREA SECURITY INITIATIVE (UASI) FUNDING

From 2011 – 2013 we successfully maintained and obtained an increase in Urban Area Security Initiative (UASI) funding for South Florida from \$5.4 million to \$5.5 million working on behalf of the firm's clients the Cities of Miramar and Miami, who were serving as the Ft. Lauderdale/Miami UASI administering entities. This effort was undertaken after two back to back approximate 50% reductions in UASI funding, and a Congressional threat to eliminate UASI funding entirely for South Florida.

We led a three year lobbying effort, comprised of a four County (Monroe, Miami-Dade, Broward, and Palm Beach), multi city coalition (Aventura, Ft. Lauderdale, Hialeah, Homestead, Medley, Miami, Miami Beach, Miami Gardens, Miramar, North Miami, Pembroke Pines) to preserve UASI funding for South Florida. Our targeted efforts included coordination of two Washington "Fly-Ins" to meet with Florida's Congressional delegation and House and Senate Homeland Security Committee along with officials at the Department of Homeland Security to support adequate program funding and recognition of the unique risks and responsibilities in South Florida. Furthermore, we helped draft report language that was adopted in committee directing the Department of Homeland Security to allocate UASI funds with consideration for the Ft. Lauderdale/Miami UASIs unique factors, and during consideration of the FY2012 Homeland Security Bill secured the support of the entire Florida delegation for an amendment that restored UASI eligibility to the Ft. Lauderdale/Miami UASI.

PREVENTION OF FAA CLOSURE OF BOCA RATON AIR TRAFFIC CONTROL TOWER

In 2013, at the City of Boca Raton's request, we advocated on behalf of the Boca Raton Airport Authority and helped prevent the closure of the Boca Raton Air Traffic Control Tower due to funding cuts triggered by sequestration. We worked closely with the City staff and the Boca Raton Airport Authority to lobby key Members of Congress and the

FAA on this issue, including advising the City in its adoption of a formal resolution against the closure, and compiling key information about the detrimental impacts of the closure. Also, we helped draft a joint Congressional letter from Reps. Ted Deutch (D-FL) and Lois Frankel (D-FL) to then Secretary of Transportation Ray LaHood, and FAA Administrator Michael Huerta asking that the Boca Raton Tower be excluded from the closures by utilizing the additional \$230 million in funds to maintain Air Traffic Control Tower operations. In May 2013, Secretary LaHood and FAA Administrator Huerta advised that Air Traffic towers would remain open.

\$22.18 MILLION FOR SHORE PROTECTION (BEACH RENOURISHMENT) FOR PALM BEACH COUNTY

On behalf of Palm Beach County, in Fiscal Year 2013 and Fiscal Year 2014, we were successful in obtaining programmatic funding in Energy and Water Appropriations legislation for Shore Protection. From the Shore Protection line item, we worked with the U.S. Army Corps of Engineers (in both Jacksonville, Florida District and at Headquarters in Washington, D.C.) and the County's congressional delegation to obtain direct funding for the Palm Beach County Shore Protection Project in the Corps of Engineers FY 2013 and FY 2014 work plans. In the two work plans, we were successful in securing \$22.18 million for four beach segments, as follows:

- FY 2013 - \$9.98 million for beach renourishment of Ocean Ridge, Delray Beach and the North Boca Raton segment.
- FY 2014 - \$12.2 million for reimbursements for all four County segments of the project. The Corps had been reluctant to provide reimbursement funding for years, so this was a significant victory.

\$40 MILLION IN FEDERAL FUNDING FOR THE FLORIDA KEYS WATER QUALITY IMPROVEMENT PROGRAM

From 2009 – 2014, we worked on behalf of the Cities of Key West and Islamorada to obtain over \$40 million in federal funding from the Army Corps of Engineers budget for the Florida Keys Water Quality Improvement Program. Moreover, we were able to obtain \$30 million of this amount from the American Recovery and Reinvestment Act that comprised over 20% of the total funding in the Stimulus bill for Environmental Restoration. The program provides funding to municipalities in the Florida Keys to construct advanced wastewater treatment systems to protect the near shore waters and the National Marine Sanctuary ecosystem. Funding was secured over several fiscal

years in the annual Energy and Water Development Appropriations legislation, that along with Congressional delegation letters we helped draft to key appropriators, we also arranged for key discussions with the U.S. Army Corps about this project here. We are continuing to coordinate the efforts of Key West and Islamorada, along with the cities of Marathon and the Key Largo Wastewater Treatment for additional funding for this program.

\$350,000 ECONOMIC DEVELOPMENT ADMINISTRATION (EDA) PUBLIC WORKS GRANT

In 2014, our client Hillsborough Community College (HCC) located in Tampa, Florida, successfully secured a \$350,000 EDA Public Works grant that we provided full grant services, including grant writing and securing support from the Community College's congressional delegation. We arranged for a pre-application teleconference to obtain clarifying grant information from EDA officials here in Washington, conducted multiple teleconferences with the College as part of the grant writing process, and advocated in support of the grant to HCC's Members of Congress.

The grant allows the school to renovate and update facilities to establish the Diesel/Marine Diesel/Transit Training Center with multiple bays for trucks, buses, and other vehicles and space for engine labs. Moreover, it will help meet the hiring needs of the transportation industry in the region by providing workforce development in diesel powered technologies. Overall investment including local funding amounts to \$704,147 for a workforce development and training project that will create an estimated forty jobs.

RELATIONSHIPS, RESOURCES AND CAPABILITIES

BI-PARTISAN RELATIONSHIPS

Recognized as a bipartisan firm, the partners and personnel of Alcalde & Fay are able to readily access agency officials, Congressional Members, and legislative staff on both sides of the aisle. Moreover, through our extensive representation of clients throughout Florida, our firm is known by the entire Florida delegation and we have great rapport with their staffs. We confer frequently with them about local community issues as well as those impacting the entire State. While Florida Senators Bill Nelson (D) and Marco Rubio (R) and House Members Lois Frankel (D), Alcee Hastings (D), and Debbie Wasserman Schultz (D) will provide the base of support for implementing Fort Lauderdale's federal legislative agenda, it is critical to have solid working relationships with key House and Senate Chairmen, Ranking Members, and Senior staff from other states outside of Florida.

At Alcalde & Fay, that is our special added value. With our national and international client base, that includes the Cruise Line International Association, along with clients in Arizona, California, Florida, Georgia, Iowa, Illinois, New Jersey, New Mexico, Texas, Virginia and Washington, the firm is well acquainted with key committee members of Congress. For over 40 years, we have worked with leadership and senior staff from across the country who will be instrumental in achieving the City's goals, including the Chairs and Ranking Members of the Appropriations, Transportation and Infrastructure, Environment and Public Works, Homeland Security, and Commerce Committees.

Principals in our firm for example have developed a tremendous working relationship with House Transportation and Infrastructure Chairman Bill Shuster (R-PA), and known previous Chairman John Mica (R-FL) since he was Chief of Staff to former U.S. Senator Paula Hawkins (R-FL). Josh Gaboton, Partner, served on Congressman Mica's personal staff for eight years. Furthermore, we have longstanding working relationships with senior committee members including Frank LoBiondo (R-NJ), Corrine Brown (D-FL), and Don Young (R-AK).

Skip Bafalis, Partner and Client team member, served ten years on the committee (formerly known as the Public Works Committee) and many of his former colleagues now hold leadership positions in Congress, including Senator Thad Cochran (R-MS), the incoming Chairman of the Senate Appropriations Committee. Paul Schlesinger, Partner, previously served as the Staff Director for the House Transportation and Infrastructure Committee, and as a result of representing large California transportation

entities including the Golden Gate Bridge Transportation District, has a solid rapport with the Senator Barbara Boxer (D-CA) and her staff, who will be the Ranking Member of the Senate Environment and Public Works Committee in the 114th Congress.

As a result of these types of relationships across Capitol Hill, we are able to promote priorities to other key leaders outside of Florida. Moreover, these long-standing relationships based enable us to "stay ahead" of developments of interest to Fort Lauderdale. We are often able to provide input while initiatives are in their earliest evolutionary stages. Further, because of the range of issues that staff must monitor, often we learn of funding opportunities and policy changes even before your Congressional Members which allows for early opportunities to pursue grants or changes in policy.

EXECUTIVE BRANCH RELATIONSHIPS

In addition to Capitol Hill, our long-term bipartisan relationships extend well into the ranks of political appointees and senior career staff in many of the Federal departments. Alcalde & Fay has extensive contacts and significant experience in dealing with the White House; Departments of Agriculture, Energy, Transportation, Interior, Labor, Homeland Security, Commerce, Justice, Housing and Urban Development; U.S. Army Corps of Engineers; and the Environmental Protection Agency (EPA), among others.

Our relationships with federal department officials and staff will be an asset to raise the City's profile in Washington to secure competitive grant funding, cut through bureaucratic red tape, expedite project review and federal permits, and resolve other issues that fall under federal jurisdiction.

ENHANCING RELATIONSHIPS WITH CONGRESS AND THE EXECUTIVE BRANCH

Overall, the professional relationships that Alcalde & Fay has developed over 42 years of lobbying in Washington, D.C., would become Fort Lauderdale's relationships. As your representatives in Washington, we will utilize our contacts to provide the Mayor, Commissioners, and City Staff increased access to federal decision makers. We will facilitate meetings in Washington with federal agency program officers, as well as on Capitol Hill. We will similarly facilitate meetings when travel is available for congressional staff and intergovernmental agency officers to visit Fort Lauderdale and impress upon them the unique priority needs of the City. We have experience coordinating these visits that are especially illuminating to staff who may not be from Florida, and are able to gain a fuller understanding of the issues through a firsthand look and an opportunity to ask pointed questions on site.

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

(1) _____ is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
 Business Name

(2) _____ is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.
 Business Name

(3) _____ is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.
 Business Name

(4) _____ requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
 Business Name

(5) _____ requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.
 Business Name

(6) AICAIDE & FAY, LTD is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.
 Business Name

BIDDER'S COMPANY: AICAIDE & FAY, LTD

AUTHORIZED COMPANY PERSON: MAURICE KURIAN Maurice Kurian 1/6/2015
 NAME SIGNATURE DATE



New in this issue:

Department of Education

- **Performance Partnership Pilots – Education and Training for Disconnected Youths**

Department of Housing and Urban Development

- **Choice Neighborhoods Implementation Grant Program**

Department of Interior

- **Land and Water Conservation Fund – State and Local Assistance Program**

Institute of Museum and Library Services

- **National Leadership Grants for Libraries**
- **Sparks! Ignition Grants for Libraries and Museums**

National Endowment for the Humanities

- **Museums, Libraries, and Cultural Organizations: Implementation & Planning Grants**

NEW GRANT ANNOUNCEMENTS

DEPARTMENT OF EDUCATION

Performance Partnership Pilots

The Performance Partnership Pilots (P3) program, authorized by the Consolidated Appropriations Act, 2014, Division H, Section 526 (the Act), will enable up to ten pilot sites to test innovative, outcome-focused strategies to achieve significant improvements in educational, employment, and other key outcomes for disconnected youth using new flexibility to blend existing Federal funds and to seek waivers of associated program requirements. P3 pilots will receive start-up grants to support ongoing planning, streamlined governance, strengthened data infrastructure, improved coordination, and related activities to help pilots improve outcomes for disconnected youth.

Eligible Applicants

Nonprofits that do not have a 501(c)(3) status with the IRS, other than institutions of higher education, Special district governments, Native American tribal governments (Federally recognized), City or township governments, Nonprofits having a 501(c)(3) status with the IRS, other than institutions of higher education, County governments and State governments

Funding

\$7.1 million is available for 10 awards

Application Deadline

March 4, 2015.

Additional program and application information can be found [here](#), or by contacting Braden Goetz at (202) 245-7405 or: disconnectedyouth@ed.gov.

DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT

Choice Neighborhoods Implementation Grant Program

Choice Neighborhoods Implementation Grants support the implementation of comprehensive neighborhood revitalization plans that are expected to achieve the following three core goals:

1. **Housing:** Replace distressed public and assisted housing with high-quality mixed-income housing that is well-managed and responsive to the needs of the surrounding neighborhood;
2. **People:** Improve educational outcomes and intergenerational mobility for youth with services and supports delivered directly to youth and their families; and
3. **Neighborhood:** Create the conditions necessary for public and private reinvestment in distressed neighborhoods to offer the kinds of amenities and assets, including safety, good schools, and commercial activity, that are important to families' choices about their community. To achieve these core goals, communities must develop and implement a comprehensive neighborhood revitalization strategy, or Transformation Plan.

Grants are awarded in the following categories:

- **Planning Grants:** These grants assist communities in developing a successful neighborhood transformation plan and building necessary support for that plan to be successfully implemented.
- **Implementation Grants:** These grants support those communities that have undergone a comprehensive local planning process and are ready to implement their "Transformation Plan" to redevelop the neighborhood.

Eligible Applicants

Local governments; public housing authorities (PHAs); nonprofits; and for-profit developers that apply jointly with a public entity.

Funding

Approximately \$76 million is expected to be available for up to four awards, not to exceed \$30 million each.

Application Deadline

February 9, 2015

Application and program information can be found [here](#).

For more information contact Choice Neighborhood Program at (202) 401-8812 or ChoiceNeighborhoods@hud.gov.

DEPARTMENT OF THE INTERIOR

Land and Water Conservation Fund - State and Local Assistance Program

Through this program, the National Park Service at the Department of the Interior provides matching grants to states and through states to local governments for the acquisition and development of land and water for outdoor recreation purposes. Land acquisition and development grants may be used in support of a wide range of outdoor recreation uses, such as city parks, playgrounds, picnic areas, campgrounds, bike trails, swimming pools, and sport

fields, as well as for infrastructure that supports these activities, such as restrooms. Outdoor recreation areas and facilities must be open to the general public and not limited to special groups.

Eligible Applicants

State governments and state subdivisions, such as cities, counties, and special purpose districts.

Funding

Approximately \$45 million will be made available for 300 awards ranging from \$5,000 to \$2.5 million. A minimum of a 1:1 match is required from state, local, or private sources.

Application Deadline

August 11, 2015. Applications must first be reviewed and cleared by NPS for final submission for award processing.

Application and program information can be found [here](#).

For further information, contact Elisabeth Morgan Fondriest at (202) 354-6916 or Elisabeth.Fondriest@nps.gov.

INSTITUTE OF MUSEUM AND LIBRARY SERVICES

National Leadership Grants for Libraries

National Leadership Grants (NLG) for Libraries support projects that address challenges faced by the library and/or archive fields and that have the potential to advance practice in those fields. Successful proposals will generate results such as new tools, research findings, models, services, practices, or alliances that can be widely used, adapted, scaled, or replicated to extend the benefits of federal investment.

Grants are awarded in the following categories:

- **Project Grants:** These grants support fully developed projects for which needs assessments, partnership development, feasibility analyses, prototyping, and other planning activities have been completed.
- **Research Grants:** These grants support the investigation of key questions important to library or archival practice.
- **Planning Grants:** These grants allow project teams to perform preliminary activities, such as analyzing needs and feasibility, solidifying partnerships, developing project work plans, or developing prototypes or proofs of concept.
- **National Forum Grants:** These grants provide the opportunity to convene qualified groups of experts and key stakeholders to consider issues or challenges that are important to libraries or archives across the nation. Grant-supported meetings are expected to produce reports for wide dissemination with expert recommendations for action or research that address a key challenge identified in the proposal.

Eligible Applicants

State and local governments or private not-for-profits that qualify as a library or a parent organization, such as a school district, municipality, state agency, or an academic institution, that is responsible for the administration of a library. Additional information regarding eligibility is available via the program information link provided below.

Funding

Approximately \$7 million is available for 10-20 grants ranging from \$10,000 to \$2 million. Applicants requesting \$250,000 or more must provide funds from non-federal sources in an amount that is equal to or greater than the amount of the grant.

Application Deadline

February 2, 2015

Application and program information can be found [here](#).

For further information, contact Tim Carrigan, Sr. Library Program Officer, at (202) 653-4639 or tcarrigan@imls.gov, or contact Sandra Toro, PhD, Sr Library Program Officer, at (202) 653-4662 or, storo@imls.gov.

Sparks! Ignition Grants for Libraries and Museums

Sparks! Ignition Grants for Libraries (Sparks Grants) are a special funding opportunity within the Institute of Museum and Library Services (IMLS) National Leadership Grants for Libraries program. These grants encourage libraries and archives to prototype and evaluate specific innovations in the ways they operate and the services they provide, resulting in new tools, products, services, or organizational practices.

Successful Sparks Grants projects:

- **Broad Impact:** Projects should show potential for far-reaching impact beyond primary institution and influence practice across one or more disciplines or specific fields within the library or archival profession.
- **In-depth Knowledge:** Projects should reflect a thorough understanding of current practice and knowledge about the subject matter and an awareness and support of current strategic initiatives and agendas in the field.
- **Innovative Approach:** Projects should employ new approaches to strengthen and improve services to benefit the audiences and communities being served.
- **Shared Results:** Proposals should generate results that can be widely used, adapted, scaled, or replicated to extend the benefits of federal investment

Museums, Libraries, and Cultural Organizations: Implementation and Planning Grants

Museums, Libraries, and Cultural Organizations Grants provide support for museums, libraries, historic places, and other organizations that produce public programs in the humanities. Projects must be analytical and grounded in humanities scholarship and they must demonstrate the potential to attract a broad, general audience, though they may be tailored to particular groups, such as families, youth (including K-12 students), teachers, seniors, at-risk communities, and veterans.

Implementation Grants

These types of grants support final scholarly research and consultation, design development, production, and installation of a project for presentation to the public. Formats utilized may include the following:

- Exhibitions at museums, libraries, and other venues;
- Interpretations of historic places, sites, or regions;
- Book/film discussion programs; living history presentations; other face-to-face programs at libraries, community centers, and other public venues; and
- Interpretive websites, mobile applications, games, and other digital formats.

Planning Grants

These types of grants support the early stages of project development, including consultation with scholars, refinement of humanities themes, preliminary design, testing, and audience evaluation. Formats utilized may include the following:

- Exhibitions at museums, libraries, and other venues;
- Interpretations of historic places, sites, or regions; and
- Book/film discussion programs; living history presentations; and other face-to-face programs at libraries, community centers, and other public venues.

Eligible Applicants

State, county, city, township, and special district governments; institutions of higher education; and nonprofits.

Funding

Implementation Grants: Approximately eight awards will be made ranging from \$400,000 to \$460,000, though awards for up to \$1 million are available for projects that have unusual significance and promise to reach

exceptionally wide audiences.

Planning Grants: Approximately six awards will be made ranging from \$40,000 to \$75,000.

Application Deadline

January 14, 2015

Application and program information for Implementation Grants can be found [here](#), and application and program information for Planning Grants can be found [here](#).

For further information contact the NEH's Division of Public Programs at (202) 606-8269 or publicgms@neh.gov.

Eligible Applicants

State and local governments; nonprofit organizations; and libraries or parent organizations, such as school districts and municipalities. Additional information about eligibility is available via the information link provided below.

Funding

Approximately \$250,000 is available for approximately 10-12 grants ranging from \$10,000 to \$25,000.

Application Deadline

February 3, 2015

Application and program information may be found [here](#).

For further information, please contact Tim Carrigan, Sr. Library Program Officer, at (202) 653-4639 or tcarrigan@imls.gov, or contact Sandra Toro, PhD, Sr. Library Program Officer, at (202) 653-4662 or storo@imls.gov.

PREVIOUS GRANT ANNOUNCEMENTS

DEPARTMENT OF COMMERCE

Planning and Local Technical Assistance Programs

Under the Planning and Local Technical Assistance programs grants, the Economic Development Administration (EDA) assists recipients in creating regional economic development plans designed to stimulate and guide the economic development efforts of a community or region. EDA supports Partnership Planning investments to facilitate the development, implementation, revision, or replacement of Comprehensive Economic Development Strategies (CEDs), which articulate and prioritize the strategic economic goals of recipients' respective regions.

Eligible Applicants

States, cities, or other political subdivisions of a state, including a special purpose unit of a state or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions; district organizations; institutions of higher education or a consortium of institutions of higher education; or public or private non-profits acting in cooperation with officials of a political subdivision of a state.

Funding

Annual grant amounts per recipient for EDA's Partnership Planning, Short-Term, and State Planning programs are typically between \$60,000 and \$70,000.

Application Deadline

Applications are accepted on a continuing basis and processed as received.

Application and program information can be found [here](#).

For more information, contact the appropriate regional office or Economic Development Representative listed in the announcement. EDA's [website](#) contains additional information on its programs.

DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT (HUD)

Jobs Plus Pilot Program

The Jobs Plus Pilot Program is to develop locally-based, job-driven approaches to increase earnings and advance employment outcomes through work readiness, employer linkages, job placement, educational advancement technology skills, and financial literacy for residents of public housing. The place-based Jobs Plus Pilot program addresses poverty among public housing residents by incentivizing and enabling employment through income disregards for working families, and a set of services designed to support work including employer linkages, job placement and counseling, educational advancement, and financial counseling. Ideally, these incentives will saturate target developments, building a work culture and making working families the norm.

Eligible Applicants

Eligible applicants are Public Housing Associations (PHAs) that operate one or more public housing developments (as designated for asset management purposes) that meet the criteria outlined in the NOFA. Eligible developments must meet the following requirements:

- Minimum development size of 250 households (excluding elderly-only households);
- At least 50% of households (excluding elderly-only) contain no member showing earned income in PIC; and
- Units to be served must be within a ¼ mile radius of each other.

Funding

Approximately \$24 million is available for awards ranging from \$10,000 to \$3 million.

Application Deadline

December 17, 2014

Application and program information can be found [here](#).

For further information, please contact Anice Chenault via email, jobsPlus@hud.gov.

ENVIRONMENTAL PROTECTION AGENCY

Environmental Justice Small Grants Program

The U.S. EPA's the Environmental Justice Small Grants (EJSG) Program provides funding for projects that address local environmental and public health issues within an affected community. The FY 2015 program will consider proposals supporting community-based preparedness and resilience efforts (community climate resiliency). The goal is to recognize the critical role of localized efforts in helping communities shape climate change strategies to avoid, lessen, or delay the risks and impacts associated with climate change with an emphasis on bolstering the efforts of underrepresented communities to address climate change vulnerabilities and develop solutions.

Eligible Applicants

Incorporated non-profit organizations. Colleges, universities, hospitals and state and local governments and entities are encouraged to partner with eligible organizations for technical assistance.

Funding

It is anticipated that \$1.2 million will be available for 40 awards of up to \$30,000 each.

Application Deadline

December 15, 2014

Application and program information can be found [here](#).

For further information, please contact Sheritta Taylor at (202) 564-1771 or oejgrants@epa.gov.

FY15 Guidelines for Brownfields Assessment Grant

The Environmental Protection Agency's (EPA) Brownfields Program supports states, communities, tribes, and nonprofits to prevent, inventory, assess, clean up, and reuse brownfield sites. EPA Brownfields Assessment Grants provide funds to inventory, characterize, assess, and conduct planning (including cleanup planning) and community involvement related to brownfield sites.

Under this listing, EPA is seeking proposals for Assessment Grants only. A solicitation for new Revolving Loan Fund Grants will not be issued in FY15. EPA expects to solicit requests from existing, high performing RLF grantees through a Federal Register notice for supplemental RLF funding in early 2015. If you are interested in requesting funding for Cleanup Grants, please refer to announcement EPA-OSWER-OBLR-14-08 (Cleanup Grant guidelines) posted separately [here](#).

Eligible Applicants

States and local government; land clearance authority or other quasi-governmental entity under the supervision of a general purpose unit of local government; government entity created by State legislature; regional council or group of general purpose units of local government; redevelopment agency chartered or sanctioned by a State.

Funding

It is anticipated that \$41.4 million will be available for 165 awards of up to \$600,000 each.

Application Deadline

December 19, 2014

Application and program information can be found [here](#).

For further information, contact Jerry Minor-Gordon at (202) 566-1817 or minor-gordon.jerry@epa.gov.

FY15 Guidelines for Brownfields Cleanup Grant

The Environmental Protection Agency's (EPA) Brownfields Program provides funds to empower states, communities, tribes, and nonprofits to prevent, inventory, assess, clean up, and reuse brownfield sites. EPA Brownfields Cleanup Grants support cleanup activities at a specific brownfield site owned by the applicant.

Under these guidelines, EPA is seeking proposals for Cleanup Grants only. If you are interested in requesting funding for Assessment, please refer to announcement EPA-OSWER-OBLR-14-07 (Assessment Grant guidelines) posted separately [here](#). A solicitation for new Revolving Loan Fund Grants will not be issued in FY15. EPA expects to solicit requests from existing, high performing RLF grantees through a Federal Register notice for supplemental RLF funding in early 2015.

Eligible Applicants

States and local government; land clearance authority or other quasi-governmental entity under the supervision of a general purpose unit of local government; government entity created by State legislature; regional council or group of general purpose units of local government; redevelopment agency chartered or sanctioned by a State.

Funding

It is anticipated that \$18.1 million will be available for 90 awards of up to \$200,000 each.

Application Deadline

December 19, 2014

Application and program information can be found [here](#).

For further information, contact Jerry Minor-Gordon at (202) 566-1817 or minor-gordon.jerry@epa.gov.

NATIONAL ENDOWMENT FOR THE ARTS

Our Town

The National Endowment for the Arts is providing grants for creative placemaking projects that contribute toward the livability of communities and help transform them into lively, beautiful, and resilient places with the arts at their core. Our Town prioritizes partnerships between arts organizations and government, private, and nonprofit organizations to achieve livability goals for communities.

Our Town offers support for projects in two areas:

- **Arts Engagement, Cultural Planning, and Design Projects:** These projects should represent the distinct character and quality of their communities
- **Projects that Build Knowledge About Creative Placemaking:** These projects should expand the capacity of artists and arts organizations to work more effectively with economic and community development practitioners, and vice versa, to improve the livability of the communities and create opportunities for all.

Eligible Applicants

State, county, city,; independent school districts; institutions of higher education; and nonprofits.

All applications must have partnerships that involve two primary partners: a nonprofit organization and a local governmental entity. One of the two primary partners must be a cultural (arts or design) organization.

Funding

Approximately ten awards will be made. Requested grant amounts must be at one of the following levels: \$25,000; \$50,000; \$75,000; \$100,000; \$150,000; or \$200,000. The NEA will award very few grants at the \$200,000 level; these will be only for projects of significant scale and impact. All grants require a nonfederal match of at least 1 to 1. Matching funds that are proposed but not yet committed at the time of the application deadline may be included.

Application Deadline

December 15, 2014

Application and program information can be found [here](#).

For further information, please contact the NEA at (202) 682-5400 or via email, OT@arts.gov.

ALCALDE & FAY

GOVERNMENT & PUBLIC AFFAIRS CONSULTANTS



BLUEPRINT FOR GRANT DEVELOPMENT

DEPARTMENT OF COMMERCE/ECONOMIC DEVELOPMENT AGENCY

PUBLIC WORKS AND ECONOMIC ADJUSTMENT ASSISTANCE GRANT PROGRAMS

Alcalde & Fay presents this document to highlight key components of this grant program, and the critical steps and requirements and deadlines for submission of a grant application. This document is comprised of parts of the full application for this grant and is not intended to reflect all application instructions, regulations, or guidelines, and therefore we always direct applicants to review the full grant notice of funding availability.

COMPETITION DETAILS

- **Deadline for Application Submission:**
 - **June 13, 2014 for funding cycle 4 of FY 2014;**
 - **October 17, 2014 for funding cycle 1 of FY 2015**

- **Application Submission:** Applicants may obtain all components of the appropriate application package electronically at the following web address: http://www.grants.gov/applicants/apply_for_grants.jsp; enter "EDAP2014" as the Funding Opportunity Number.

- **Preferred Electronic File Format** PDF (portable document format); however, Microsoft Word, WordPerfect, or Microsoft Excel are acceptable.

- **Registration requirements:** 1) Grants.gov (www.grants.gov), 2) Bradstreet & DUNNS, 3) CCR 4) AOR

- **Preliminary Review:** Applicants have the option of receiving preliminary feedback on an application's technical and competitive merits by submitting the application for an optional preliminary review; EDA will provide feedback no later than 15 days after receipt.

- **Project Duration:** Dependent on the project scope of work

- **Estimated Funds Available:** Public Works Program: estimated \$ 112 million;
Economic Adjustment Assistance Portion: \$ 50 million

- **Ranges** Public Works investments have averaged \$1.4 million and range from \$200,000 to \$3 million; EAA investments have averaged \$820,000 and range from \$100,000 to \$1,250,000.
- **Cost Sharing or Matching Requirement:** Yes, local match must equal a minimum of 50%. Projects may receive an additional amount that shall not exceed 30 percent, based on the relative needs of the region in which the project will be located, as determined by EDA. The agency has discretion to invest up to 100% of the total project costs in locations that have exhausted their effective taxing and borrowing capacity as well as projects sponsored by Indian tribes.
- **Preference Given:** Yes, Cash contributions, over in-kind matching funds. Applicants should work with EDA to determine how in-kind contributions can be utilized to satisfy the matching requirement for their project.
- **Eligible Applicants:** a District organization of a designated Economic Development District (EDD); a State, *city*, or other political subdivision of a State, including a special purpose unit of a State or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions; institutions of higher education; public or private non-profit organizations or associations acting in cooperation with officials of a political subdivision of a state.
- **Eligible Projects:** must be located in a region that meets one or more of the following *economic distress criteria*:
 1. **An unemployment rate** that is, for the most recent 24-month period for which data are available, at least one percentage point greater than the national average unemployment rate;
 2. **Per capita income** that is, for the most recent period which data are available, 80 percent or less of the national average per capital income; or
 3. A "Special Need" as determined in section VII, EDA Federal Funding Opportunity (FFO).

PROGRAM PURPOSE

Through the Public Works Program, EDA provides investments to help distressed communities build, design, or engineer critical infrastructure and facilities that will help implement regional development strategies and advance bottom-up economic development goals to promote regional prosperity. Prior examples of projects include water and sewer system improvements, industrial parks, high-tech shipping and logistics facilities, workforce training facilities, business incubators and accelerators, brownfield development, technology-based facilities, wet labs, multi-tenant manufacturing facilities, science and research parks, and telecommunications infrastructure and development facilities.

The purpose of Economic Adjustment Assistance Investments is to address the needs of communities experiencing adverse changes that may occur suddenly or over time, including but not limited to those caused by: Military base closure or realignments, defense contractor reductions in force, or U.S. Department of Energy defense-related funding reductions; Federally-Declared Disasters; international trade; long-term economic deterioration; loss of a major community employer; or loss of manufacturing jobs.

Economic Adjustment Assistance Investments are intended to enhance a distressed community's ability to compete economically by stimulating private investment in targeted economic sectors through use of tools that: help, develop and implement a Comprehensive Economic Development Strategy (CEDS); expand the capacity of public officials and economic development organizations to work effectively with businesses; assist in overcoming major obstacles identified in the CEDS; enable communities to plan and coordinate the use of Federal resources and other resources available to support economic recovery, development of Regional economies, or recovery from natural or other disasters; or encourage the development of innovative public and private approaches to economic restructuring and revitalization.

Economic Adjustment Assistance Investments may be used to develop a CEDS to alleviate long-term economic deterioration or a sudden and severe economic dislocation ("Strategy Grant"), or to fund a Project implementing such a CEDS (an "Implementation Grant"). Strategy Grants support developing, updating or refining a CEDS. Implementation Grants include infrastructure improvements, such as site acquisition, site preparation, construction, rehabilitation and equipping of facilities; provision of business or infrastructure financing through the capitalization of Recipient-administration Revolving Loan Funds, which may include loans, loan guaranties and interest rate buy-downs to facilitate business lending activities; market or industry research and analysis; technical assistance, including organizational development such as business networking, restructuring or improving the delivery of business services, or *feasibility studies*; public services; and /or training.

DA Investment Priorities

1. **Collaborative Regional Innovation** – Projects that support the expansion and growth of innovation clusters based on a region's existing competitive strength
2. **Public/Private Partnerships** – Projects that use both public and private sector resources and leverage complementary investments by other government/public entities and/or non-profits;
3. **National Strategic Priorities** – projects that encourage job growth and business expansion related to the following:
 - advanced and innovative manufacturing;
 - information technology infrastructure (e.g., broadband/smart-grid);
 - communities severely impacted by automotive industry restructuring;

- increasing manufacturing, including advanced manufacturing, manufacturing supply chains and foreign direct investment in manufacturing facilities;
 - restoring or improving urban waters;
 - natural disaster mitigation and resiliency;
 - access to capital for small, medium-sized and ethnically diverse enterprises;
 - innovations in science and health care;
 - projects that advance science and research parks or other technology transfer or commercialization centers;
4. **Global Competitiveness** – projects that support high-growth businesses and innovation-based entrepreneurs to expand and compete in global markets, specially investments that expand US exports, encourage foreign direct investment, and promote the repatriation of jobs back to the US;
 5. **Environmentally-Sustainable Development** – projects that promote job creation and economic prosperity through enhancing environmental quality and developing and implementing green products, processes, places, and buildings as part of the green economy. This includes support for energy-efficient green technologies.
 6. **Economically distressed and underserved communities** – projects that strengthen communities that have suffered disproportionate economic distress and job losses and/or are rebuilding to become more competitive in the global economy.

ESSENTIAL ITEMS TO CONSIDER/ INCLUDE IN APPLICATION

1. Applicants must clearly describe the region where the project will be located, including the specific geographic location of the project within the Region, as well as background on the assets of the area, which may include clusters, and workforce, physical, educational and financial infrastructure;
2. Applicants must identify which distress criterion or criteria the project qualifies under, provide third-party data that clearly documents the claim, and specify the geography and time period for which the data corresponds;
3. Applicants must provide a clear description of the proposed project, documenting the concrete activities that will be undertaken, and the specific deliverable that will be produced as a result of the investment. The description must include a clear statement of the overall purpose of the project, key milestones and an associated schedule;
4. Applicants must detail how the project will meet regional needs and support the economic development objectives outlined in the Comprehensive Economic Development Strategy (CEDS) or alternate EDA-approved strategic planning document. If EDA does not already have the applicable plan, the applicant may be required to provide it.
5. Applicants must document how the proposed project aligns with one or more of EDA's investment priorities.
6. Applicants must provide a clear budget justification that identifies how funds in each line item will be utilized to support the project. Additional budget requirements are detailed in the FFO.

7. Applicants must provide a clear and compelling justification of the long-term potential economic impact of the project, through anticipated job creation/retention, private investment leveraging, number of businesses or collaborations supported, or other measures.

SELECTION CRITERIA

Responsiveness to Federal Funding Opportunity (FFO)

1. Demonstrated alignment with at least one of EDA's current investment priorities;
2. Demonstrated ability to foster job creation and promote private investment in the regional economy;
3. Feasibility of the project;
4. Sustainability/durability of the project;
5. Organizational capacity of the applicant;
6. Demonstrated alignment with regional CEDS or other strategic plan.

Additional Selection Factors

1. Comparative strengths of the application;
2. The extent to which the application meets the overall objectives (42 USC 3121)
3. The comparative ability of the project to achieve the desired results and catalyze additional resources;
4. The ability of a project to start quickly and create jobs faster;
5. The extent to which the project will enable the community/region to become more diversified and more economically prosperous;
6. The relative economic distress of the region;
7. The comparative financial or management capability of the applicant;
8. The applicant's performance under previous federal financial assistance awards;
9. The comparative feasibility of the applicant to achieve the outcomes identified in the application;
10. The availability of program funding; and
11. The extent to which the project supports EDA's goals of geographic balance in distribution of program funds, project types, organization type and the overall portfolio.

INVESTMENT POLICY GUIDELINES

EDA will screen all proposals for the feasibility of the budget presented and conformance with EDA statutory and regulatory requirements. EDA will assess the economic development needs of the affected Region in which the proposed Project will be located (or will service), as well as the capability of the proponent to implement the proposed Project. EDA will also consider the degree to which an Investment in the proposed Project will satisfy *one or more* of the following criteria:

- *Is market-based and results driven.* An Investment will capitalize on a Region's competitive strengths and will positively move a Regional economic indicator measured and evaluated by EDA on a performance matrix system, such as EDA's Balanced Scorecard or other performance matrix. These Regional economic indicators include measures such as an increased number of higher-skill, higher-wage jobs, increased tax revenue, or increased private sector investment resulting from an Investment.
- *Has strong organizational leadership.* An Investment will have strong leadership, relevant Project management experience and a significant commitment of human resources talent to ensure a Project's successful execution.
- *Advances productivity, innovation and entrepreneurship.* An Investment will embrace the principles of entrepreneurship; enhance Regional industry clusters and leverage and link technology innovators and local universities to the private sector to create the conditions for greater productivity, innovation, and job creation.
- *Looks beyond the immediate economic horizon, anticipates economic changes and diversifies the local and Regional economy.* An Investment will be part of an overarching, long-term CEDS that enhances a Region's success in achieving a rising standard of living by supporting existing industry clusters, developing emerging new clusters or attracting new Regional economic drivers.
- *Demonstrates a high degree of local commitment.* An Investment will exhibit: high levels of local government or non-profit Matching Share and private sector leverage; clear and unified leadership and support by local elected officials; and strong cooperation among the business sector, relevant Regional partners and Federal, State and local governments.

APPLICATION REQUIREMENTS

Each application for Economic Adjustment Assistance Program must: include or incorporate by reference a CEDS, except that a CEDS is not required when applying for a Strategy Grant; and explain how the proposed Project meets the criteria listed in **PROGRAM REQUIREMENTS**.

Forms

- The following forms must be completed and submitted:
 - One Form ED-900, *Application for Investment Assistance*, and accompanying supporting documentation.
 - One Form SF-424, *Application for Federal Assistance*, from each co-applicant, as applicable.
 - One Form CD-511, *Certification Regarding Lobbying*, from each co-applicant, as applicable.
 - In addition, applicants may be required to provide certain lobbying information using Form SF-LLL, *Disclosure of Lobbying Activities*. Form ED-900 will provide detailed guidance to help assess whether Form SF-LLL is required and how to access it. Please note that, if applicable, one Form SF-LLL must be submitted for each co-applicant that has used or plans to use non-Federal funds for lobbying in connection with this competition.

- Documentation confirming non-EDA matching or cost-share funding (for example, letters of commitment);
- If the applicant or co-applicant is a non-profit, a copy of the 1) certificate in good standing from the state in which the organization is incorporated; 2) non-profit organization's current Articles of Incorporation; 3) By-laws; and 4) resolution or letter from a general purpose subdivision of state government acknowledging that the non-profit organization is acting in cooperation with officials of that political subdivision;
- Comments from the State Clearinghouse to comply with Executive Order 12372, "Intergovernmental Review of Federal Programs", if applicable.
- In addition to these documents, applications for EDA **construction** assistance (including design and engineering assistance) must include:
 - One Form SF-424C (Budget Information – Construction Programs);
 - One Form SF-424D (Assurances – Construction Programs)
 - Maps of the project site;
 - Letters of commitment and assurances of compliance (Exhibit A to form ED-900);
 - Comments from the metropolitan area review/clearinghouse agency, if applicable;
 - A preliminary engineering report;
 - An environmental narrative;
 - Copies of any existing correspondence with or sign-offs/approvals from other agencies with respect to the project
 - Copies of any other environmental studies that have already been completed for the project site, if available.
- Applications for EDA non-construction assistance must include the following additional documentation:
 - One Form SF 424A (Budget Information- Non-Construction Programs)
 - One Form SF-424B – (Assurances-Non-Construction Programs)
 - If the project is to support the capitalization of a Revolving Loan Fund (RLF) or the re-capitalization of an existing RLF, the application must include an RLF Plan for the RLF's financial management.

Supporting Documentation

Please note that all required documentation submitted for a complete application, including any required engineering reports and environmental narratives, must be current. Because of EDA's new funding cycle process, some instructions contained in Form ED-900 will be superseded by the recently released FFO. Some documentation that Form ED-900 advises may be submitted at a later date *must be submitted by the funding deadline to be considered for funding in that cycle.*

- The following is required for construction and non-construction projects:

1. A copy of the region's Comprehensive Economic Development Strategy (CEDS) or alternate EDA-approved planning document. Projects must be consistent with the Region's CEDS or alternate EDA-approved strategic planning document.
2. Letter of commitment to document non-EDA funding. Please contact the applicable regional office as listed in AGENCY CONTACTS, with questions on this requirement.
3. Attach an explanation and a copy of the source of data provided for regional eligibility determination.
4. Letters of commitment from private sector employers that will benefit from the project, if any.

AGENCY CONTACTS

Regional Office EDA Representative:

Jonathan Corso

401 West Peachtree Street, NW, Suite 1820

Atlanta, GA 30308-3510

Telephone: 404-730-3023 Email: jcorso@eda.gov

Regional Director

H. Philip Paradice, Jr.

401 West Peachtree Street, NW, Suite 1820

Atlanta, GA 30308-3510

Telephone: 404-730-3002 Email: hparadice@eda.gov

History of Client Successes

At Alcalde & Fay, we have a demonstrated history of effective representation on behalf of our public and private sector clientele. A partial record of our clients' successes is highlighted below.

Alger County, Michigan

- Helped obtain a Congressional directive prioritizing the County's application to the Office of Rural Development to fund water and sewer system improvements
- \$13.2 million to pave Highway 58

Alonzo Mourning Charities, Florida

- \$450,000 for the Overtown Youth Center

City of Atlantic City, New Jersey

- \$150,000 for the development of a manufacturers business park

City of Aztec, New Mexico

- \$808,750 for East Aztec Arterial Route
- \$1.1 million for Wastewater Treatment Plant

City of Baytown, Texas

- \$500,000 for Water and wastewater infrastructure improvements
- \$400,000 for the Flyover Connecting Highway 146 and Spur 330

City of Boca Raton, Florida

- \$6.831 million for beach renourishment
- \$1.39 million for a Reverse Osmosis Water Treatment Facility
- Helped to extend federal participation in beach renourishment project for up to 50 years
- \$200,000 reimbursement for the preparation of a Design Memorandum for Central Beach
- \$500,000 for city traffic calming
- \$950,000 for the Pearl City Master Plan
- Helped secure a Special Temporary Authorization from FCC for continued use of the City's police, fire and rescue wireless services, relieving the City of large fines while finishing its application
- Helped to secure language for the specific designation for the Contract Tower Program
- \$1.6 million for an Automated Traffic Management System
- \$350,000 for a multi-modal transportation program
- \$14.85 million for I-95 Interchange/Yamato Road Interchange Project

City of Bunnell, Florida

- ✓ **\$4.2 million** in competitive grant funding under USDA Water and Wastewater Program to ensure the availability of essential wastewater services

Cargill, Florida

- \$7.5 million for the Alafia Channel

City of Cedar Rapids, Iowa

- Helped the City secure language to eliminate the prohibition on using CDBG funds for local matching funding
- Helped the City secure language designating the Indian Creek, Cedar River Project as a section 205 flood control project
- \$500,000 for Highway 100 extension improvements
- \$500,000 for the public library flood recovery project
- \$974,000 for Collins Road improvements
- \$300,000 for police safety equipment and communications

Children's Services Council of Palm Beach County, Florida

- Assisted CSC in securing \$2.5 million for the Bridges Beacon Center at Highland Elementary School through the Full-Service Community Schools Program
- \$190,000 for the Early Childhood Literacy Program
- \$95,000 for the Nurse Family Partnership

City of Cocoa, Florida

- \$600,000 for the reconstruction of Dixon Boulevard
- \$400,000 for the extension of Industry Road

Community Rehabilitation Center, Florida

- \$797,000 for Substance Abuse and Mental Health Programs
- \$150,000 for Streetscaping and Renovation of Pearl Street Plaza

Computer Sciences Corporation, Virginia

- \$73.3 million from FAA facilities and equipment budget for an air traffic management project

Council of Michigan Foundation, Michigan

- Helped to secure language in the reauthorization of the Elementary and Secondary Education Act, under the Expanded Character Education Program, to include Council of Michigan Foundation

City of Dallas, Texas

- \$97.31 million, (\$95.31 million above Administration requests) over ten years, including "new start" not requested by Administration, for flood control project
- \$8 million for construction of a new bridge
- \$13.925 million for construction of a replacement bridge
- \$83.15 million for construction of a replacement bridge
- \$11.019 million over ten years, \$6.791 million over Administration request, for study of major flood control project
- \$1.452 million for water reclamation project not requested by Administration.
- \$2.55 million for Army Corp investigations in Dallas Floodway/Upper Trinity River Basin
- Facilitated construction of flood control project and highway bridge over flood plain by securing legislative relief from federal historic designation.

City of Daytona Beach, Florida

- \$600,000 for the Widening of West International Speedway Boulevard (US-92)

City of Deerfield Beach, Florida

- \$2.8 million for State Road A-1-A improvements
- Assisted in successfully challenging the 1996 Census increasing the population to over 50,000, enabling the City to become eligible for federal funding for which they were not previously considered
- \$450,000 Universal Hiring Program grant from the Department of Justice
- \$490,000 for a Hurricane Mitigation Operation Center
- \$1.5 million for the Dixie Highway Flyover Bridge
- \$224,834 for firefighting equipment from the Assistance to Firefighters Grant Program, Deerfield Beach, FL
- \$1.682 million for the preparation of a General Reevaluation Report for Beach Segment 1
- \$28,860 in competitive grant funding under the FEMA Fire Prevention and Safety (FP&S) program to implement a “fall prevention” education program for their elderly population
- \$500,000 under the COPS Hiring Program to hire an additional four new officers.
- \$50,000 2014 Florida Recreational Trails program to renovate pathway and extend an exercise trail.

Duval County Public Schools, Florida

- \$243,000 for the purchase of equipment

Edward Waters College, Florida

- \$725,000 for technology and communications upgrades
- \$3 million for the Electronic Engineering Technology Program
- \$225,000 for environmental research

Fairfax County, Virginia

- \$4.884 million for the I-95 /Fairfax County Parkway Interchange at Newington Rd
- \$300,000 to develop and build 15-30 units of single room occupancy housing for the chronically homeless
- \$49 million for construction of Phase 3 of a defense access road at Fort Belvoir
- \$188,000 for Gang Prevention Programs
- \$267,900 for law enforcement technology upgrades
- Helped obtain language to save the County’s funds that it had received in a previous fiscal years for the I-66 /Vienna Metrorail Accessibility Improvements project
- \$100,000 for the Huntley Historic Site Preservation project
- Helped to secure authorizing language in MAP-21 that directs each State to consider certain criteria when allocating funds to highway projects for evacuation routes serving Armed Forces facilities.

Fairfax Water, Virginia

- \$600,000 for a feasibility study of the Stony River Dam in West Virginia
- \$1.61 million for infrastructure and physical security enhancements
- \$400,000 for drinking water infrastructure improvements associated with the Electric Reliability Project

Florida A&M University, Florida

- \$1.4 million for Future Affordable Multi-Utility (FAMU) Materials for the Army Combat System
- \$2 million for the Biological Control and Agricultural Research Program.

- Helped to secure language directing FEMA to work with the State University System to fund the Hurricane Mitigation Project

Florida Inland Navigation District, Florida

- \$25,889,500 not budgeted by the Administration for maintenance dredging of the Atlantic Intracoastal Waterway in Florida
- Increased the federal cap on the Peanut Island environmental restoration project from \$5 million to \$9.75 million, which subsequently led to the Corps reimbursing FIND \$1.6 million
- \$3 million for emergency operation and maintenance of the Atlantic Intracoastal Waterway in Florida as a result of the 2004 hurricanes
- Helped to obtain approval from the U.S. Fish and Wildlife Service under the Coastal Barrier Resources Act to allow for maintenance dredging in the Intracoastal Waterway in a CBRA unit

Fresno County, California

- \$500,000 for improvements to a local highway
- \$225,000 for Rural Vocational Training Centers
- \$310,000 for the Fresno County District Attorney's Methamphetamine Initiative
- \$1.7 million for Friant Road
- \$4.3 million for improvements to County roads
- \$100,000 for the District Attorney's Methamphetamine Initiative
- \$300,000 for Gang Prevention

Golden Gate Bridge, Highway and Transportation District, California

- Helped 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
- Worked with Department of Transportation to overturn decision made in region and so allow transportation monies to be used for rail restoration of immediate importance to freight railroad
- \$169.058 million through legislative earmarks and/or the Secretary's discretionary program for seismic retrofit of Golden Gate Bridge
- \$3.34 million in unbudgeted funding for the Army Corps of Engineers to dredge a ferry channel
- \$1.46 million – Assisted with successful DOT grant application for funding of a ferry fuel system
- \$2.4 million – Assisted with successful grant application that resulted in funding for ferry terminal passenger access improvements.
- Assisted in securing provision in transportation reauthorization bill that expanded District's eligibility for federal aid from just Bridge program to all of Title 23

City of Hampton, Virginia

- \$250,000 for program for police cruiser cameras and interoperable communications
- \$250,000 for risk identification, planning, communication, response coordination, and modeling activities for disaster mitigation

Hawkeye Community College, Iowa

- \$603,000 for Health Education & Services Center
- \$200,000 for brownfields demolition
- \$638,000 for an Advanced Manufacturing Training Program

- \$33,634 to implement a two-year degree program in food science
- \$839,258 as one of 8 consortium members for the Bridges2Healthcare Program funded by Department of Labor's Trade Adjustment Assistance Community College and Career Training Grant Program.
- \$869,457 as one of 14 consortium members for the Iowa Advanced Manufacturing (I-AM) Program funded by Department of Labor's Trade Adjustment Assistance Community College and Career Training Grant Program.
- ✓ \$1,852,096 in funding under the Department of Labor Trade Adjustment Assistance Community College and Career Training (TAA-CCT) Program to build training capacity in high-demand fields such as IT, healthcare, utilities, and manufacturing.

Hendry County, Florida

- \$1 million for improvements to County Road 833
- \$150,000 for books and technology for the Harlem Library
- \$7.875 million for improvements to State Road 80
- \$545,200 for emergency operations communications equipment
- \$372,750 for improvements to the Hendry LaBelle Community Civic Park
- \$951,500 for a Bio-Diesel Cellulosic Ethanol Research Facility
- \$500,000 for US 27/SR 80

Highline Community College, Washington

- Helped to secure congressional support for Sound Transit's successful TIGER III grant application. No portion of the grant will go to Highline, but students will use the transit to get to and from class once the project is complete.

Hillsborough Community College, Florida

- \$350,000 under Economic Development Administration to establish Diesel/Marine Diesel/Transit Training Center
- \$340,000 for the Information and Instructional Technology and Innovative Technology Program
- \$676,000 for the Veterinary Technology Program
- \$100,000 for Community Oriented Police Training Facility equipment.
- \$1.68 million cumulative under EDA for workforce training center
- \$200,000 for Building Exterior Skin Replacement at the Brandon Campus
- \$498,815 competitive grant through the ETA Technology Based Learning Initiative Grant program
- \$602,354 in competitive grant funding under the FHWA Transportation, Community and System Preservation Program (TCSP) for Leroy Avenue Entrance Improvements

Hillsborough County, Florida

- \$56.5 million for widening and safety improvements to I-4
- Doubled the size (\$75 million to \$156 million) of federal AIDS-HIV Housing program, with County enjoying commensurate increase in its apportionment
- \$1 million for community-based multi-use AIDS-HIV housing
- \$6 million startup for Tampa Bay Regional Rail Project
- \$681,000 for Justice Department Weed & Seed grant

- \$100,000 in unbudgeted funds for initial planning of a water reuse project
- \$500,000 authorization to fund wetlands research/exhibit at museum
- \$485,000 for water and wastewater infrastructure improvements
- \$1 million for a new start highway improvement project
- \$2.4 million for Columbus Street Bridge
- \$6.25 million authorization for water infrastructure and supply enhancement “critical infrastructure” project
- \$450,000 for Methamphetamine Enforcement and Cleanup
- Assisted in securing language that directed the Corps to deposit dredged sand on Egmont Key

Hispanic Broadcasting Corporation

- Oversaw the merger between the nation’s largest Spanish-language radio and television companies—Univision, Inc. and Hispanic Broadcasting Corporation.

City of Hobbs, New Mexico

- \$1.55 million for infrastructure associated with the development of the Hobbs Industrial Air Park

City of Homestead, Florida

- \$750,000 for the East-West Bus Connector
- \$690,000 for facilities and equipment at the William F. "Bill" Dickinson Senior Center
- \$5.6 million for the widening of SW 328 from SW 137 Avenue to 152 Avenue
- \$500,000 for a water utility upgrade project
- \$500,000 for the YMCA Energy Efficiency HVAC and Building Management Control
- \$500,000 for Emergency Wireless Law Enforcement Technology
- Helped to secure authorizing language in MAP-21 that directs each State to consider certain criteria when allocating funds to highway projects. This criterion includes funding evacuation routes serving or adjacent to Armed Forces facilities.

Indiana University of Pennsylvania

- \$182,000 for equipment acquisition and curriculum development for a mine safety course
- \$2 million for Rapid Forensic Evaluation of Microbes in Biodefense research program
- \$1.1 million for a Correctional Education Clearinghouse and Educational Program

City of Jacksonville Beach, Florida

- \$500,000 for a wastewater treatment plant upgrade
- \$250,000 for Interoperability Radio System
- \$7.335 million for the Duval County Beach Project.

Jacksonville Aviation Authority, Florida

- Worked with officials in the Federal Aviation Administration and helped to secure a \$2.2 million discretionary grant for runway improvements
- Helped to secure designation of the Jacksonville Airport within the FAA’s Military Airport Program. This makes the airport eligible for grants for capital improvements for a five-year period
- Received report language directing the FAA to fund a new taxiway
- \$7.17 million for airport access road
- \$722,000 for Cecil Field

Jacksonville Port Authority, Florida

- \$20 million over three years for a special highway demonstration project
- Helped to secure direct appropriations without a corresponding authorization expediting the project by at least two years
- \$7 million for I-295/Duval road interchange improvements
- \$9.5 million for access road to Talleyrand Seaport
- Helped to secure preliminary funding for the deepening of] St. John's shipping channel to 41 feet
- Through our work with the US Customs Service and the Trade Subcommittee of the House Ways and Means Committee, our firm was successful in designating additional customs inspectors to the Port of Jacksonville
- \$24 million for construction at Jacksonville Harbor in the American Recovery and Reinvestment Act
- \$11.385 million for operations and maintenance at Jacksonville Harbor
- \$1 million for dredged material disposal facilities program at Jacksonville Harbor
- \$90,000 for navigation improvements for Mile Point at Jacksonville Harbor

Town of Jupiter, Florida

- \$399,500 for law enforcement technology
- \$100,000 to upgrade the police department's radio system
- \$500,000 for water treatment plant enhancements

City of Kenmore, Washington

- Successfully worked to have United States Postal Service relocate, but keep open, a post office which the City wanted to move but keep open in order to enhance economic development
- Worked to secure legislative provision enhancing likelihood of funding for maintenance dredging of small harbors, and then worked to have \$440,000 included in Corps work plan

City of Key West, Florida

- \$30.059 million for the Florida Keys Water Quality Improvement Program
- \$1.25 million for the lower Key's shuttles
- \$1 million for transit facility & bus procurement
- Worked to secure a \$29.66 million set-aside for the Army Corps of Engineers Section 219 Environmental Infrastructure program, for the Florida Keys Water Quality Improvement Program.

Kinder Morgan, Florida

- \$500,000 for the dredging of the Port Sutton Channel

Lake County, Florida

- \$11.6 million for the widening of State Road 50
- \$200,000 for construction of the Citrus Ridge Library
- Obtained a congressional directive to fund drinking water study and a substantive directive that makes the County eligible to receive grant funding through the Department of Agriculture's Rural Development Programs even though the County does not technically meet program criteria
- \$1.8 million for an Emergency Operations Center
- \$1,702,500 for Law Enforcement Technology

- \$750,000 for Palatka Bridge Replacement

City of Lauderdale Lakes, Florida

- \$125,000 under the COPS Hiring Program to hire an additional officer.
- \$196,514 for Business Resource Center and Business Development Training
- \$200,000 for library renovation and construction of a new educational and cultural addition
- \$164,500 for Law Enforcement Technology
- \$750,000 for Emergency Operations Center

City of Lauderhill, Florida

- \$750,000 for U.S. 441/SR7 Interchange at 11th Street.

Lea County, New Mexico

- \$1.2 million for design and engineering of Route 128
- \$350,000 for detention center
- \$6 million for construction of Route 128
- \$2 million for construction of US Highway 62/180
- \$250,000 for Juvenile Corrections Education Program

Liquidmetal Technologies Inc., Florida

- \$3.4 million for Liquidmetal Alloy-Tungsten (LA-T) Armor Piercing Ammunition
- \$1 million for a corrosion study for the U.S. Air Force
- \$4.2 million for the DARPA Kinetic Projectile for the U.S. Army

M&M Energy, Inc., Michigan

- \$492,000 for research on an Integrated Gasification Combined-Cycle plant at the Great Lakes Energy Research Park in Alma, Michigan

Manatee County Port Authority, Florida

- \$2.483 million for construction at Manatee Harbor

City of Maitland, Florida

- \$164,654 under Assistance to Firefighters Grant program for firefighter equipment and training
- \$3 million for a traffic mitigation project at US 17-92/Horatio Avenue
- \$600,000 for law enforcement technology upgrades
- \$240,000 for the Minnehaha Park
- \$170,000 for Law Enforcement Technology Computer Aided Dispatch System
- \$158,000 for Emergency Operations Center
- \$240,000 for a Senior Citizens Center

Marin County, California

- \$2.5 million to remove abandoned dry-docks which represented a hazard to navigation.
- Authorization of \$15.1 million to acquire freight rail right of ways which are suitable for conversion to passenger use
- \$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

- Authorization, and subsequent reauthorization, of rail new start
- \$4 million to expand a national recreation area
- \$5.75 million for an HOV gap closure project
- \$1 million for 80 units of housing for the low-income elderly
- Assisted in securing modest grant for acquisition of computer equipment for police department
- \$77.35 million over several years for study and construction of ecosystem restoration project of wetlands, including "new start" funding, \$16.1 million over Administration requests
- Helped to secure legislation removing administrative impediments to flood control project
- \$1.05 million for small flood control project not requested by Administration
- \$750,000 to reconstruct the Tennessee Valley Bridge, a bicycle/pedestrian project

Marion County, Florida

- \$2.2 million for the replacement of Sharpes Ferry Bridge
- \$660,000 for law enforcement technology and fingerprint identification equipment
- \$1,225,000 for the Belleview Bypass and Baseline Road project
- \$750,000 for an Emergency Operations Center
- \$750,000 for Ocklawaha River

City of Melbourne, Florida

- \$133,950 for a VHF radio system
- \$2 million for St. John's Heritage Parkway

Melbourne International Airport, Florida

- Assisted in securing \$800,000 from the Department of Transportation's Small Communities Air Service Development Program to help bring commercial air service to the airport
- \$1,783,065 for the PD&E for the Access Road to Melbourne International Airport
- Assisted the Airport Authority in obtaining a \$1.5 million grant for an airport apron from the Economic Development Administration.

Mendocino County, California

- Received congressional designations for a wastewater treatment project
- \$100,000 for new start of watershed study not requested by Administration
- Received congressional designation for land acquisition at airport
- \$1.25 million for study to increase capacity at dam, all in excess of Administration requests
- \$175,000 for land acquisition at airport
- \$400,000 for road improvements accessing Bureau of Land Management property
- \$5.6 million for construction of highway bypass
- \$2.056 million over four years, \$2.028 million over Administration budget, for small harbor dredge
- \$1,143,500 over three years for public safety communications equipment

City of Miami, Florida

- \$2 million for a new rail start
- \$50 million authorization for a new rail start
- \$1,850,000 for a Stormwater Predisaster Mitigation Project
- \$951,500 for City Green Initiative Project which encompasses streetlight replacement, installation of solar technology, and procurement of hybrid fleet vehicles.

- \$400,000 to improve the ability to process and store photographic evidence for investigations and emergencies

Miami-Dade County, Florida

- \$25 million for East-West Rail Corridor
- \$5 million for the North Rail Corridor
- \$9.5 million for buses and bus facility
- \$8 million for construction of Miami-Palmetto Metrorail
- Assisted in establishment of McKinney/Homestead homeless facility with funding under the Defense Base Closure Act
- Assisted in identifying unspent HUD dollars which were targeted for rescission by congress and ensured that the dollars were obligated so that the County did not lose them
- Helped to successfully strike rescission provision that would have reduced Port of Miami Tunnel funding by \$5.8 million of the total \$10.3 million project amount
- Restored \$19 million in targeted assistance for immigration support in welfare reform legislation
- \$4.1 million for Miami-Dade County Juvenile Assessment Center National Demonstration Project
- \$500,000 for the 7th Avenue Transit HUB
- \$700,000 for the Miami-Dade Transit Bus Procurement Plan
- \$33.36 million for Metrorail Orange Line Expansion
- Language that exempts the Miami Harbor General Reevaluation Report (GRR) from 2004 revised cost sharing rules. Miami one of only two ports provided with exemption language in WRDA
- \$1.139 million cumulative for Biscayne Bay Water Quality Assessment Model and Feasibility Study
- \$30.289 million for dredging of Miami Harbor Channel

Miami-Dade County Public Schools, Florida

- \$19 million annually under the "Refugee and Entrant Assistance" program
- \$2.6 million to enhance technology equipment for the school policing initiative
- \$638,000 to establish "career academies"
- \$500,000 for Marine Junior Reserves Officers' Training Corps Program
- \$250,000 for a literacy teacher training program
- Worked cooperatively with the School District's congressional Delegation to revise legislative language to more accurately describe the population of immigrants predominantly served
- Worked to increase funding by \$6 million for the Magnet Schools Programs
- Worked with the Federal Emergency Management Agency to resolve a \$6.1 million debt
- Helped to secure language, which deleted the fiscal year limitation on the use of the School District's grant from the Economic Development Agency

Miami-Dade County Water and Sewer Department, Florida

- \$1 million for preliminary work on proposed water reuse facility.
- \$1.3 million for sanitary sewer overflow (SSO) study.

Miami-Dade Seaport, Florida

- Helped to secure language directing the Army Corps of Engineers to dredge the Port
- \$23 million for the completion of high-span bridge connecting downtown Miami to the seaport
- \$300,000 for a General Reevaluation Report (GRR) to study further channel improvements.

- \$15 million for reimbursement to the Seaport Department for dredging work already completed at the Seaport's expense
- \$3.9 million for specific environmental mitigation work already accomplished at Seaport's expense

City of Miramar, Florida

- ✓ \$1,985,160 in competitive grant funding under the FEMA SAFER Program to hire 12 new firefighters to staff a new engine company in the City
- ✓ \$240,000 in competitive grant funding under the FEMA Assistance Firefighters Grant (AFG) Program for the purchase of an Advanced Life Support Ambulance
- ✓ \$60,000 in competitive grant funding under the Scotts Miracle-Gro GRO1000 Gardens and Green Spaces Award Program to enhance a community garden

City of Missouri City, Texas

- Helped to secure \$893,676 COPS Hiring Program Grant to hire four police officers to address increasing gang activity

Transportation Agency for Monterey County, California

- Authorization of new rail start
- \$1 million for a new rail start
- \$5.5 million for road improvements critical to tourism industry
- \$1.65 million in statutory redesignation of highway bypass funds necessary to allow preferred use of previously authorized funds
- Worked with Federal Highway Administration to resolve their mistake on availability of funds and thus allow release of previously earmarked monies

New Mexico Institute of Mining and Technology (New Mexico Tech)

- 5-year extension of the cooperative agreement for ILEA through the State Department
- \$2.5 million for International Law Enforcement Center in addition to President's request
- \$23 million annually for the National Defense Preparedness Consortium
- \$1.5 million for the Applied Sciences Building
- Helped redirect 3 million for new permanent building at ILEA-Roswell
- Approximately \$50 million for Magdalena Ridge Observatory
- \$ 5.5 million for Mobile Communication, Command and Control MC3 cumulative

Noblis, Inc., Virginia

- \$13.985 million for the Center for Criminal Justice Technology
- Obtained authorization to modify the Department of Homeland Security's first responders program to allow the Center for State Homeland Security to partner with states to qualify for grant funding

City of North Las Vegas, Nevada

- Assisted in terminating the Department of Energy's proposed demonstration project, which would have allowed multiple rail-to-truck transfers of low-level nuclear waste in the City
- \$200,000 for an Army Corps flood control project
- Worked with the U.S. Postal Service to help to secure funding for, and accelerate the construction of, the new North Las Vegas Post Office

- Helped to procure funding for the Cheyenne Avenue Interchange through the State DOT office
- \$2 million to widen Craig Road

City of North Miami Beach, Florida

- \$500,000 for water, wastewater and sewer infrastructure improvements in Highland Village
- \$2.85 million for wastewater and sewer infrastructure improvements
- \$950,000 for wastewater improvements, which would replace septic tanks in a mobile home park
- Worked to delete language denying funding for disaster relief to parks, recreation departments, beaches and other similar entities under the Stafford Disaster Relief and Emergency Assistance Act
- \$1.2 million to construct a bicycle path
- \$100,000 for law enforcement initiatives

Village of Oak Lawn, Illinois

- \$100,000 for Law Enforcement Technology

Okaloosa County, Florida

- \$500,000 for law enforcement technology
- \$95,000 for Fairchild Road and Hare Street
- \$95,000 for the Okaloosa County Shore Protection Project Reconnaissance Study
- \$250,000 for P.J. Adams Road
- Worked to obtain an amendment in the National Defense Authorization Act to improve the Defense Access Roads (DAR) program by eliminating a requirement that traffic must double on surrounding roads before funds are delivered.
- Assisted the County and eight impacted counties in Florida with advocacy efforts to pass the RESTORE the Gulf Coast States Act, which would direct 80 percent of BP oil spill fines to be spent on restoration of the Gulf Coast.

Operation Warm, Pennsylvania

- \$125,000 for the Pennsylvania Youth Coat Distribution Project

Osceola County, Florida

- \$20.7 million to widen US Highway 17-92/US 192
- \$3.5 million to treat invasive aquatic plants that are a nuisance to the County's water system
- \$500,000 for the Agriculture Center
- \$500,000 for courthouse restoration
- \$1 million for an instrument landing system at Kissimmee Airport
- \$400,000 for public safety center communications upgrades
- \$350,000 for homeless shelters
- \$100,000 for construction of the New Council on Aging Facility
- Assisted the County with changing the Environmental Protection Agency's impaired water status of Lake Tohopekaliga so that no total maximum daily load (TMDL) was needed for the Lake.

Palm Beach State College, Florida

- \$951,000 for rural technology enhancements
- \$150,000 for Institute for Energy

- \$230,000 in competitive grant funding under the Department of Education Educational Opportunity Centers Program to provide essential education advancement programs to low-income and first generation college students in Palm Beach County.
- \$460,000 in cumulative grant funding under the Department of Education TRIO Talent Search Program for a targeted initiative to provide critical educational services to low-income and first generation college students in Palm Beach County, Florida
- \$975,000 in competitive grant funding under the Department of Labor Trade Adjustment Assistance Community College and Career Training (TAACCT) Program to expand essential advanced manufacturing training to help address the growing critical skilled workforce shortage
- \$1,138,183 under the Department of Labor Trade Adjustment Assistance Community College and Career Training (TAACCT) Program to enhance Machining Technology and Welding programs.

Palm Beach County, Florida

- Helped to expedite a NOAA biological opinion for the Lantana Fishing Pier

Palm Beach County School District, Florida

- \$600,000 for an after school and evening bilingual language instruction program for immigrant students and their parents
- \$825,000 for a family literacy project including bilingual education, counseling services and distance education, and for professional development
- \$500,000 for security upgrades
- \$200,000 to expand curriculum and professional development
- \$714,000 for youth gang violence prevention

City of Palm Springs, California

- \$3 million for the Belardo Bridge Project

City of Pembroke Pines, Florida

- \$2 million for the Pembroke Road Overpass
- \$4 million for I-75 & Pines Boulevard Interchange Improvements
- \$200,000 for the Water Treatment Plant Expansion
- \$7.8 million in Highway Reauthorization Bill for I-75 Improvements
- \$219,000 for Autism Program Expansion at the Pembroke Pines-FSU Charter School
- \$475,000 for Senior Center buses

Pointe Coupee Parish School System, Louisiana

- \$200,000 for computer technology and infrastructure

Port of Palm Beach, Florida

- \$16.03 million for the Route 710 connector construction and improvements
- \$500,000 for Skypass
- \$3.9 million congressional authorization for the Lake Worth Inlet Sand Transfer Plant
- \$1.81 million for dredging at the Harbor with initial placement of material on Peanut Island with subsequent transfer to the beaches
- \$18.177 million for the operation and maintenance of Palm Beach Harbor
- \$300,000 for a feasibility study and the deepening and widening of Lake Worth Inlet

- \$100,000 to proceed with an authorized Reconnaissance study on the Harbor dredging
- Obtained congressional language to protect the Port from a loss of Customs Service inspectors after U.S. Customs threatened with a layoff of numerous inspectors

Port of Sacramento, California

- \$8.3 million to construct a bridge to allow development of property necessary for port expansion

Powerlinx, Florida

- \$800,000 for powerline rearvision motor carrier safety research.

City of Rio Rancho, New Mexico

- \$4 million for engineering and planning for Paseo de Volcan Road
- \$313,500 for Transit Program

City of Riviera Beach, Florida

- \$625,000 in under the COPS Hiring Program to hire an additional five new officers.
- \$750,000 for police communications equipment
- \$1.3 million for a traffic calming project
- \$600,000 for a stormwater management plan
- \$502,500 for an urban retail development project
- \$500,000 in grant funding from EPA for operation of the City's airstrippers
- Reversed EPA mandating adoption of a plan to actively treat and remove contamination from the City's drinking water The estimated cost of the remedy is \$865,000
- Initiated an investigation by the EPA Ombudsman of the EPA's handling of the City's contaminated water problem. This action led to the EPA's decision to cover the operation and maintenance costs of the City's air strippers, relieving the City of an \$880,000 expense
- \$2 million for Blue Heron Boulevard improvements
- \$394,000 for law enforcement technology

San Bernardino City Unified School District, California

- \$1.1 million for a vocational training and work opportunities program
- \$164,500 for a community prosecutor program
- \$743,000 for a program for developing English and academic skills for English learners

San Juan County, New Mexico

- \$1 million for redecking of County Bridge #5722
- \$900,000 for the City of Kirtland, New Mexico, for Phase 1 of a sewer system project
- \$150,000 for Juvenile Services
- \$575,000 for resurfacing CR 4990

City of San Marcos, California

- \$782,640 – Assisted with identification of local project, DOT grant program, and preparation of application for funding of a pedestrian/bicycle bridge critical to transit-oriented development

City of Sanford, Florida

- \$750,000 for AutoTrain Improvements

- \$1,133,670 in competitive grant funding under the COPS Hiring Grant Program to hire an additional 6 sworn police officers.

Seminole County, Florida

- \$1.425 million for commuter bus stations
- \$970,000 for State Road 46 regional evacuation route

Sonoma County, California

- \$2.75 million over three years for construction of park and ride lots
- \$1.5 million for construction of Visitor's Center
- Help to secured funding for installation of radar at County airport
- \$1 million to assist with construction of a bus garage
- \$500,000 for a CNG fueling facility upgrade
- \$225,000 for sewage improvements for local community
- \$1.218 million for purchase of CNG transit buses
- \$1 million, discretionary grant for airport runway improvements
- \$635,000 discretionary grant to attract service to airport, from Small Airport Assistance Program.
- Help to secure legislative remedy to overcome Homeland Security Administration refusal to provide security screeners at County-owned airport
- \$500,000 toward purchase of park
- \$190,000 for integrated emergency operations center
- \$650,000 competitive grant from the Department of Transportation to facilitate an additional route through a small airport

Sonoma County Regional Parks, California

- \$5.6 million appropriated for preparation of dredge material site, with a statutory requirement that old dredge materials be used to construct a new public park, and dredging of a bay Administration had requested \$1.9 million for a dredging project

Sonoma County Water Agency, California

- \$1 million to replace septic systems with sewage hookups
- \$750,000 for expansion of capacity at a sewage treatment plant
- Initiated effort to establish Pacific Salmon Recovery Program funded at \$58 million its first year
- \$3.35 million for environmental restoration of salt marsh
- \$500,000 for Army Corps investigations at the San Pablo Bay Watershed
- \$7 million for Army Corps construction at NAPA River Salt Marsh Restoration project

Sonoma Marin Area Rail Transit, California

- \$4.83 million for EIS and Preliminary Engineering of a new rail start
- Developed and successfully implemented strategy to prevent legislatively mandated lapse of \$2.5 million in New Start funding, through work with Congress and the Department of Transportation. Only entity of about 20 nationally that received this Federal waiver

City of St. Pete Beach, Florida

- \$175,750 for the reconstruction of Blind Pass Road

City of South Jordan, Utah

- \$150,000 for police data network infrastructure

South Seminole & North Orange County Wastewater Transmission Authority, Florida

- \$30 million authorization for the rehabilitation of the wastewater system
- \$650,000 for Water and Wastewater Infrastructure Improvements Project

City of Tampa, Florida

- Worked with HUD to expedite approval of three section 108 loan applications totaling over \$10 million critical to City's economic development efforts
- \$35 million HOPE VI grant
- \$1 million for intermodal transportation center
- \$900,000 for refurbishment of the West Tampa El Centro Espanol Building
- \$500,000 for vehicle law enforcement video cameras
- Helped to secure authorization language for aquifer storage and recovery infrastructure
- \$315,000 for the South Tampa Area Reclaimed Project

Tampa Port Authority, Florida

- The Main Channel deepening project was, upon its completion, the largest public works project in the state of Florida. This was completed at 100% federal expense, in excess of \$200 million
- Obtained exemption from limitations placed on the use of tax exempt bonds for the acquisition of property for the Tampa Port Authority
- \$175,000 for improvements to the Alafia Channel, despite the opposition of the Army Corps of Engineers efforts at the Garrison Seaport.
- \$3.2 million for dredging the Ybor Turning Basin
- \$9.565 million for operations and maintenance at Tampa Harbor
- Helped secure language requiring the Secretary of the Army to reimburse the Authority for the Federal share of the dredging work carried out for the Tampa Harbor Big Bend Channel project.

Telemundo, Florida

- Managed congressional and regulatory issues relating to the merger between Telemundo, the second largest Spanish-language broadcast television network and NBC, a premiere major broadcast network

City of Treasure Island, Florida

- \$50 million for the Causeway Bridge
- \$1 million for wastewater and sewer system upgrades
- \$500,000 for a beach access project
- \$450,000 for signalized crosswalks to increase pedestrian safety

TREX Enterprises, California

- \$7.5 million for the Target Acquisition and Targeting Systems (RTATS) Program
- \$9.9 million for the Geosynchronous Light Imaging National Testbed (GLINT) Program

Univision, Inc., California

- Oversaw the merger between the nation's largest Spanish-language radio and television companies—Univision, Inc. and Hispanic Broadcasting Corporation

Vietnam Veterans Memorial Fund, Washington, DC

- \$1.9 million in competitive grant funding from the National Endowment for the Humanities to support the Vietnam Memorial Education Center with future maintenance
- \$25,000 in competitive grant funding from the Aon Foundation to support construction of The Education Center, part of the expansion of the Vietnam Memorial on the National Mall
- 500,000 in competitive grant funding from the Coca Cola Foundation to support construction of The Education Center, part of the expansion of the Vietnam Memorial on the National Mall
- 300,000 from the Princess Cruise Line Foundation to support construction of The Education Center, part of the expansion of the Vietnam Memorial on the National Mall

City of Virginia Beach, Virginia

- \$112 million authorization for beach erosion control and hurricane protection project
- Helped secure 50-year authorization for Army Corps of Engineers maintenance of the Rudee Inlet,
- \$12.933 million for the renourishment of Sandbridge Beach
- \$4 million in Construction funds for Hurricane Protection project's 79th Street Outfall
- Helped obtain Commerce decision to allow construction of the Lake Gaston water pipeline
- \$800,000 for funding of innovative homeless activities
- \$7.399 million for the Rudee Inlet Navigation Maintenance Project
- \$200,000 for para-transit for the handicapped
- \$500,000 for traffic light signalization projects
- \$12 million from Community Oriented Policing Services (COPS) for Interoperable Communications
- \$112,500 in 2002 for the Virginia Aquarium & Marine Science Center's general operations under the General Operating Support grant from the Institute for Museum and Library Services
- Worked with officials at HUD to help in removing City from targeted for 50% reductions in CDBG
- Worked with Department of Homeland Security to have the Hampton Roads region designated eligible for Urban Area Security Initiative (UASI) Homeland Security Grants
- \$750,000 for the Lesner Bridge Replacement project
- Helped to secure language that would allow the City to use its own funds for beach renourishment.
- Helped secure authorizing language in MAP-21 that directs States to consider certain criteria when allocating funds to highway projects including evacuation routes serving Armed Forces facilities.

VSE Corporation, Virginia

- \$2 million for the USMC CPAC Program
- Assisted with legislative strategy for Client appearance before U.S. Senate Armed Service Committee hearing regarding success and/or failure of small business set aside defense contracting.

West Coast Inland Navigation District, Florida

- \$6.229 million for maintenance dredging of the Gulf Intracoastal Waterway