

REQUEST FOR PROPOSALS FOR GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES RFP-RH-12-008
PROPOSALS TABULATION

NAME	GCSI-Southeast LLC	Clark Hill	Strategic Communication Solutions	Public Affairs Associates, Inc.
ADDRESS	Lansing MI	Detroit MI	Novi MI	Lansing, MI
Years in Business	2011	120 years	10 years	40 years
Years providing govt representation & consulting	GCSI 29 yrs/Capital Relations 1 yr	30 years	Over 20 years	
Historical Narrative	GCSI SE was established in 2011 as a venture between Govt Consultant Services Inc (GCSI) & Capitol Relations. Membership of GCSI-SE over 30 yrs direct govt advocacy exp; collective lobbying/leg exp of personnel over 100 yrs.	Clark Hill has been providing governmental services for over 30 years.	Firm members providing govt rep & serv for over 20 yrs; most members of fed, state, county or local govt. Three sister firms: Strategic Federal Affairs, Strategic Public Affairs & Strategic Communication Solutions established 2002 & continuing to grow & achieve tangible results for clients.	Established in 1971. Firm has grown from two founders to staff of 12 professionals & represents some of Michigan's largest & most successful corps, prof orgs, as well as public & private entities. Current staff has a combined 120 yrs of services to client base.
Total Personnel				
Full Time Professional	10 Full Time Professionals	215 Full Time Professionals	8 Full Time Professional	8 Full Time Professional
Full Time Non Professional	7 Full Time Non Professionals	152 Full Time Non Professionals	0 Full Time Non Professional	3 Full time Non Professional
Part Time	5 Part Time	N/A	4 Part Time	1 Part Time
Company complies w/ MI Lobby Registration Act	Yes	Yes	Yes	Yes
Registered w/ Secretary of State	Yes	No response	Yes	Yes
Resources/Staff Profiles	10 registered & active lobbyists "pure" lobbying firm-largest in State M Garavaglia-founder Cap Relations-former Chief Admin & Dir Leg Affairs for Atty Gen M Hawks-rated among 5 best lobbyists in State; 20 yr veteran Lansing politics; Chief of Staff Maj Floor Leader of MI House B Zaagman-5 yr lobbyist for MI Osteopathic Assn, Dir Govt Affairs MI Restaurant Assn-4 yrs. Would head govt relations efforts-full team of ten may be utilized. Info provided.	L Vassar-Govt & Pub Affairs Practice Grp, specializes in Govt Relations & Leg Affairs, City of Detroit leadership, St/Fed lobbying M Bishop-Pub Policy, Bus Law & Govt Relations, MI St Legislature, Senate Maj Leader D Chenault-15 yrs leg, political & public affairs exp, Gov Engler's staff F Hoffman, former Chrysler exe & state official, Gov Grahm advisor, deputy mayor for Dearborn J Kopietz, economic development C Spies, Wash DC, National Political Law	In-depth Fed, State & local govt affairs exp. Located in Oakland County, understands issues & politics that affect RH. Array of dynamic individuals from various bkgnds. All w/ savvy govt insights, strong relationships w/ key stakeholders & decision-makers & breadth of exp, understanding & talent unmatched in DC, Lansing & SE MI. Experts in transportation, finance, econ dev, relationships Fed depts to current Gov. administration. Knowledgeable on issues affect RH agenda & committed	Issue & bill monitoring to direct advocacy lobbying, draft leg to comprehensive political strategies, grass roots efforts, door opening relationships; wk with clients. James Ryan-former st rep, MI best lobbyists Top 20, America's Best Lobbyist, Dep Dir John Engler, Legislator of the Year 1995 Thomas Hoisington-top 5 lobbyists, Lansing political scene 30 yrs, staff positions in Michigan Senate & House B Scott Breslin II-Chief of Staff Sen Bishop, modern campaign techniques, PAC mgmt

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Public Sector Clients - Similar Size	City of Ann Arbor City of Grand Rapids City of Lansing Mayor's Office	City of Wyoming City of Grand Rapids Detroit-Wayne Joint Building Authority Large list of school districts including Rochester Community Schools	St Clair County-bioreactor at Smith's Crk Landfill - identify necessary funding Northville Twp-Promote 5 mile property to potential developers & new business, discussing w/ MI State Hs, US congress & Senate for future funding. City of Westland-working w/ St Mary's Mercy Hospital & City collaborative project "Passport to A Healthy City" - proj framewk, mkting strategy, community outreach, ran several events, continue to aid in public relations effort for community support	Oakland Cty Bd of Commissioners-amendmt to bill - operation county drug courts- allow county to control its policies of a drug court to aid in avoiding jail overcrowding. Southfield-MDOT new interchange I-696, multiple fed & St grants, DNR grant to pur- chase sm park and surrounding wetlands. Kent County-development of initial Hotel/ Motel Tax Legislation, recent extension of tax-legislative & executive office education to ensure passage and final approval from governor
Tangible Deliverables for other govt entities	Ypsilanti Twp-DNR Trust Fund \$500,000 grant for site dev for dock, overlooks, and pathways City of Inkster-\$408,000 grant to construct 4.5 mile greenway trail through city adjacent to Lower Rouge River Municipal Clients-Ann Arbor, Dearborn, Detroit, Grand Rapids & Lansing- Annual fire protection grants to compensate for providing services to State-owned bldgs within their jurisdiction-won \$5.1 million- nearly 1/2 of total appropriated.	Det-Wayne Jt Bldg Authority-\$5,000,000 energy efficiency award from MI Dept of Energy, Labor & Economic Growth College for Creative Studies-Taubman Ctr- for Design Education-secured pub funding to redirect tax credits that were targeted for failed project that were due to expire through legislation The Right Place- represents economic dev engine of W Michigan. At State & Fed level enhanced fed funding formula for entire W Michigan region. Secured resources for wkforce development through US Dept of Labor & 21st Century Innovation Project.	Westland Fire-\$1,854,772 Fed grant from SAFER program for 9 fire personnel and training for 2 years Bennett Arboretum Pathway-Northville Twp- grant through Rouge Protection Office for pedestrian path. TIGER grant: St. Clair County-only govt agency in Michigan to receive a US Dept of Transportation grant the most recent TIGER Program. Firm provided assistance needed to foster relationships for success of grant & develop the grant	Kent County-legislation to increase popula- tion threshold to enable the co-location of 2 divisions of 63rd District Court into one courthouse facility. Metro Park-Kent County's Metro Park initiative-development designed to reclaim land used for solid waste disposal & oil & gas exploration & production. Wk'd w/ DNR & DEQ for clearances & funding for project. Oakland County Bd of Commissioners- passage of bill to prevent the State from regulating the Oakland County Flea Market. Bill passed & signed into law allow- ing Oakland Cty to cont conducting & main- taining local control of its flea market.
List of clients currently represent	2012 List from GCSI & Capital Relations	List of School Districts	Yes - Sample of current clients	Yes
List of clients represented in past 3 years			Special project clients	Yes

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Potential conflicts of interest/process to handle conflicts of interest	Does not accept a client if clear conflict of interest exists. If conflict arises in course of prospective contractual relationship w/ RH, would notify city's designee posthaste to address it and work to mitigate the conflict.	None. Maintains database of clients & adverse parties. New matters parties are compared w/ database & responsible atty follows up on matches to ensure no conflicts exist. New matters parties are published to all firm personnel. Each new matter must be approved by appropriate practice group leader who confirms matter is proper in all respects for firm to undertake. Conflict-checking process reveals firm has no conflict of interest issues	At this point no conflicts of interest that would interfere w/ working w/ City of RH. In case conflict of interest arises, would immediately notify all of their clients or parties involved & would rectify the situation to the satisfaction of all clients involved.	Do not foresee any potential conflicts. Practice to describe process of handling potential conflicts during initial mtg w/ clients; address early in process. Over years scarce few insurmountable conflicts. In event that occurs, client that has been with company for greatest period of time would be given deference.
Scope of in-house services; special qualifications; specialty areas	Bill tracking, Access to Legislative Leaders, Committee representation, Issues management, Collaborating with other govt stakeholders, Lobby law/campaign finance assistance, Political functions, Advocacy & Implementation of public sector policies & programs, Grant procurement, headquarters in Lansing as GCSI & FH as Capitol Relations; minimum of 2 lobbyists assigned to every client, regularly communicate sometimes daily, Communications essential to healthy relationship & realizing success	Full-service law firm, beyond extensive expertise of Govt & Public Affairs Team, subj matter experts in administrative law, appellate wk, const law, corp law, corp restricting & bankruptcy, digital risk mgmt, economic dev services, environment, energy & nat resources, immigration law, intellectual property, international law, labor & employment law, litigation, political law, product liability, prof ethics & risk mgmt, real estate law and tax law	Included, but not limited to: issues analysis, dynamics associated w/ projects, assist in advocating relationship w/ muni, legislators, dept & adm officials, development & dissemination of key messaging, involvement w/ key decision-makers at all levels to garner support; promote community acceptance for issues/projects/contacts; public affairs campaigns; monitor opposition & collaborating efforts to neutralize challenges & seek out & aid in obtaining funding opportunities.	Direct advocacy, strategic council, coalition management and ally development, issue monitoring and tracking, local government relations, business and economic development, research and analysis.
Consultant's affiliations public & private sector	M Garavaglia-Bd of Directors-DMC and Bd of Directors-Forgotten Harvest M Hawks-Board of Regents - EMU N Kuhnmuensch-School Board-East Lansing Public Schools	MI Assn Muni Attys, MI Local Govt Mgmt Assn, MML, MI Assn County Drain Comm, Nat Assn Bond Lawyers, MI & Nat Council of School Attys, Det Regional Chamber of Commerce, Globalaw, USLAW Network, services as gen counsel for other govt & inter-govt entities	Det Reg Chamber, Local Chambers, International Assn Political Consultants, Amer Assn Political Consultants, MI Bus Group, Capitol Hill Club, MI Econ Club, Pub Relations Soc of America, MI Humane Soc, Det Zoo Soc, Friends of Rouge, MI Coalition Against Dom & Sex violence, Justice for Children, Beacon of Hope, Homes for our Troops	Olivet College, Council for Prevention of Child Abuse & Neglect, Ingham Reg Medical Ctr, ArtServe Michigan, Arts Council of Gr Lansing, MSU Museum, Jr Achievement, Capital Area Humane Soc, Children's Trust Fund, MI Political Leadership Program, MI Soc of Assn Executives, Det Wkforce Dev Bd, Black Caucus Found, McLaren Healthcare Corp

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Methodology	Work w/ RH to develop a work plan together & adapt to needs of specific objectives as scope may vary greatly. Recruit allies w/ shared goals when possible. Tailor specific path for each priority through collective expertise & past leg experiences. Comprehensive asmt & development of unique proj-based strategies will likely enhance potential success of project & greatest efficiency to RH	Team-oriented philosophy; team will meet w/ City leaders and work to set short & long term goals, craft micro-strategies around each goal & set tangible measures. This is an on-going process. Builds important foundations at State & Fed level incl client leadership, strong communication strategy, policy & leg monitoring, political analysis & opposition research, closely read & monitor bills in Congress & State Leg.	Stable Factor: A coherent plan of action for each issue/policy/project gleaned from mtgs w/RH. Define tasks, id responsibility for implementation, recommend specific strategies, ideas or partnerships that will reduce RH overall bottom line. Implement this strategy for every project or issue & at beginning of each year meet w/ clients to develop & identify goals for the year. Allows proactiveness.	Best approach to successful relationship begins in first 2 planning sessions. First-meet team & outline overall strategy, identify primary contact for RH & 2 others as primary back-up for the acct. 2nd-team meet for in-depth mtg w/ rep from City. Strategy session create long and short term goals of client. Establish optimal methods of communication & best approach to achieve goals.
Unique Qualifications to serve RH	Members of GCSI-SE are widely recognized in Lansing as having unmatched expertise in muni lobbying evidenced by number of blue chip communities represented over 25 yrs. Unique insight about communities. Ability to understand & are confident in pursuing priorities of each community regardless of political environment	Combination of highly-connected, highly capable govt affairs team within full-service, multi-state law firm is unmatched. Approach is responsive, experienced, predictable, innovative, connected - Full-Service Advantage. Tailored approach to fit the needs of each individual client.	Located in Oakland County-understands county's govt & politics; strong relationship in Lansing & DC to collaborate to pursue RH goals. Most useful relationships & assns w/ local & state elected officials. RH will benefit from local personnel w/ diverse backgrounds & specialized strengths working for specific needs of the City.	Best in business. Team includes former lawmakers, leg staff, lawyers & bus pros w/ decades of exp providing leg, reg & public policy counsel; one of most exp lobbying firms in Lansing, client's tenure demos success; foundation of business is clients served up to 40 yrs, confident exp representing pub sector interest & diversity of clients will allow company to solve RH challenges & effective relationship to maximize success.
Outside Firms	N/A	None - N/A	Working relationship with other government relations firms in DC and Lansing and w/ groups who work on digital marketing efforts	Miller Canfield, McKenna, Long & Aldridge, Sterling Group, MI Assn of Local Public Health, MI Assn of Counties, Honigman Miller, Mkt Resource Grp, WWP Strategies, Various Chamber of Comm & org labor, D.L.A. Piper
Methods of Communication w/ clients	Good, open communication essential to healthy relationships & success at Capitol. Pledge to engage RH either in writing, verbally on regular basis. Face-to-face, mtgs, emails, text, fax, updates	Strive to design a comprehensive communication plan specifically for RH. Written legislative updates on regular basis, as directed by City. Strong communication strategy.	Always accessible, daily phone calls, conf calls, email, post topics of interest & leg updates on website, monthly reports to each client. Available for meetings.	Varies per client, web site up to moment info on St & Fed Govt impacts, customized reports & updates wkly & monthly, tracking govt activity; PAAdvisory newsletter

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ADDRESS	Lansing MI	Detroit MI	Novi MI	Lansing, MI
Litigation	No	N/A	No	No
Contract	Yes	If selected, will negotiate a contract	Yes	Yes
Payment		Credit Card	Check/Credit Card	ACH
COST SUMMARY:				
Per Month	\$5,000/per month	\$5,000/per month	\$5,000 per month	\$5,000 per month
Hourly Fee				
Exceptions/Alternates	Fees all inclusive, unless special tasks that cost firm extraordinary expense-will seek RH approval before initiating.	If selected, would seek to refine & clarify scope of services w/ RH to assure clear mutual understanding of expectations and deliverables	In-State travel included; out-state ie, DC requires travel fee paid by RH but only upon pre-approval from RH	Extraordinary costs & expenses & out of state travel to be reimbursed by City
Yearly Adjustment				
	2013	0	0	0
	2014	0 to 5%		5%
	2015	0 to 10%		5%
	2016	0 to 5%		5%
Insurance Requirements		Yes	Yes	Yes

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ADDRESS	Lansing, MI	Lansing, MI	Lansing, MI	Lansing, MI
Years in Business	44 years	7 years	20 years	5 years
Years providing govt representation & consulting	Over 40 years	Represented clients since 2005; lobbyists	Former Farhat Group-diverse group of	Founded in 2007; full service govt
Historical Narrative	Private/Public Sector clients; staff reflects diverse clients needs & ever-changing philosophy of legislative leadership. Ten principal lobbyist from law, govt & bus. Bipartisan approach with Democratic & Republican credentials	from diverse political backgrounds; worked for Democrats & Republicans; aggressive and effective advocates; guide decision-making process to achieve favorable results; think strategically and plan for short term needs, while positioning organization to achieve its long-term needs.	clients in health care, ins, energy, IT, pharmaceuticals & retail; 4 full time govt relations specialists; represent numerous trade assns. Daniel Farhat, former pres of Farhat Group, Matthew Miner, former Chief of Staff to Mike Bishop, Eric Rule, managing director & Steve Japinga.	relations consulting firm; principal lobbyists over 50 years of lobbying experience in Michigan at local, state & federal levels
Total Personnel				
Full Time Professional	20 Full Time Professional	5 Full Time Professional	4 Full Time Professional	4 Full Time Professional
Full Time Non Professional	4 Full Time Non Professional	3 Full Time Non-Professional	1 Full Time Non-Professional	0 Full Time Non-Professional
Part Time	1 Part Time	0	0	1 Part-Time
Company complies w/ MI Lobby Registration Act	Yes	Yes	Yes	Yes
Registered w/ Secretary of State	Yes	Yes	Yes	Yes
Resources/Staff Profiles	Under RH direction, will assign no less than 2 lobbyists to acct. Main pt of contact of choosing; undivided attn of all 10 lobbyists in firm if needed. Shelly Stahl, Partner-1997, former Finance Director for MI Republican State Comm & Gov Engler 1995 Inaugural Committee, exp fundraising, political campaigns & Political parties Matt Breslin, Associate- 2011, Legislative Director for Senate Maj Leader Michael Bishop; Kent Cty Pros Atty	Bipartisan firm w/ lobbyists who have held top positions within executive & legislative branches of State govt. Profiles including educational background. Experienced in business development, event planning, political action committees and lobby law compliance. Pallone-Lead-appropriations & health policy, Chief of Staff M Knollenberg Nystrom-secondary, Dykema Gossett, MEDC, Smart Zones, Brownfields, Bouchard.	Strong track record achieving results. Strong connection RH -rep employers RH Matthew Miner-Republican Campaign,M. Bishop Chief of Staff, RH community leaders & pub officials, state budget, 15 yrs st govt strong understanding of legislative process & proven ability to strategize, promote, evaluate & implement political and public policy objectives. Worked on many major legislative initiatives.	S. Hubbard-Principal-known as one of leading leg strategists in MI govt relations, 17 yrs Det Reg Chamber, advocacy efforts local, st, Fed, econ dev, transp infrastructure comm, social media, coalition building. K Korpi-Principal-20+ yrs leg process, politics, govt relations, assn mgmt; ranked one of most effective lobbyists in Lansing E Jarosz- Exe Asst-understanding of leg process, familiarity w/ stakeholders L Bridenbaugh-Leg Asst-communication w/ MI Leg & St depts, research, reports, mtgs

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Public Sector Clients - Similar Size	MSU-appropriation increase 3%/numerous funding increases & retentions Cooperative Extension & Agriculture Research Stations	3M Electronic Monitoring ensure development, implementation & expansion of GPS tethers at State & County level - MIDeal contract and Wayne County Sheriff	Currently represents one public sector agency. For last six yrs represented Michigan State University.	City of Escanaba-econ dev North Shore Redevelopmt Proj-interface w/ MI Econ Dev Corp & other State officials in Lansing
	Defeated amendment added to MI State Police budget prohibiting funds for new building-lobbied legislative body	EMU - targeted Natural Resources Trust Fund as funding source-\$500,000 grant		EMU-ID & advocate for needed policies, plan approach to leg issues, positioning ideas, wk w/ media & Leg strategies
	MI Virtual University-gained state appropriations support each year since 1998.	Development of wet lab space in Ann Arbor-thriving technology incubator in Ann Arbor region		Downtown Det Partnership-pub officials, foundations & bus leaders wk to pass legislation streamline law-Bus Imprvmt Dists
				Trinity Health Systems-policy/appropriations Units of local govt, MML & Mi Assn of Counties/Oakland Cty Econ Dev Comm Afrs
Tangible Deliverables for other govt entities	Transportation Economic Development Fund-Oakland Cty major transportation package for past 20 years	3M Electronic Monitoring ensure development, implementation & expansion of GPS tethers at State & County level - MIDeal contract and Wayne County Sheriff	Helped secure on average \$250 Million per yr for university operating budget 2012-\$2.3 million initial state support of Facility for Rare Isotope Beam project	City of Escanaba-City Council, City Mgr, Plan Bd & Staff-North Shore Redev Plan-MDEC-Next MI Dev zones, favorable incentives and grants
	Passage of Suburban Mobility Authority for Regional Transportation (SMART) millage proposal and renewal	EMU - targeted Natural Resources Trust Fund as funding source-\$500,000 grant	2010-\$1.5 million for remediation & demo former St Police headquarters on campus	Dashboards & Loc Govt Funding Incentives & wk with Escanaba on Econ Vitality
	Tax package to authorize referendum to bond for construction new Tiger Stadium	Development of wet lab space in Ann Arbor-thriving technology incubator in Ann Arbor region	2010-\$193,600 Plant Science Facilities - Bioeconomy-Additions & Renovations	Incentive Program & revenue sharing Wk'd w/ municipalities & private firms appl to State for tax incentives & grants including Renaissance Zones & other special districts
	Wk'd w/ SE Mich counties for legislative votes & governor signature on Next MI Economic Development Project			Grant Procurement & Funding Strategies Frontier Renewable-largest MEDC grant Nurse-Family Partnership-\$1.5 million in Gen Fund money, matched with Medicaid funds+grant from Fed govt
List of clients currently represent	Yes	Yes	Yes	Yes
List of clients represented in past 3 years	Yes	Yes	No	Yes

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Potential conflicts of interest/process to handle conflicts of interest	1-Immediate disclosure to all impacted interest. 2-Mediation of the conflict leading toward resolution, if possible. 3-If ultimately unable to ameliorate the conflict, recommend potential alternatives and afford clients an opportunity to pursue other resources. No current conflicts w/ RH. Core principal client not surprised by any legislative or regulatory action; strong relationship with Oakland Cty legislative delegation	No conflicts of interest policy. Should another entity approach them for services, process is to discuss the potential for representation with current client. Will not sign a new client over a current client's objections due to conflicts of interest	CSG does not seek or accept any client that poses a direct conflict with current roster of employers. Does not currently represent a city, twp or county. If RH hires CSG, they will not accept another city, twp or county as a client. It is impossible to carry two clients with competing interests and ensure to both that they are doing everything possible to fulfill each of their needs.	Do not believe currently any conflicts of interest representing RH. Intend to write scope of work between firm & RH to be clear that questions of conflicts would initially be resolved based on the scope. If following review of scope of work, a conflict were to arise, would separate the work between their Principal's and represent the City's best interests.
Scope of in-house services; special qualifications; specialty areas	Legislative/Regulatory representation Legislative strategy & tactics development Draft legislative & regulatory proposals Legislative/Regulatory monitoring Issue counseling Testimony & testimony training Analysis of proposed legislation Coalition bldg & coord of industry positions Establishment of PAC fund & admin Trade assn consultation Client issue research	Government Relations Business Development Trade Association Management Event Planning Political Action Committees (PAC) Lobby Law Compliance Resources Available	Identify, plan, develop & implement leg strategies & promote client's agenda; Monitor legislation; identify & prioritize opportunities, research & analysis, educate, databases reports/issues, weekly summaries of Capitol events; direct advocacy to pub officials, consult strategic legislative & issue planning, event & mtg logistics, coalition planning & org, develop & issue mgmt, leg drafting & amending, committee planning & org, political grassroots dev, private/public opportunities, mgmt tools	Government Relations/Lobbying Grant Procurement Business Development Social Media & Strategic Communications Issue Development Strategy Issue/Legislative Tracking & Monitoring Political Consultation Relationship Building Bill Drafting, Research & Analysis Ally Recruitment & Coalition Building Strategic Partnerships to Professionals in grant writing, fundraising, legal, media relations. Grassroots Advocacy
Consultant's affiliations public & private sector	Client List	Staff Resumes	Numerous private/public affiliations. Member of MI Chamber of Commerce; Small Business Assn of MI, National Federation of Independent Businesses. Team members involved in Knights of Columbus, NRA & Grn & Wht PAC supported MSU	Michigan Chamber of Commerce Detroit Regional Chamber Grand Rapids Area Chamber of Commerce Lake Superior Community Partnership American Forest & Paper Assn MI Society of Assn Executives Nat Alliance for Forest Owners

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Methodology	Tailored to client needs; can contact 148 State Legislature members on short notice. Devise joint strategy to communicate RH intent to participate more directly in govt process. Strategy should include: meeting w/ govt officials, legislative leadership, key committee chairs & their staffs & Oakland County legislative delegation	Develop & pursue detailed strategic plan work closely w/ Mayor & staff; move plan forward, as bill introduction, securing an earmark, group purchasing opportunities. Track all legislation relevant to strategic plan, committee process, establish relationships, meetings with members of Executive Branch and Legislature; give presentations in committees; assist in local millage campaigns, communications	Goal: Provide exp consultative services to RH for their advocacy & Legislative priorities Obj: strategic plan to develop & implement tactical agenda that addresses all RH ints. Sub Objs: 1-ID infrastructure needs & cap projs to identify State & Federal funding 2-govt relations plan; 3-monitor state & fed legislative & reg issues; 4-relationships w/ members of St & Fed leg & exe branch 5-outreach grps shared interest w/ RH.	Fresh perspective & keen insight; meet on issues incl recycling, brnfields, PA312, transportation, transit & rev sharing. Initially shape an advocacy plan to include shaping Snyder admin approach to local govt through mtgs w/ staff & dept officials; Reach out to key legislative leadership, Build more support & awareness in MI Legislature for RH policy goals by leg briefings & networking events
Unique Qualifications to serve RH	Long-term relationship built in Lansing; all lobbyists available at City's disposal; Matt Breslin worked under Senator Bishop & Jim Crawford served in Lansing City Council & Lansing Mayor. RH can have faith that their issues are recognized and understood.	Pallone & Nystrom, lead consultants for RH, extensive knowledge of & relationships in Oakland County. Worked for legislators that represented the area. As an affiliate of USSG network, MWMSG can use connections to leverage relationships at federal level	Strong track record of achieving results; known commodity around Capitol; valued asset to our clients; 4 full time lobbyist w/ 60 yrs exp; strong connection to RH; clear understanding demo, govt, history RH & ability to formulate strategic plans to enhance RH interaction w/ St & Fed agencies; creative solutions to maintaining low millage rates; specialization in budgeting	Insight, Sharpness & Perception Experience working w/ local govts incld City Councils, wk grps & other pub mtgs Social media & strategic communications Bi-partisan approach w/ deep Republican roots, access to statewide business leaders
Outside Firms	None	Does not subcontract lobbying. Confidentiality agmts with specific law firms and public relations firms they are working with currently or in the past	Dykema Law Firm for legal referrals	Variety of law firms & public relations firms: Marketing Resource Group, Resch Strategies, Truscott Rossman, Byrum & Fisk, Dykema, Warner Norcross & Judd, Honigman, Dickinson Wright, Sterling
Methods of Communication w/ clients	Except when Legislature in session-usually Tues, Wed & Thurs - available to meet w/ officials from RH. When Legislature in session, available by phone, text, email	Available at all times by cell & email. Reports written or oral at least weekly. Legislative updates in person at local meetings	Wkly & monthly report options, wkly report of highlighted activities in leg. & other communications as City needs	Written reports, updates of activities, current info on RH issues, regular conf calls to ensure strong working partnership bet consultant and client

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Litigation	No	No	No	No
Contract	Yes	Yes	Yes	Yes
Payment	ACH	ACH	Check	ACH
COST SUMMARY:				
Per Month	\$5,000	\$3,500	\$5,000	\$5,000
Hourly Fee	N/A			
Exceptions/Alternates	Above fee includes all normal expenses. RH will not be billed separately for expenses	None		
Yearly Adjustment				
	2013 N/A	0	0	0
	2014 N/A	0	0	0
	2015 N/A	0	10%	0
	2016 N/A	0	10%	0
Insurance Requirements	Yes	Yes	Yes-will purchase prof liab insurance	Yes