



Proposal to the City of Fort Lauderdale, FL

Federal Lobbyist Services

RFP No. 455-11519

January 7, 2015

Submitted by:
Thomas C. Downs
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Tab 1: Bid/Proposal and Signature Pages

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 articles) or services at the prices) 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: Thomas C. Downs January 2, 2015
(signature) (date)

Name (printed) Thomas C. Downs Title: Partner

Company: (Legal Registration) Venable LLP

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: 575 7th ST NW

City: Washington State: DC Zip: 20012

Telephone No. 202.344.4584 Fax No. 202.344.8300 Email: tcdowns@Venable.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): Immediate

Payment Terms (section 1.04): Net 45, as stated Total Bid Discount (section 1.05): NA

Does your firm qualify for MBE or WBE status (section 1.09): MBE No WBE No

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

<u>Addendum No.</u>	<u>Date Issued</u>
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P-CARDS: Will your firm accept the City's Credit Card (VISA /MasterCard) as payment for goods/services?

VISA YES NO MasterCard YES NO

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:

Venable is submitting a variance regarding indemnification. Our response is in Tab 16 on page 32.

revised 06/11/14

Venable LLP Proposal to the City of Fort Lauderdale

Tab 2: Cost Proposal Page

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.

All pricing should be identified in form below. No additional costs may be accepted, other than the costs stated on the Proposal pages. Contractor must quote a firm, fixed annual price for all services stated in the RFP, which includes any travel associated with coming to the City of Fort Lauderdale.

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

1. TOTAL ANNUAL FIRM FIXED FEE \$ 125,000 /ANNUALLY x 2 yrs. = \$250,000

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

2. TOTAL FEE PER GRANT REVIEWED \$ 1,250 /GRANT x 4* GRANTS = \$5,000

3. TOTAL FEE PER GRANT WRITTEN \$ 4,000 /GRANT x 4* GRANTS = \$16,000

TOTAL TWO YEAR COST TO THE CITY (ITEMS 1+2+3) \$292,000

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

Tab 3: 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.

<u>NAME</u>	<u>RELATIONSHIPS</u>
_____	_____
_____	_____
_____	_____
_____	_____

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.

Venable has no such relationships.

Tab 4: Company Profile

Legal Name:	Venable LLP
Address (headquarters):	575 7 th Street, NW Washington, DC 20004
Telephone number:	202.344.4584
Fax number:	202.344.8300
Website address:	www.Venable.com
Legal entity in the State of Florida:	This requirement was removed, per Amendment 1, issued on December 3, 2014.
Hours of operation:	Venable's team provides services to clients 24 hours/day, 7 days/week, as needed.
Years in business:	114 years
Coverage area:	National
Other relevant offices:	None relevant

Tab 5: Letter of Interest

City of Fort Lauderdale
Procurement Services Division, Room 619
City Hall
100 North Andrews Avenue
Fort Lauderdale, Florida, 33301

Venable LLP (Venable) is pleased to present this proposal to the City of Fort Lauderdale, Florida (the City) in response to the City's need for federal lobbyist services.

Venable is a well-established firm with a century-long history, energized by recent growth. Through our headquarters in Washington, DC and eight offices located throughout Maryland, Virginia, New York, California and Delaware, we work with a diverse local, national and international clientele. Our business is providing counsel. We recognize that our continued success depends on delivering service faster, more efficiently and with higher quality than our competitors, and we strive to meet that objective. Our commitment to excellence in client service firmly establishes Venable's role as a leader in the legal profession.

With more than 600 attorneys and legislative professionals, Venable offers an extraordinary depth of knowledge, lobbying skills and experience regarding the issues that are vitally important to the City. We have extensive experience and capabilities in policy, regulatory and legal issues affecting areas of concern to local governments, including business attraction and retention, transportation, international trade, infrastructure improvements, economic development, revenue enhancement, affordable housing, the environmental, public safety, law enforcement, telecommunications, mandates and other issues.

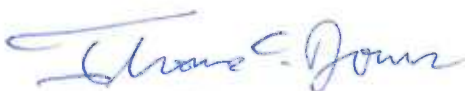
Venable brings a diverse group of attorneys and professionals who are nationally recognized for their experience and success in the areas of public policy and law that are of interest to the City. Because of our background and work with clients in the public and private sectors, the team of attorneys and other legislative professionals we have selected to represent the City have a sophisticated depth of knowledge and experience in dealing with issues affecting the City, as well as excellent, long-standing relationships with key Members of Congress, congressional staff, and decision makers in the Executive Branch.

I am authorized to make representations for or on behalf of Venable. I can be reached at 202.344.4584 or tcdowns@Venable.com.

We believe that once the City has reviewed our qualifications and experience, it will be clear that Venable has the necessary capabilities and is the best choice to represent the City. We wish to emphasize Venable's sincere commitment to working closely with the City's management team to manage all matters entrusted to us – efficiently, ethically and cost-effectively.

The only person(s), company or parties interested in the proposal as principals are named herein; the proposal is made without collusion with any other person(s), company or parties submitting a proposal; our proposal is in all respects fair and in good faith, without collusion or fraud; and I have full authority to bind the Venable to this offer.

Sincerely,



Thomas C. Downs
Partner

Tab 6: Statement of Proposed Services

(a) Capability and Approach

Venable's Legislative and Government Affairs Practice

Venable's Legislative and Government Affairs practice is one of the most highly regarded, nationally, and has been ranked by *Legal Times/Influence* as one of the Top 15 government affairs practices in the United States. Our Legislative Group is bi-partisan and we have an extensive network of active contacts from both major political parties on Capitol Hill.

Our legislative professionals work closely with Venable attorneys in other practice groups who have in-depth knowledge and experience in particular areas of law and policy that are relevant to the City of Fort Lauderdale. With more than 600 attorneys and legislative professionals, Venable offers an extraordinary depth of experience with issues that are vitally important to the City, including the issue areas cited in the RFP. Our relevant capabilities encompass policy, regulatory and legal issues that affect the City's activities.

Our attorneys have the technical knowledge of relevant legislation, as well as the experience and political standing with key Members of Congress and their staffs necessary to advocate for the City effectively in transportation, infrastructure, international trade, tax and other matters. Our background and work with clients, combined with our excellent, long-standing relationships with many of the key Members of Congress, congressional staff, and other decision makers in the Executive Branch, will enable us to represent the City, creatively and efficiently.

Our legislative group also can help the City through our experience and established relationships with the Federal government, business leaders and community organizations. We are prepared to do all that is necessary to support the City as it works its way through technical, strategic, transactional and other considerations.

We can assist the City in every aspect of federal public policy advocacy before both the legislative and executive branches, including:

- Research and analysis
- Issue identification, management and planning
- Legislative drafting, strategy development and implementation
- Preparation of committee report language and congressional testimony
- Identifying sources and obtaining federal funding
- Direct advocacy

Our team regularly monitors legislation, legislative activities, and policies on Capitol Hill that relate to our clients' interests. We work closely with clients to continually assess and evaluate political risks and opportunities that enable us to establish primary objectives. We develop and execute comprehensive strategies to achieve those objectives. In many situations, we are called upon to prepare advocacy materials, including proposed statutory language and related legislative history; detailed briefing materials and talking points; and responses to potential arguments from an opposing party. Our legislative professionals counsel clients on how to organize, coordinate and manage similarly situated constituencies in support of our clients' goals.

General Knowledge and Experience

Knowledge of federal legislative, administrative and regulatory processes. Venable has a strong working knowledge of legislative, administrative and regulatory processes at the federal level. We can call upon the experience and judgment of former Members of Congress; a former tax counsel for the Senate Finance Committee and the Joint Committee on Taxation; a former counsel and policy coordinator for the House of Representatives Energy and Commerce Subcommittee on Telecommunications and the Internet; former

senior congressional staff members; and former regulatory agency attorneys who are now members of Venable's Legislative team.

Venable's Legislative and Government Affairs Group attorneys can assist the City in every aspect of the federal legislative process, including developing and guiding legislation; drafting committee report language; preparing witnesses for congressional hearings; and testifying before congressional committees. In addition, our attorneys can offer counsel in administrative and legislative hearings; regulatory proceedings; and political, election and campaign law.

Clear understanding of large urban areas. Local governments are the leading providers of critical services including schools, land use and planning, public health and safety, transportation and emergency management. They face a litany of issues, including aging infrastructure, crime, higher terrorism risk and ongoing social, housing and economic needs.

Venable has acquired a unique body of knowledge and experience through its representation of numerous city, county, regional and state governments. Our experience includes providing legal analysis and opinions, drafting legislation, conducting legal sufficiency reviews, performing transaction counsel services, litigation, government relations, and other services. We are particularly well versed in areas of law that affect municipalities, including:

- Federal, state and local government relations
- Economic development
- Housing
- Federal, state and local regulatory matters including FCC, EPA, HHS, civil rights and elections
- Public finance
- Complex real estate transaction
- Land use and zoning
- Public utility regulations
- Environmental issues
- Public-private partnerships
- Labor and employment
- Eminent domain

We currently represent, or have represented, numerous state and local governments and associated entities throughout the country. Through this work, we have gained an in-depth knowledge of municipal government operations, including city councils, and regulatory bodies and enterprise agencies that govern such matters as zoning, transportation, water and sewer, housing, and sports and entertainment.

A history of successful lobbying experience at the federal level. Our Legislative and Government Affairs Group brings many years of legislative and executive branch experience and strong relationships to bear on behalf of our clients. Representative examples of our experience are provided below.

- Assisted in the passage of the Terrorism Risk Insurance Act, to require the government to support the insurance industry in cases of extreme losses due to terrorist attacks
- Assisted in the formulation of education policy affecting immigrants and higher education
- Represented clients, prepared testimony, and briefed witnesses and congressional staff on various matters before the Senate Banking, Housing and Urban Affairs Committee, the House Energy and Commerce Committee, the Appropriations Committees, and many others
- Venable leveraged its congressional contacts to monitor, analyze and impact the way in which SAFE Port Act provisions, including those on the Secure Freight Initiative and the Customs-Trade Partnership against Terrorism, were implemented. When Congress jettisoned its risk-based approach to scanning cargo, Venable worked with senior congressional staff to draft provisions in the 9/11 bill related to 100% scanning.

We have used our close connections with municipal government associations to advance our local government clients' goals and objectives. For example, we worked with the National Association of Counties (NACo), the National League of Cities (NLC), the United States Conference of Mayors (USCM), and with other lobbying firms representing counties and cities, to defeat proposed spending reductions for state and local Homeland Security grant funding – such as funding for the Urban Areas Security Initiative (UASI). We worked with partner organizations to ensure the deductibility of municipal bonds. We also have coordinated with national associations on reauthorization of key statutes such as surface transportation legislation (MAP-21) and the Army Corps of Engineers' authorizing legislation that is vital for projects and initiatives involving inland waterways, flood protection and other local government objectives.

Experience in the State of Florida

Venable partner Thomas C. Downs, who will lead our team for the City of Fort Lauderdale, has particular experience in Florida, having represented the City of Jacksonville and other Florida clients on federal government affairs and funding. The following are among his accomplishments for Jacksonville:

- Helped forge close working relationships for the mayor of Jacksonville with the White House Council on Environment Quality and Office of Management and Budget, the administrator of the U.S. Environmental Protection Agency, and two directors of the National Park Service. These relationships helped to secure funding for Jacksonville's priority projects relating to downtown environmental cleanup and redevelopment, as well as projects involving the St. Johns River and federally-owned Timucuan Preserve.
- Obtained a congressionally-directed \$86M appropriation for construction of a new courthouse in Jacksonville, overcoming the White House's insistence on a moratorium on new courthouse construction spending
- Obtained a \$20M line-item in the multi-year federal surface transportation bill for the Wonderwood Connector highway project in Jacksonville
- Obtained more than \$5M in appropriations for construction of boat docks and other visitor amenities on historic Fort George Island in the Timucuan Preserve
- Assisted with successful efforts to obtain Brownfields redevelopment grants for Jacksonville from the U.S. Environmental Protection Agency
- Obtained congressional appropriations totaling more than \$12M to redevelop the site of former Naval Air Station Cecil Field, in Jacksonville
- Obtained \$1M for the Jacksonville Transportation Authority's (JTA) Choice Ride program, and over \$3M in appropriations for buses and improvement of bus facilities for JTA
- Obtained a \$500,000 appropriation for Main Street Streetscaping in Jacksonville, and an appropriation for the City of Jacksonville's Patriots Village Transitional Housing Community
- Obtained \$1M in congressional appropriations line-items for the City of Jacksonville for wastewater infrastructure improvements, including extension of public water hookups
- Coordinated the successful effort on Jacksonville's behalf to have the St. Johns River designated by the White House as an American Heritage River, which helped to leverage federal funding for natural resources preservation efforts
- Helped secure passage of federal legislation to convey surplus land owned by the U.S. Coast Guard to the City of Jacksonville for new waterfront development
- Drafted and secured passage of federal legislation clarifying the consolidated City of Jacksonville/Duval County "urban county" designation in order to ensure the area's continued eligibility for a variety of federal grants

Mr. Downs also accomplished the following for other Florida clients:

- Assisted Leon County, Florida and the Town of Longboat Key with legislative advocacy
- As federal legislative advocate for Nova Southeastern University (NSU) in the early 2000s, Mr. Downs helped obtain the support of the U.S. Department of the Interior and the Florida congressional delegation for co-location of U.S. Geological Survey (USGS) Everglades Program researchers with university faculty in Fort Lauderdale. The USGS and NSU have since collaborated on inter-disciplinary research involving greater Everglades restoration efforts, hydrology and water resources. Mr. Downs also assisted NSU with efforts to obtain funding for programs to benefit minority youth as well as senior citizens in Fort Lauderdale, and he assisted NSU's Shepard Broad Law School with its federal government relations objectives.

The Venable Team's additional representative experience in Florida includes:

- Representing the Canaveral Port Authority, Florida, in its efforts to bring rail service to the port to facilitate growth in cargo trade
- Representing the Jacksonville Port Authority on matters of international trade law

Experience with the City's Primary Issue Areas

Transportation and infrastructure. Venable has close working relationships with the federal agencies responsible for administering transportation grant programs, including the U.S. Department of Transportation (DOT), Federal Transit Administration (FTA) and the Federal Highway Administration (FHWA). We understand the challenges that exist in obtaining adequate funding, specifically as it pertains to roadway improvements and other infrastructure projects. For example, Venable worked on the \$4B Dulles Rail Transit Corridor Project, an important regional mass transit priority in Northern Virginia, described below. We are confident that our experience in this area would assist the City in its efforts to preserve and obtain funding for transit-related projects.

Additional representative examples of our substantial experience include the following:

- On behalf of the City of Jacksonville, Florida and the JTA, Venable partner Thomas Downs has obtained the following outcomes: a \$20M line-item in the multi-year federal surface transportation bill for the Wonderwood Connector highway project; more than \$5M in congressionally-directed transportation appropriations for construction of boat docks and other visitor amenities in the Timucuan Preserve; \$1M for JTA's Choice Ride program, more than \$3M in appropriations for acquisition of buses and improvement of bus facilities for JTA; and a \$500,000 appropriation for Main Street streetscaping in Jacksonville
- Represents a private consortium in a public-private partnership with the Commonwealth of Virginia in the design and construction of the \$4B extension of the Washington, DC area Metrorail to Tysons Corner and Dulles Airport. Moving this complex project forward involves continuing coordination and communication with the Virginia congressional delegation; the FTA; the Commonwealth of Virginia; the Washington Metropolitan Area Transit Authority; the Metropolitan Washington Airports Authority; several local government jurisdictions; and area business leaders, transportation organizations and the public
- Represented a county government before DOT on issues related to a light rail system
- Represents a county government in transportation and infrastructure requests
- Secured federal approval for the tunnel toll structure and bond financing arrangement that a state transportation authority required to complete the Fort McHenry Tunnel portion of Interstate 95. The

combination of the tolls and the bond financing enabled Baltimore to meet its local share of the total cost of the project, with FHWA paying the rest.

- Represented entities involved in a public-private coalition to secure \$2.5B in public funds to rebuild the Woodrow Wilson Bridge across the Potomac River between Virginia and Maryland
- Obtained a U.S. Department of Defense \$25M grant for highway improvements; a DOT \$15M TIGER grant for a multi-modal transportation center; U.S. DOT \$9M grants for bus rapid transit; and a U.S. DOT \$1.7M grant for transportation improvements related to a regional trade corridor

Economic development. Venable assists or has assisted clients with a significant number of economic development projects, covering a diverse set of initiatives, including the following:

- Represent a city in connection with the redevelopment of its downtown. The city is acquiring a 12.3-acre parcel in its downtown core and, in cooperation with several developers, is creating a mixed-use development. Our representation has involved real estate matters (including development agreements, condemnation, construction and leasing), public finance (with a particular emphasis on allocation of taxable and tax-exempt financing) and municipal law.
- Represent a county in connection with the redevelopment of its downtown commercial and residential area. This has involved two stand-alone tax-exempt bond issues, as well as the analysis of several projects for inclusion in larger general obligation bond issues.
- Represent a private sector client in connection with the extension of the Metrorail line to Dulles Airport. This representation involves public finance, real estate acquisition and development.

We have worked extensively with the U.S. Economic Development Administration (EDA), which funds a variety of projects, such as redevelopment of buildings and property to promote economic development and jobs. The Venable team leader attorney recently obtained a \$2.75M EDA grant for repurposing of an abandoned agricultural building to create a community job training center.

International trade and commerce. We understand the global concerns of entities that operate across borders. Whether it be protecting U.S. tax-exempt status, creating and managing “Friends of” organizations, protecting U.S. trademarks and copyrights overseas, opening offices, holding conferences, hiring staff, contracting with destination service and management companies, or ensuring that the U.S. entity and its partners are operating in compliance with U.S. export controls and anti-bribery laws, we are experienced in successfully guiding nonprofits through the most basic to the most sophisticated legal issues involved in operating overseas.

We assist clients in the following areas:

- Import and U.S. Customs issues, including entry procedures, tariff classification, duty preference programs, country-of-origin marking and labeling, protests, assessment audits and prior disclosures.
- U.S. export controls, including advice and guidance on all aspects of exporting items, software, technology and defense services, as well as on “deemed exports” which occur within the U.S. We are skilled in solving issues associated with export controls and embargoes, including compliance with the regulations administered by the Bureau of Industry and Security, the Directorate of Defense Trade Controls and the Office of Foreign Assets Control.
- Trade disputes, including defending clients in anti-dumping and countervailing duty investigations, safeguard disputes and other matters before the Department of Commerce, International Trade Commission and Office of the U.S. Trade Representative. Venable trade attorneys also handle litigation and appeals arising from such proceedings.

- Attorneys in Venable's well-established industry group for hospitality and lodging provide legal services in both general and specific aspects of tourism-related issues.

Housing/Homelessness. Venable attorneys have obtained appropriations and discretionary grants to address homelessness. We work closely with key offices at the U.S. Departments of Housing and Urban Development, Health and Human Services and Agriculture on these matters. Through client representation in recent years, Venable's team leader has worked closely with HUD Secretary Juliàn Castro, formerly Mayor of San Antonio, the HUD Secretary's senior staff, and Lourdes Castro Ramirez, the current CEO of the San Antonio Housing Authority, whom President Obama has nominated to serve as HUD Assistant Secretary overseeing housing and homelessness programs.

Coastal concerns and flooding. Venable has substantial experience in advising on the regulatory requirements of federal and state law, including natural resources, endangered species, pollution control of coastal waters and surrounding land, beach erosion and wetland loss. We represent public and private sector entities in resolving natural resource and environmental issues, including contamination of coastal waters from sources such as development, storm drains, malfunctioning septic systems, overburdened sewage treatment plants, and other sources.

The following are among Thomas Downs' accomplishments related to coastal concerns and flooding:

- *Long Island, NY:* Secured congressional appropriations and a required 50-year U.S. Army Corps of Engineers commitment to maintain the navigability of the Shinnecock Inlet, overcoming Executive Branch opposition; secured annual funding from EPA and NOAA for the Long Island Sound restoration initiative; secured EPA designation of Peconic Bay as part of the National Estuary Programs; secured annual National Park Service appropriations for operation and maintenance of the Fire Island National Seashore; and secured funding under the National Sea Grant Program to investigate the "brown tide" algal bloom.
- *Mid-Atlantic:* Secured White House designation of the City of Wilmington, DE as part of a pilot community under the Urban Waters Federal Partnership Program, to advance protections against the effects of rising sea levels and severe storms; represent a coalition of interests working with the Army Corps of Engineers on plans for an underground flood protection facility, combined with visitor parking, to protect the National Mall in Washington, DC.
- *Jacksonville, FL:* Helped secure annual Army Corps of Engineers funding for dredging and maintenance of Jacksonville Harbor; obtained legislative authorization, appropriations and grants to protect land and structures in the mouth of the St. Johns River; and obtained FEMA funds allowing the city to acquire flood-prone open space land in a tidal area.
- *Shreveport, LA:* Obtained appropriations for Army Corps of Engineers projects relating to water supply, flood damage reduction, and recreation at Cross Lake.
- *Houston, TX:* Obtained congressional appropriations to establish a state-of-the art Maritime Training Center at the Port of Houston; secured an amendment to the Maritime Administration's authorizing statute to allow donation of a marine vessel and other surplus federal assets to the Maritime Training Center.
- *Southern California:* On an appeal before the FEMA Director's office, obtained approval to reimburse the City of Agoura Hills, CA for its costs in response to severe El Niño storm damage – reversing two prior FEMA Region IX decisions denying the city's claim; obtained a discretionary grant from FEMA allowing the cities of Agoura Hills, Calabasas, Malibu, and Westlake Village to protect municipal structures against El Niño storm events; and secured a congressional appropriation for protections in San Juan Creek Watershed, near the Pacific coast in Orange County, against the effects of storms and erosion.

Grants and grant administration. Venable has significant experience with grant funding related to a wide variety of municipal issues. In addition, we have several avenues for exposure to grant funding opportunities. For example, Venable has one of the most respected nonprofit practices in the country, which provides our attorneys with steady exposure to grant procurements at agencies across the federal government. Our Government Contracts group is another source of leads. Venable will support the City's efforts in pursuit of federal grant opportunities.

Venable also has broad experience in counseling grant recipients, having advised many clients on issues related to federal grant programs, including compliance with the cost principles and other regulatory requirements applicable to grant recipients, including state and local governments. For example, we have advised on cost issues and compliance with OMB Circular A-122 for various grantees; investigated compliance with A-122 and grants control issues; and negotiated a favorable civil false claims act settlement in grants context.

Other Funding Opportunities. Thomas Downs obtained the following federal funding outcomes for public sector clients, despite the current, temporary restrictions on congressionally-directed funding (earmarks).

- U.S. Department of Housing and Urban Development \$30M Choice Neighborhoods Implementation grant for a local community
- U.S. Department of Defense \$25M grant to improve transportation in a local community
- U.S. Army Corps of Engineers \$25M grant for a water resources improvement project
- U.S. Department of Education \$24M grant for a Promise Neighborhoods project
- DOT \$15M TIGER grant for a multi-modal center
- U.S. Department of Agriculture appropriations of \$18M for non-land grant research
- U.S. Department of Energy \$12M Weatherization Assistance Program grant for a city
- DOT \$9M grants for bus rapid transit
- U.S. Department of Commerce \$2.75M grant for urban redevelopment and job creation
- U.S. Department of the Interior \$2M grant for water resources improvement project
- DOT \$1.7M grant for transportation improvements related to a community's trade corridor

The Venable team leader represented the City of San Antonio, Texas on a variety of federal relations matters, obtaining more than \$100M in federal funds for the city, despite the current earmark moratorium. Venable also secured a \$70M appropriation for the Indianapolis Airport Authority for airport expansion.

Parks and Recreation. Accomplishments for local governments in the area of parks and recreation include the following:

- Secured passage of federal legislation enlarging the boundary of a National Recreation Area
- Obtained funding and assistance to protect the Timucuan Preserve, in FL
- Obtained funding to expand the San Antonio Missions National Historical Park, in TX
- Obtained funding for land acquisition in the Fire Island National Seashore, in NY
- Obtained millions of dollars to expand the Minnesota Valley National Wildlife Refuge, in MN
- Obtained \$2M for land acquisition in the San Diego National Wildlife Refuge, in CA
- Obtained funding for land acquisition in the Wertheim National Wildlife Refuge, in NY

- Obtained funding for the Potomac Heritage National Scenic Trail, in MD; advocated for protection and promotion of the Juan Bautista de Anza National Historic Trail, in CA; and advocated for expansion of the Florida National Scenic Trail, in FL
- In addition, Venable attorneys obtained appropriations for municipal park improvement projects in Jacksonville, FL and Shreveport, LA.

Technical Approach

Over the years, we have developed a systematic approach to legislative representation that has proven effective with regard to policy, legislation and appropriations. Central to our numerous successes has been developing an in-depth understanding of the client's objectives, concerns and issues across a broad range of issue areas – particularly with respect to issues that the client has determined are priorities. Next, we fashion a strategy tailored to the client, taking into account factors such as the legislative and political environment, potential allies and opponents, key relationships and available resources. If we are selected to represent the City, we will follow this approach, tailored to meet the City's needs. Our primary goal will be to combine the strengths of the City and our firm into a plan of action designed to achieve the City's objectives. Our approach includes 24/7 availability to ensure that the City reaps the full benefits of our services. Venable's technical approach to the Scope of Services requirements is described below.

Venable's Technical Approach to Representing the City
<p>Phase 1 – Establish the Team (Scope of Services, in its entirety)</p> <p>Thomas C. Downs, a partner at Venable, will lead our team for the City in providing the required services and will coordinate Venable's provision of services to the City for matters assigned to the firm, including, but not limited to the requirements of the Scope of Services. Mr. Downs also will make appropriate staff assignments, handle billing and contract compliance, and will be the primary point of contact for the City. However, the City's personnel will have direct access to our team and to other Venable professionals, as necessary.</p>
<p>Phase 2 – Define issues (Scope of Services, all aspects of paragraph b)</p> <p>We will take appropriate steps to ensure that all team members – the City's and Venable's – understand every issue, the underlying legal or policy considerations driving the issue, the potential outcomes, the City's desired outcome, and factors that could impact the outcome. We will begin by reviewing the City's legislative requests and priorities for the prior year. To understand and define issues fully, and to ensure a strong, consistent legislative program, we will integrate our efforts with the City Manager's Office. We also will identify those aspects of the City's requirements that differentiate the City's interests and operations from similarly-situated municipalities; identify niche areas that are relevant to the City and that are proposed to be addressed in legislation – including areas that are not readily apparent – and conduct preliminary reviews of relevant internal documents, as needed.</p>
<p>Phase 3 – Establish strategy and legislative agenda (Scope of Services, all aspects of paragraphs a – e)</p> <p>We will work closely with City personnel to assess and evaluate key political issues and opportunities that enable us to define and establish primary objectives. Together, we will develop a comprehensive strategy and federal legislative agenda to achieve those objectives, based on our collective experience, knowledge and findings with regard to any specific matter. Our legislative strategies will be consistent with the City's objectives and the requirements of the RFP, will minimize risk to the City, and will be both legal and ethical.</p> <p>Our collaborative method of strategy development ensures that Venable's team will be in sync with the City's objectives, as implemented by the City's staff. Once the City has approved our recommended strategy or otherwise made a final determination with regard to strategy, we will match the appropriate team members and other personnel to matters assigned to us, based on the knowledge, experience and relationships required for each given matter, with an eye towards containing costs without compromising the quality of our services.</p>
<p>Phase 4 – Implement the City's legislative agenda (Scope of Services, all aspects of paragraphs d – m)</p>

Venable's Technical Approach to Representing the City

Venable will provide the full range of lobbying, legislative counsel and advocacy services, including advising the City of the status of legislation while Congress is in session. Our lobbying and grant funding efforts will include testifying at federal agency hearings, rule-making proceedings and other administrative hearings, as required. We will devote sufficient time to ensure that our lobbying, legislative counsel and advocacy services, and our efforts to secure funding, are sufficient to implement the City's legislative program successfully. Working in cooperation and coordination with the City to ensure a cohesive effort, we will implement the City's legislative agenda in accordance with a detailed work plan, approved by the City. We will monitor existing and proposed legislation, as well as the federal budget process, to ensure that we miss no opportunities to promote and protect the City's interests. We will draft correspondence to federal legislators and others regarding the City's interests. We also will modify the legislative strategy and plan, as dictated by circumstances.

During the course of implementation, we will consult with and report to the City continuously. We also will prepare a comprehensive annual report, including the final status of the City's priorities and a summary of the impact of any legislative changes and appropriations to the City.

Venable's approach will be aligned with the City's legislative and funding initiatives. Our typical approach to pursuing federal funding on behalf of our clients is to review, prior to the start of each session of Congress, anticipated legislation that would impact our client's interests. Venable will craft the most appropriate strategy and action plan, taking into account the City's requirements, the political environment and other factors. (Scope of Services, paragraph j)

To ensure high quality client service, our approach also includes:

Ensuring Responsiveness: Maintaining strong lines of communication with the City will be critical to successful promotion of the City's agenda. Our team takes communication seriously. All of our personnel are equipped to provide prompt responses to questions that the City might have. Venable will provide regular status reports and will remain easily accessible and available to respond to the City's needs.

Ensuring Issue Resolution and Timeliness: We will handle the City's matters and resolve issues in as timely a manner as possible. We will establish and manage schedules for every project, with the City's concurrence. This includes monitoring the schedule, with the City's participation, and identifying and addressing any variables that may impact the desired timeline or outcome.

Relationship Building: Venable will advise the City on relationships with other municipalities or associations that might prove helpful in pursuing the City's goals and objectives. Our professionals already are in regular communication with the National League of Cities, U.S. Conference of Mayors, National Governors Association, and other associations representing governmental interests. We also work on coalition efforts with other firms that represent local governments.

(b) Staff Qualifications

The Venable Team is presented below. Our team will have access to the firm's practice area-specific attorneys and other legal services professionals, on an as-needed basis, to meet the City's needs.



Thomas C. Downs is a partner in Venable's Legislative and Government Affairs Group and the designate leader of our team to represent the City of Fort Lauderdale. Mr. Downs has nearly 20 years of experience in private law practice representing state and local governments, corporations, associations and other clients on public policy initiatives. He has represented the City of Jacksonville, FL, the City of Houston, the City of San Antonio, and other city governments in legislative matters. Previously, he spent more than a decade on Capitol Hill as chief of staff and senior legislative assistant, serving in the offices of senior U.S. House and Senate Appropriations Committee members.



James H. Burnley, IV is a partner in Venable's Legislative and Government Affairs Group and a former U.S. Secretary of Transportation. Mr. Burnley focuses on government relations and regulatory and legislative affairs, with a concentration in transportation matters. In its 2013 edition, *Global Law Experts* recognized Mr. Burnley as the top U.S. attorney in the Transportation category. In addition to serving as Secretary, he also served as Deputy Secretary and General Counsel of DOT. Previously, Mr. Burnley served as Associate Deputy Attorney General in the Justice Department and as Director of the VISTA Program.



Ashley W. Craig is co-chair of Venable's International Trade Group and maintains a diverse practice advising clients on a host of domestic and international legislative, regulatory and policy matters, with a special focus on maritime issues. He counsels both U.S. and foreign interests, including Florida port authority leadership, on transactional matters, cross-border regulatory and policy concerns and advises clients on the new and emerging importance of homeland and transportation security initiatives. Mr. Craig also represents clients before foreign governments and international organizations.



Gregory M. Gill has more than 20 years of experience as a legislative advocate and 10 years of experience as a staff member on Capitol Hill. Mr. Gill focuses on appropriations, authorizations and grants. Prior to joining Venable, he served as a staff member on congressional committees and in the offices of several members of the House or Representatives and Senate, including serving as Legislative Director to current House Democratic Leader Steny Hoyer (D-MD). His lobbying and Hill experience cover economic development, telecommunications, healthcare and education policy, authorizations and appropriations, and others issues.



Daris D. Meeks is a partner in Venable's Legislative and Government Affairs Group. As a former senior advisor to Jeb Hensarling (R-TX), Mr. Meeks is recognized for his knowledge of financial services policy and his thorough understanding of congressional procedures and the lawmaking process. He served as the principal policy advisor to Rep. Hensarling during his tenures as Chairman of the House Republican Conference. Mr. Meeks also is recognized for his knowledge of housing finance policy, having been appointed by President George W. Bush to serve as counsel to the chairman of the Federal Housing Finance Board.



Kathryn K. Floyd is a partner in Venable's Environmental Group. Ms. Floyd leads Venable's rail project team. Her experience includes environmental review and permitting of new rail lines to bring rail service to seaport areas, including Florida's Atlantic coast. Ms. Floyd has been closely involved in developing a variety of port projects, including airport, inland intermodal and coastal facilities. She has amassed an impressive record of favorable court decisions on behalf of her clients and has worked with numerous coalitions of industry groups, successfully challenging federal agency actions.



Robert L. Smith, II is a Senior Legislative Advisor who serves as Co-Chair of Venable's Legislative Group. A veteran of Capitol Hill, Mr. Smith represents a diverse client base, including entities from the defense, environmental, financial services and transportation industries, among others. Using his numerous bi-partisan relationships on Capitol Hill, he has led many successful legislative coalition efforts on behalf of his clients. He served as legislative director for Congressman Wes Watkins (R-OK), focusing on trade and tax issues, and as legislative aide to Congressman Joel Hefley (R-CO), where he worked on defense procurement and military construction issues.



Chan D. Lieu is a Senior Legislative Advisor in Venable's Legislative and Government Affairs Group. A veteran of the Legislative and Executive Branches, Mr. Lieu most recently served as Director of Government Affairs, Policy and Strategic Planning at the National Highway Traffic Safety Administration (NHTSA). In this position, Mr. Lieu led NHTSA's liaison activity with Congress, while advising senior NHTSA leadership on pending legislation. He also managed a NHTSA team responsible for developing the agency's strategic plan and operational goals for the future of auto transportation safety. Prior to joining NHTSA, Mr. Lieu served as Senior Professional Staff Member on the U.S. Senate Committee on Commerce, Science and Transportation.



Megan Malone is a Legislative Advisor in Venable's Legislative and Government Affairs Group. Ms. Malone guides clients through the legislative process on Capitol Hill. She works closely with clients to develop legislative strategies and proposals to advocate issues before Congress, specifically in international trade and customs, transportation and financial services. Ms. Malone's knowledge of the congressional and regulatory issues impacting clients in a broad range of industries uniquely positions her to formulate and develop effective legislative and regulatory strategy.

(c) Estimated Timeline

Below is a preliminary annual calendar which we believe will put into perspective our proposed Washington-based public policy activities for the City.

Scope of Services Tasks	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Meet and speak with City officials and designated other City personnel to discuss past strategies, accomplishments, challenges, goals and objectives												
Develop an understanding of City issues; working with the City, develop legislative and executive branch strategies, and a federal legislative agenda												
Meet again with City personnel to discuss and finalize federal legislative agenda												
Begin meeting with congressional officials to discuss legislative requests												
Review the President's budget submission												
Obtain deadlines and submit requests for federal support to Capitol Hill												
Conduct meetings with Executive Branch officials to seek support, partnerships and grant opportunities												
Seek opportunities to testify on Capitol Hill												
Review potential grant opportunities, authorizations and appropriations bills as vehicles for funding the City's initiatives												
Assist the City with grant applications												
Meet with appropriate congressional staff to develop support beyond the Florida congressional delegation												
Monitor appropriations subcommittee & full committee hearings and mark-ups												
Monitor movement of relevant authorization vehicles												
Follow floor votes												
Monitor all legislation for opportunities												
Monitor federal activities, including rulemaking												
Provide liaison with the Florida congressional delegation												
Provide weekly reports on hearings/markups/floor activity, and <i>ad hoc</i> reports on issues of interest to the City												
Provide a monthly report and a monthly invoice												
Provide a detailed annual report												
Ensure available resources needed to accept additional assignments; devote time necessary to conduct required operations satisfactorily												

Communications with City
 Research and strategy development
 Monitoring activities
 Advocacy and related activities
 Congress not in session

Tab 7: Business Licenses

Venable LLP is not currently licensed in Florida. The firm will register if awarded the contract.

Tab 8: Evidence of Insurance

Venable's insurance certificate is on the following page.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
06/16/2014

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 Riggs, Counselman, Michaels & Downes 555 Fairmount Avenue Baltimore, MD 21286 (410) 339-7263	CONTACT NAME: Rebecca Gierczak PHONE (A/C, No, Ext): 410 3395880 1307 FAX (A/C, No): (410) 339-7234 E-MAIL ADDRESS: rgierczak@remd.com													
	<table border="1"> <tr> <th>INSURER(S) AFFORDING COVERAGE</th> <th>NAIC #</th> </tr> <tr> <td>INSURER A : Valley Forge Insurance Company</td> <td>20508</td> </tr> <tr> <td>INSURER B : American Casualty Company of Reading, PA</td> <td>20427</td> </tr> <tr> <td>INSURER C :</td> <td></td> </tr> <tr> <td>INSURER D :</td> <td></td> </tr> <tr> <td>INSURER E :</td> <td></td> </tr> <tr> <td>INSURER F :</td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Valley Forge Insurance Company	20508	INSURER B : American Casualty Company of Reading, PA	20427	INSURER C :		INSURER D :		INSURER E :		INSURER F :
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INSURER C :														
INSURER D :														
INSURER E :														
INSURER F :														
INSURED Venable LLP 750 E Pratt St Ste 900 Baltimore, MD 21202														

COVERAGES	CERTIFICATE NUMBER: 655439	REVISION NUMBER:
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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.

NSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	GENERAL LIABILITY <input type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			BUA6012856167	6/17/2014	6/17/2015	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> 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	N/A	WC6012856153	6/17/2014	6/17/2015	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
 General proof of coverage

CERTIFICATE HOLDER Bid Purpose	CANCELLATION 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 
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Client # 1029 Mst # 14 AW
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CERTIFICATE OF INSURANCE

Insured: Venable LLP
575 7th Street NW
Washington, DC 20004

Insurance Broker: RCM&D, Inc.
555 Fairmount Avenue
Baltimore, MD 21286

Date: 1/1/2014

Policy Number(s): 10003P14 / EGN771166
EGN730275 / 10005P14
82247962 / 01-819-36-92
LXS0000403

Policy Period: January 01, 2014 to January 01, 2015 both days at
12:01 A.M. Local Standard Time at the Principal
Address of Named Insured.

Insurers: Lloyd's - London and US Companies / AXIS Specialty Ins. Co.
AXIS Specialty Ins Co /Lloyd's - London and US Companies
Executive Risk Ins. Co. / Lexington Ins. Co.
Scottsdale Ins. Co.

Coverage: Lawyers Professional Indemnity Policy

Limits of Liability: \$ 80,000,000 Per Claim (inclusive of costs, charges and expenses
\$ 160,000,000 Aggregate all claims(inclusive of costs, charges and
expenses)
Limits apply excess of the Retention

Retention: \$ 3,000,000 Per Claim, inclusive of costs, charges and expenses, but

\$ 6,000,000 in the Aggregate, inclusive of costs, charges
and expenses.

\$ 100,000 Per Claim, inclusive of costs, charges and expenses
thereafter

Disclaimer

This certificate is issued as a matter of information only and confers no rights upon the certificate holder. This certificate does not amend, extend or alter the coverage afforded by the policies below.

Tab 9: Assessment of the City of Fort Lauderdale's needs

(a) Understanding and assessment of the City's needs

As described above, we understand that the City's priorities include transportation and infrastructure, business/economic development, international trade, social services and homelessness, coastal concerns and flooding, and parks and recreation. We also understand that, in addressing these priority areas, additional issues may arise, such as environmental issues, public safety, homeland security and other issues. Below, we provide our assessment of the City's needs, based on our understanding of the current issues.

Primary Issue Areas

Transportation and infrastructure. Venable is aware that the City has identified the following transportation-related projects as priorities and we expect that we will advocate for these initiatives, in consultation with the City Manager:

- *Las Olas Boulevard Corridor Improvement Project* – The Venable team has experience funding street improvements in Jacksonville and other municipalities
- *Fort Lauderdale Beach Streetscape Improvement Project* – Venable's team obtained federal funding for the Jacksonville Streetscape Project
- *City Gateway Enhancements – hardscape and landscaping improvements and signage* – Venable has experience obtaining funding for other gateway projects of municipalities
- *The City's Multimodal Connectivity Program* – a plan to create a connected transportation network in which the pedestrian comes first – The Venable team obtained a \$15M TIGER grant for a multimodal center
- *Complete Streets* – the City's plan to design, construct, operate and maintain facilities for pedestrians, bicyclists, motor vehicles, transit vehicles, freight carriers, and emergency responders. Venable's team has advocated for a "complete streets" approach on behalf of other communities.
- *Riverwalk District Plan* – a plan to create a regional landmark destination along the New River in downtown Fort Lauderdale that will generate economic and social value for the City, while improving accessibility. Venable's team leader helped to obtain more than \$45M in appropriations and grants for the San Antonio River Improvement Project. We would like to evaluate the experience with the San Antonio Riverwalk as a model for Fort Lauderdale's Riverwalk District Plan.
- *Rail* – the "All Aboard Florida" project includes construction of a new inter-regional rail station and multimodal transportation hub in downtown Fort Lauderdale. Venable's team is assisting with projects to bring rail service to the Canaveral Port Authority and other coastal locations around the country.

Venable's experience with transportation issues is expansive, as described in Tab 6, paragraph (b). We are prepared to assist the City with its transportation- and infrastructure-related issues.

Economic development and retention. We understand that the City has identified the development of an Economic Development Strategic Plan as a top priority, with the goal of sustaining, expanding and diversifying the City's economic base by enhancing the business climate and attracting higher paying jobs. Venable will work with the City to find creative ways to retain existing business and attract new businesses. We will focus on supporting efforts to develop "green" businesses and jobs in the new economy, particularly in the maritime, technology, aerospace, and film and television production industries.

Our initial strategy would be to seek grants or appropriations for the City's initiatives, including such projects as creating business incubators wherein the City intends to promote entrepreneurial and small

business development, and promoting the proposed “Business Development Cylinder of Excellence,” to position the City within the global economic and tourism markets of the South Florida region – leveraging airports, ports, and rail connections. For example, our team recently obtained a \$2.75M U.S. Department of Commerce grant for a public entity to renovate an abandoned building to create an entrepreneurship center.

As part of our work on behalf of municipal governments as well as community colleges and four-year educational institutions, we have been successful in obtaining grants and appropriations through the U.S. Department of Labor (DOL), to fund workforce training and skills development as part of economic development programs. The City will benefit from the fact that Venable’s team leader is acquainted with U.S. Secretary of Labor Thomas Perez, and joined Secretary Perez in August 2014 on his pre-Labor Day travels, to draw attention to economic development and career training initiatives. We would like to build relationships on behalf of Fort Lauderdale with the Department of Labor and involve the City in new DOL programs and initiatives to benefit City residents.

International trade: We understand that Fort Lauderdale is the grantee to the Foreign Trade Zone 241 program, leveraging its prime location to attract businesses engaged in international trade. Venable sees the immense potential to maximize trade and commerce opportunities for the City through strategic partnerships with key U.S. governmental entities. In addition, tourism is a major area of economic activity, and contributes to the export economy. Venable can assist with a focus on international trade initiatives.

Tourism is a priority public policy area for the federal government under the National Export Initiative, since spending by foreign visitors in the United States contributes to exports and positively influences the balance of trade. The new \$100M annual program authorized under the Travel Promotion Act of 2010 can be tapped for local and regional tourism development initiatives and projects. Venable attorneys worked with Congress to enact the Travel Promotion Act, and we are working closely with the International Trade Administration’s Tourism Industries office, and with BRAND USA, the new, federally chartered public-private board charged by Congress with increasing foreign tourist visitation in areas of the United States that are not among the top tourist destinations. We can assist the City effectively with tourism promotion by linking efforts with these and other advocates for growing the tourism economy.

Coastal concerns: Our attorneys and legislative professionals are prepared to work with the City’s personnel to address pollution control and conservation strategies. We will engage key officials in Congress to enhance grant funding opportunities at the local level to address such issues as beach erosion control/renourishment and flood mitigation.

In addition, Venable partner Margaret P. Strand, a former Chief of the Environmental Defense Section in the U.S. Department of Justice, Environmental and Natural Resources Division, is well known for her work in federal wetlands law and environmental compliance for infrastructure projects. If Venable is selected for this engagement, our attorneys and legislative professionals will have access to Ms. Strand’s experience, as needed.

Housing/Programs for the homeless: In concert with our efforts on behalf of the City’s community developments initiatives, we would work to preserve and increase the City’s housing programs. Venable will use its network of relationships at the U.S. Department of Housing and Urban Development to assist the City in securing funding for the Fort Lauderdale Housing Authority and the administration of its local housing programs, such as the Neighborhood Stabilization and Family Self-Sufficiency Programs. We also will advocate for increasing the City’s Housing Choice Voucher Program (Section 8). As noted above, Venable’s team leader has worked closely, over the past six years, with HUD Secretary Juliàn Castro, formerly Mayor of San Antonio, and with Lourdes Castro Ramirez, currently CEO of the San Antonio Housing Authority, and the incoming HUD Assistant Secretary overseeing housing and homelessness programs.

The Venable Team understands the importance of providing for the human and social services needs that often accompany homelessness. We will work with City agencies to identify opportunities for federal funding in these critical areas.

Parks and recreation. We understand that the City is planning a \$32M City Aquatics Center. We further understand that the City wants to improve D.C. Alexander Park on the beach, seizing on its potential as a festival and entertainment venue, and as the “front yard” for the planned aquatics center. Designers see the park as a link bridging the Aquatics Center and the Intracoastal Waterway to the west, with the beach and ocean to the east. Elements would include an interactive water feature, a wind-powered kinetic sail structure, a solar-powered shade structure, a sail-shaped movie screen and restrooms. The City’s plans also include the creation of an arts, science, cultural and an historic district, as well as promotion of public art. The Venable team’s relevant experience includes our work to obtain federal funding for a Maritime Training Center in the Port of Houston, and funding for the San Antonio River Improvement Project that includes sculpture and other public art in the “museum reach” of the San Antonio River.

Communities across the country are struggling to maintain artistic and cultural centers in the current economic climate. We recognize that during times of economic crisis, arts and culture do not always receive the funding they deserve. However, Venable understands the importance of the City’s planned cultural projects and activities to maintaining the vibrancy of the City and surrounding area. On behalf of the City, we can bring to bear our considerable experience in providing legislative services for local governments and other clients that need support for artistic and cultural centers. For example, Greg Gill provided legislative services successfully for the Franklin Institute in Philadelphia, PA; the Harriet Tubman Museum in Macon, GA; and the National Children’s Museum in Washington, DC. Mr. Gill also served on the Board of the African American Experience Museum in Atlanta, GA.

Grants and other funding. We understand that the City is interested in increasing its grant funding. Venable provides a service to clients that includes monthly notices of federal grant opportunities in areas of interest to the respective client. The service provides helpful hints on how to write a successful grant application for each grant opportunity. As requested by the City, Venable will assist with review and preparation of applications for federal grants.

In addition to grants, federal appropriations may be an appropriate source of funding for the City. Venable has extraordinary experience in obtaining appropriations for its clients. Our goal will be to seek the return of more tax dollars to the City. Proposed team members Thomas Downs and Gregory Gill practice extensively in this area.

Related Areas

Environmental issues associated with development and infrastructure projects. Venable is aware that environmental concerns often arise with development projects and infrastructure improvement efforts. Our considerable experience with these issues and contacts within the federal government, related to these issues, will be beneficial to the City. Venable has a comprehensive, nationally recognized environmental practice with attorneys focusing on all areas of environmental law that are relevant to the City. We have extensive experience in representing municipal governmental entities in environmental law, including in connection with complex urban redevelopment projects of national or regional significance, such as major Mid-Atlantic regional developments including National Harbor, Crystal City, multiple use redevelopment within the District of Columbia, Maryland and Virginia, as well as projects throughout the country including the World Trade Center site in Manhattan; the waterfront Queens West redevelopment in Long Island City in New York; and other residential, commercial and recreational projects in Florida, New York, Montana, Utah, California and other states. We are particularly skilled in resolving technically complex environmental compliance issues associated with land development projects requiring federal, state, and/or local approvals.

Venable's Environmental Group attorneys are well versed in water/infrastructure issues. They will support our team attorneys in providing legislative services to the City. Through established relationships with key administration officials and the Departments of Energy and Commerce, as well as the Environmental Protection Agency, Venable is positioned to assist the City in its efforts to secure financing for water and infrastructure-related initiatives.

Homeland security/emergency operations. Homeland security can become an issue when expanding international operations. For Fort Lauderdale, this could involve obtaining adequate grant funding for large urban areas, such as the Urban Areas Security Initiative (UASI). Venable has worked closely with the homeland security committees of the House and Senate. We have considerable breadth and depth in a variety of areas that directly and indirectly touch upon homeland security issues, including legislative matters, telecommunications infrastructure privacy, cybersecurity, criminal law enforcement, immigration, international trade, federal and state legislation, government contracts, litigation, environmental compliance and enforcement, corporate securities and finance, currency transfer, customs and a number of related issues. Our experience in the areas of the law that govern those activities can be a valuable resource for Fort Lauderdale, enabling the City to meet the challenges imposed by homeland security measures. Further, we can assist the City in capitalizing on the opportunities that stem from homeland security initiatives.

Public safety. Development projects can challenge local governments with significant public safety issues. Venable has extensive experience working on public safety and justice matters. We have had extensive and fruitful working relationships with the U.S. Department of Justice (DOJ). As examples of our work, we have obtained multi-millions of dollars in funding from DOJ for local governments to establish "fusion centers" – which enable coordination with state and federal justice officials in a collaborative environment. We have also obtained Byrne discretionary grants and bullet proof vest funding for local governments. In the course of our work, we have collaborated with key DOJ offices including the Federal Bureau of Investigation, Office of Justice Programs, Office of Juvenile Justice and Prevention, Federal Bureau of Prisons, Prison Industries, and other offices. In addition, we have also worked on offender reentry initiatives on behalf of local governments as well as nonprofit organizations. We are currently in discussions with the U.S. Secretary of Labor concerning opportunities to fund workforce training and job placement initiatives for former offenders. We can assist the City in this regard.

Other legislative priorities for the City. Venable will support any other issues on the City's legislative agenda, at the City's request. In addition, Venable's general knowledge and capabilities will enable us to advance the City's agenda, as follows:

- *Resources to help facilitate meetings with and communications between committee leadership and senior staff.* Venable has a full complement of attorneys and legislative advisors, as well as an experienced support staff. As such, we are able to facilitate meetings with and communications between committee leadership and senior staff.

Venable, in consultation with the City, will define clear goals and objectives, specific to the City. The results of these consultations will enable us to optimize our meeting plan, participant lists, agendas and schedules. We will use the Florida delegation as our base of support for the City's legislative objectives, while expanding the City's reach using our relationships and contacts with other members and committees. Our strategy would include meetings with the Florida delegation and key committee and subcommittee leadership for authorization and appropriations matters, and with key executive branch staff with jurisdiction over the City's issues.

- *Ability to liaise with Members of Congress, federal agencies and the White House:* As described previously, many of Venable's attorneys have held senior positions in various government agencies, including Secretary of the Department of Transportation and key staff in other agencies. Not only has this provided our attorneys with an insider's view of the workings of these agencies, it has given us the opportunity to build, develop and maintain contacts with key officials in each agency. Our relationships

with key members of both parties will enable us to advocate on the City's behalf, regardless of election outcomes.

- *Ability to facilitate communications and meetings with Members of Congress and the Administration:* Venable has been providing legislative services to clients for many years. Our services often require communications and meetings with members of Congress and the Administration. We maintain regular communications with key House and Senate members and staff, especially committee staff, to learn about important events and developments, and to schedule meetings. Venable will ensure that the City is kept abreast of developments and has the opportunity to meet with key decision-makers and influencers.
- *Experience in working with Senate and House committees:* Venable has worked extensively with Senate and House committees. Many of our attorneys, including several of the attorneys proposed to represent the City, have direct experience in supporting congressional committees. For example, our proposed team includes attorneys who have served in various capacities on Capitol Hill. This experience, combined with decades of experience in providing legislative services to clients, assures the City of Venable's ability to work effectively with Senate and House committee members.

(b) Legislative Activity – Preliminary Assessment

At this juncture, we cannot be entirely certain of the issues to be included in proposed legislation, with regard to the City's concerns. However, based on our current understanding of the City's issues, our preliminary view of legislative activities and key contacts is shown below. We will modify this view after gaining a full understanding of the issues and in accordance with a fully developed federal affairs plan approved by the City. We also would adjust our legislative activity as unpredictable events unfold on Capitol Hill. (Scope of Services, paragraph h)

Legislative Activity	Understanding of the City's Interests		Key Contacts
<p>Appropriations, authorizations & grants:</p> <ul style="list-style-type: none"> • Seek funding • Support program increases 	<p>Priorities:</p> <ul style="list-style-type: none"> • Transportation and infrastructure • Business/economic development • International trade • Housing/homeless • Coastal issues and flooding • Parks and recreation 	<p>Related areas:</p> <ul style="list-style-type: none"> • Environmental • Homeland security • Public safety • Human/social services 	<ul style="list-style-type: none"> • Florida delegation • House and Senate leadership • Subcommittee and full committee Chairs, members and staff
<p>Advocacy:</p> <p>Promote the City's Agenda</p>	<p>Priorities:</p> <ul style="list-style-type: none"> • Transportation and infrastructure • Business/economic development • International trade • Housing/homeless • Coastal issues and flooding • Parks and recreation • Grants/grant administration 	<p>Related areas:</p> <ul style="list-style-type: none"> • Environmental • Homeland security • Public safety • Human/social services 	<ul style="list-style-type: none"> • White House • Executive branch agencies • Florida delegation • House and Senate leadership • Subcommittee and full committee Chairs, members and staff

Legislative Activity	Understanding of the City's Interests		Key Contacts
<p>Legislation:</p> <ul style="list-style-type: none"> • Monitor proposed legislation • Amendment/modification • Support or oppose passage, based on the City's interests 	<p>Priorities:</p> <ul style="list-style-type: none"> • Transportation and infrastructure • Business/economic development • International Trade • Housing/homeless • Coastal issues and flooding • Parks and recreation • Grants/grant administration 	<p>Related areas:</p> <ul style="list-style-type: none"> • Environmental • Homeland security • Public Safety • Human/social services 	<ul style="list-style-type: none"> • White House • Executive branch agencies • Florida delegation • House and Senate leadership • Subcommittee and full committee Chairs, members and staff

Tab 10: Ability to Assign Appropriate Resources

Venable's team will be dedicated to providing responsive services to the City. This will include attending congressional and administrative hearings, monitoring legislation and administrative developments, and reporting to our team leader who will communicate developments to City staff. Venable will make available the more than 20 attorneys, legislative advisors and paralegals from our Legislative and Government Affairs Group, as well as attorneys and other professionals with relevant subject-matter knowledge, as needed.

Tab 11: Additional Services

Knowledge Transfer

We anticipate sharing our collective experience and knowledge with the City, on an institutional basis, and at no cost to the City. The City's elected leaders and staff in-house counsel will be welcome at our in-house programs, at no cost. We have many such programs throughout the year.

Venable's attorneys regularly follow trends in the law, and regularly monitor legislative, political, regulatory and other potential issues that could affect our clients. We offer alerts and traditional forms of newsletters on timely, relevant topics for distribution to our clients, at no additional cost. Subjects relevant to the City may include labor and employment, employee benefits, environmental law, finance, government contracts, legislative and governmental affairs, litigation and other topics.

Our corporate attorneys publish a monthly business news digest, covering legal issues in numerous subject matter areas that may interest the City. Recent digests have included information on issues and trends in intellectual property, whistleblower matters, advertising, employee benefits, regulatory concerns, tax issues, ethics and corruption, environmental issues and other matters.

Tab 12: Client References

The following are client references for Venable's team leader, Thomas Downs.

City of San Antonio, Texas
P.O. Box 839966
San Antonio, TX 78283-3966
(210) 207-7197
Contact person: Jeff Coyle, Director of Intergovernmental Relations
Dates of service: August 2009 through June 2014

City of Agoura Hills, California
30001 Ladyface Court
Agoura Hills, CA 91301
(818) 597-7311
Contact person: Greg Ramirez, City Manager
Dates of service: July 1998 to present

San Jacinto College, Texas
8060 Spencer Hwy.
Pasadena, TX 77505
281-998-6150
Contact person: Dr. Brenda Hellyer, Chancellor
Dates of service: February 2009 to present

Tab 13: Successes

1. **Achieved White House designation of a city as a “Promise Zone,” in 2014.** This effort involved consultation with the White House and Department of Housing and Urban Development, development of an application, and direct advocacy in Washington with client leadership.
2. **Obtained a U.S. Department of Housing and Urban Development \$30M Choice Neighborhoods Implementation grant, in 2012.** This effort involved consultation with the White House and Department of Housing and Urban Development, meeting with the HUD Secretary and senior HUD staff, development of a detailed grant application, and vigorous advocacy.
3. **Obtained a U.S. Department of Defense \$25M grant for a city to improve transportation, in 2011.** This effort involved tracking development of a unique federal appropriations stream, meeting with the Office of the Secretary of Defense, development of a detailed grant application, and vigorous advocacy.
4. **Obtained a U.S. Army Corps of Engineers \$25M grant for water resources improvement project, in 2010.** This effort involved advocacy before the Corps of Engineers headquarters and regional offices, the White House and members of Congress.
5. **Obtained a U.S. Department of Education \$24M grant for a Promise Neighborhoods project, in 2011.** This effort involved advocacy before the Department of Education, the White House and members of Congress.

Tab 14: Relationships, Resources and Capabilities

Venable has a strong working knowledge of legislative, administrative and regulatory processes at the federal level, and we work closely with the members and staff of the Florida congressional delegation. We can call upon the experience and judgment of Venable professionals including former Members of Congress; a former Secretary of Transportation; a former tax counsel for the Senate Finance Committee and the Joint Committee on Taxation; a former counsel and policy coordinator for the House of Representatives Energy and Commerce Subcommittee on Telecommunications and the Internet; a former senior congressional staff members; and former regulatory agency attorneys, all of whom are now members of Venable's Legislative team.

Venable's Legislative and Government Affairs Group attorneys can assist the City in every aspect of the federal legislative process, including developing and guiding legislation, drafting committee report language, preparing witnesses for congressional hearings and testifying before congressional committees. We also work with every executive agency of the federal government on policy and funding matters.

Tab 15: Local Preference Ordinance

Venable is not seeking a local preference.

Tab 16: Additional Attachments

Variance

Indemnification

Venable is unable to agree to the indemnification provision in RFP Section 5.08 of the General Conditions because it is our policy not to agree to indemnify any counterparty except in cases solely of our own negligence. However, if Venable is selected to represent Fort Lauderdale, we would like to discuss drafting a mutually acceptable provision regarding indemnification.