



Federal Advocates Inc.

RFQ No. 1902-328
for
Federal Legislative Advocacy Services

Michael Esposito
President
Federal Advocates Inc.
mesposito@federaladvocates.com
202.626.3033

Table of Contents



Cover Letter	1
Qualifications and Experience	2
Key Personnel	5
Description of Proposed Services	15
References	18
Relationships	19
Fee Schedule	32
Evidence of Insurance	33

Cover Letter



Dear Sir/Madam:

It is with great pleasure that I submit the following proposal in response to the County of Contra Costa's RFQ No. 1902-328 for Federal Legislative Advocacy Services. Please note the following enumerated requirements from the RFQ:

Official name:	Federal Advocates Inc.
Organizational Structure:	Corporation
Organization Jurisdiction and Date:	Virginia, 2006
Headquarters:	1666 K St, NW; Suite 1110; Washington, DC 20006
Federal Tax ID:	20-4140994
Authorized Contact:	Michael Esposito 1666 K St, NW; Suite 1110; Washington, DC 20006 (202) 626-3033 mesposito@federaladvocates.com
Representations of Good Standing:	Federal Advocates Inc. is in good standing before the State of Virginia and the District of Columbia (Washington, D.C.) and has all of the necessary licenses, permits, certifications, approvals and authorizations necessary in order to perform all of its obligations in connection with this RFQ. (See Attachments)
Acceptance of Requirements:	I have reviewed and accept the conditions and requirements contained in this RFQ.

I hope this RFQ response will familiarize you with my team and our ability to advance the County of Contra Costa's policy priorities. I am available to answer any questions at your convenience.

Sincerely,

Michael Esposito, President

Qualifications and Experience



BACKGROUND

In 2018, Federal Advocates (the Firm) was ranked by Bloomberg Government as the #1 Top-Performing Lobbying Firm. Founded in 2006, Federal Advocates has a strong history of success during both Republican and Democratic control of Congress and the White House. The firm operates with a unique approach by developing customized strategies for each client. In addition, our clients are serviced by the entire team, allowing them access to the full staff's relationships, experience, and expertise. Our bipartisan staff includes a former Member of Congress, a Congressional Chief of Staff, Presidential Appointees and seasoned consultants with decades experience advising clients on how to work with government to protect profitable business practices, promote innovation, and develop new markets.

BIPARTISAN LEADERSHIP

The Firm has strong ties at the highest levels of the Republican and Democratic Parties. This affords us unfettered access to decision-makers and unique insight into the strategies and tactics driving policy decisions.

Firm President Michael Esposito serves on the Republican National Committee (RNC) Chairman's Advisory Board. As a member of the senior-most advisors within the RNC, Esposito directly advises the Chairwoman on issues of significance to the nation. Chairwoman McDaniel refers to her Advisory Board as "our Party's most prestigious group," and their advice is heeded at the highest levels of the Administration. Along with offering vital counsel, Esposito supports RNC's national leadership by serving as its eyes and ears on issues across the country and providing key in-depth insight for RNC's ultimate mission: exemplary governance. He is the only lobbyist serving on the Board.

Firm Vice President, Hon. Chris Carney, Ph.D. is a former Democratic Member of Congress. He presently serves as an Advisor to the Democratic Congressional Campaign Committee -- the Democratic Party's national candidate recruitment and retention platform for the House of Representatives. In this role, Congressman Carney has direct input with party leaders on policy, messaging and legislative strategy to promote the Democratic Party Platform. He also helps identify, recruit, and mentor candidates and continues to mentor several Members of the current freshmen class.

FEDERAL AGENCIES

Having independently represented both the Kushner and Trump families' businesses for over a decade, Federal Advocates' President, Michael Esposito was trusted to assist the President in establishing his Administration's cabinet and senior advisors.

The following offices would be strategic to serving the County's most pressing regulatory concerns:

- Secretary of Transportation, Elaine Chao
- Secretary of Health and Human Services, Alex Azar
- Secretary of Housing and Urban Development, Ben Carson
- Administrator of the Environmental Protection Agency, Andrew Wheeler

Qualifications and Experience



HOUSING EXPERIENCE

The Firm represents municipal clients of wide ranging demographics. In doing so, it takes full advantage of every federal assistance program. As an example, the Firm continues to be highly engaged in HUD's Affordable Housing programs, including the HOME Investment Partnership Program. The Firm has worked directly with key authorizers and appropriators to ensure funding continues to be allocated to the program. In concert with the federal formula funds processes, the Firm works to ensure that all factors are constantly and consistently a part of the client's priority, granting full consideration. To that end, the Firm has worked with its clients to provide appropriate analysis of local and regional needs/impact that would have a direct result on the final pass through allocation. In addition, the Firm works to direct as much funding as possible to the client and has worked with several municipal entities to form binding consortium's in order to meet, or exceed, the programs threshold.

The Firm brings with it many years of experience working with the Community Development Block Grant Program (CDBG). Not only has the Firm worked to increase and/or maintain previous year allocations for its public entity clients but it has been involved in negotiations to broaden/restrict eligibility and use of the funding. For example, the Firm led efforts to clarify NEPA as it directly relates to the CDBG Program in the State of California. The Firm was successful in securing the full clearance term of 5-years for housing projects (tiered reviews). At the same time, the Firm has worked aggressively to push back on efforts by Congress to reappropriate federal funds away from this program.

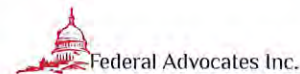
For example, in FY07 the Program was under a heavy threat to deeply cut its allocation (due to the recession). At the request of several senior appropriators, the Firm identified and secured an offset revenue stream which was used to fill an overall program funding gap. This additional stream of funding has been consistently used since that time and has allowed the program to continue. Only due to the Firm's experience and expertise in both the CDBG and appropriations budget processes was it consulted upon by senior Members of Congress.

Currently, the Firm is engaged in high level discussions with the Administration to protect CDBG funding. The Program is viewed as an entitlement by the Administration and therefore has been targeted in both the FY19 and FY20 Presidential Budgets. The Firm has organized a broad base of support for the program and has led the efforts to broker an understanding between Members of Congress, supportive of the Program, and the White House.

TRANSPORTATION AND INFRASTRUCTURE EXPERIENCE

The Firm has extensive history of representing clients (particularly municipal entities) with transportation and infrastructure priorities. As an example, the City of Antioch was faced with a problem as transportation infrastructure was dilapidated and required significant upgrades in order to meet current and future demands.

Qualifications and Experience



In particular, the City targeted State Route 4 (which provides direct access to Antioch from I-680 and neighboring cities of Oakley, Brentwood, Pittsburg, Martinez, Pinole, and I-80) for a series of upgrades including widening the freeway from 4 to 8 lanes, a BART extension, HOV lanes, and new interchanges. The upgrades would relieve much of the chronic congestion on the freeway.

The Firm was tasked to find additional funds for the project outside of the state and local funding already committed to the project. The Firm worked closely with senior Congressional leaders to have the highway widening project designated as a “High Priority Project” in a federal transportation reauthorization bill. The passage of the bill (and subsequent appropriations) resulted in \$36 million in federal funding for the project

Examples of Infrastructure Project Funding:

- \$177,000: Pleasanton Recycled Water Project, City of Pleasanton, CA.
- \$253,000: Central Dublin Recycled Water Distribution and Retrofit Project, Dublin San Ramon Services District, CA.
- \$151,000: Dublin Recycled Water Expansion Project, Dublin San Ramon Services District, CA.
- \$750,000: Construction of the John Muir Parkway, City of Brentwood, CA.
- \$125 million: Construction of the Alameda Corridor East (ACE), State of CA.
- \$100 million: Construction of the Gerald Desmond Bridge, Long Beach, CA.
- \$80 million: Widening of I-80, Placer County, CA.
- \$36 million: Widening of the SR4, City of Antioch, CA.
- \$10 million: Interchange expansion of 23/101 Freeway, Thousand Oaks, CA.
- \$1 million: Electrification of bus fleet in Polk County, IA

Examples of Transportation Policy Initiatives:

- Developed language that ultimately formed the Projects of National and Regional Significance Program (\$6.6 billion in appropriated funding).
- Developed language that ultimately formed the U.S. Department of Transportation’s TIGER (now BUILD) discretionary grant program.
- Developed language that ultimately formed the U.S. Department of Transportation’s FASTLANE (now INFRA) discretionary grant program.

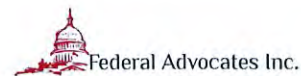
JUSTICE-REALTED PROGRAMS EXPERIENCE

The Firm works with municipalities to identify and secure new federal funding streams for justice-related issues. In addition, the Firm advocates on a range of criminal justice issues, such as those related to the state and federal conflict on cannabis legalization. The Firm represents a number of entities in the cannabis space (including municipalities, the largest cannabis trade association, and a California licensed cultivator) and is deeply entrenched in those politics

Examples of Funding for Law Enforcement:

- \$41.5 million through the U.S. Department of Justice Byrne Criminal Justice Innovation (BCJI) program
- \$31.5 million through the U.S. Department of Justice Community Oriented Policing Services (COPS) hiring program.
- \$24.75 million through the U.S. Department of Justice Technology Innovation for Public Safety (TIPS) program

Key Personnel



MICHAEL E SPOSITO
PRESIDENT

Mr. Esposito will lead Administration outreach for Contra Costa County.



CONGRESSMAN CHRIS CARNEY, PH.D.
VICE PRESIDENT

Congressman Carney will lead Democratic Outreach for Contra Costa County.



KEVIN "KIP" TALLEY
SENIOR DIRECTOR OF GOVERNMENT AFFAIRS

Mr. Talley will lead Republican outreach for Contra Costa County.



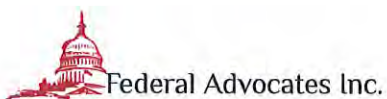
PATRICK ANDERSON
SENIOR DIRECTOR OF GOVERNMENT AFFAIRS

Mr. Anderson will serve as the point of contact for the Appropriations Committee and assist the County in developing its funding requests.



BEN ODENDAHL, ESQ.
SENIOR DIRECTOR OF GOVERNMENT AFFAIRS

Mr. Odendahl will serve as the County's daily contact and will be responsible for providing regular reporting on all County identified priorities.



MICHAEL ESPOSITO

(202) 845-4263 | mesposito@federaladvocates.com

EXPERIENCE

Federal Advocates Inc.

President January 2006 – Present

- Federal Advocates is a Washington, D.C. government relations consultancy. We assist public and private sector clients in devising and executing advocacy strategies to successfully achieve their goals. Without a team of experts on your side, successful advocacy is difficult – but our team of experienced government professionals has been immersed in the public policy and political processes their entire lives. Collectively, we have secured over \$2 billion for clients in authorized, appropriated and grant-funded projects. Coupled with this are numerous instances of success on the policy side, many of which broke “new ground” in the legislative and administrative processes. Our guidance will help you understand and navigate these complex processes, strategically positioning you to be ready to fight the next battle or capitalize on the next opportunity

Smith, Esposito & Lyerly

Principal Associate January 2003 – January 2006

- Lobbyist - handling a portfolio of clients as well as securing new clients for the firm.

EDUCATION

BS Aeronautical Science/Aviation Safety, Embry-Riddle Aeronautical University, 2000

THE HONORABLE CHRISTOPHER CARNEY

202.626.3033 | ccarney@federaladvocates.com

EXPERIENCE

Federal Advocates

December 2017 to present

Vice President, covering a diverse portfolio of issues, utilizing prior connections in the administration and on Capitol Hill to influence lawmakers on behalf of clients.

Senior Intelligence Specialist, National Aviation Intelligence Integration Office

May 2016— November 2017

Worked as the Senior Specialist and Project Manager for the National Aviation Intelligence Integration Office (NAI2O) for the Office of the Director of National Intelligence (ODNI) on integrating intelligence on threats to and from the aviation domain.

Commissioner, Military Compensation and Retirement Modernization Commission

June 2013-January 2016

Appointed by the President and Congressional Leadership as one of nine Commissioners to the blue ribbon, bipartisan commission.

Director of Homeland Security Policy and Strategy, BAE Systems

June 2011-March 2012

Directed BAE corporate strategy into the homeland security space. Coordinated company initiatives in cyber-security, critical infrastructure protection, border protection, and Intelligence, Surveillance, Reconnaissance (ISR) across the myriad businesses of BAE.

United States Congressman, 10th Congressional District of Pennsylvania

2007-2011

Vice Chair of the Transportation and Infrastructure Committee's Subcommittee on Economic Development, Public Buildings and Emergency Management; Member of the Subcommittee on Highways and Transit, and the Subcommittee on Railroads, Pipelines, and Hazardous Materials.

Associate Professor of Political Science, Penn State University-Scranton

1992-2006

Taught International Political Economy, U.S. Security Policy, International Relations, Terrorism and Intelligence, U.S. Government as a tenured professor.

Commander, US Navy Reserve

1995-2015

Served multiple overseas tours and activated for operations Enduring Freedom and Noble Eagle.

EDUCATION

Ph.D. Political Science, 1993, University of Nebraska-Lincoln. Dissertation titled International Patron-Client Relations

MA, International Studies, 1983, University of Wyoming, Laramie

BSS, Environmental Science, History, 1981, Cornell College, Mt. Vernon, Iowa

AWARDS AND ACKNOWLEDGEMENTS

Senior Fellow, Foreign Policy Research Institute

Board of Directors, Bucknell Institute of Public Policy

Board of Advisors, International Security Project/Homeland Security Project, Bipartisan Policy Center

Member of United States Institute of Peace International Advisory Council



Federal Advocates Inc.

KEVIN “KIP” TALLEY

202.845.4307 | KTalley@FederalAdvocates.com

EXPERIENCE

Federal Advocates, Inc.

Senior Director | March 2019 – Present

- Lead political strategy and relations with House and Senate Republicans.
- Manage client portfolios in areas related to taxation, judiciary, appropriations, and energy.
- Provide expertise in public relations and political consulting for client portfolios.
- Support team with relationship building, Hill visits, and logistical needs.
- Develop policy approach for complex legislative and regulatory necessities.

Congressman Matt Gaetz (R-FL)

Chief of Staff | August 2017 – March 2019

- Served as chief advisor to Congressman and staff on legislative initiatives, including proposal research and formation, bill drafting, coalition building, introduction, markup strategy, floor votes, implementation, and press; managed staff recommendations for votes and bill co-sponsorship.
- Acted as liaison between Member of Congress and the White House, Federal and State Agencies, Foreign Governments, Military Personnel, Local Government officials, Interest Groups, and Non-Profits.
- Managed Member priorities regarding implementation of agenda related to Congressional District, Judiciary Committee, Armed Services Committee, and Budget Committee.
- Implementation of media strategy on National and Local news outlets, social media, and constituent communications through newsletters, mailings, and in-district events.
- Worked as principal political advisor for re-election campaign, political fundraising, and event management. Oversaw campaign team, consultants, and volunteers.
- Coordinated personal office staff and functions; facilitated staff transitions and constituent services.

Talley Strategies, LLC

Principal | December 2016 – August 2017

- Started company as a boutique government relations and consultant firm.
- Focused on solutions to legislative, regulatory, and public relations issues.
- Served a variety of clients at a grassroots and grassroots level to advance priorities and objectives.

International Premium Cigar & Pipe Retailers' Association

Senior Director of Federal Affairs | January 2013 – November 2016

- Educated and lobbied U.S. House, U.S. Senate, & Administration, including FDA, OMB, OIRA, DPC, and SBA, as primary federal government liaison on behalf of 5,000 premium cigar retail stores.

- Worked with coalition attorneys and contractors to develop strategy for inclusion of specific language in legislative text related to appropriations.
- Oversaw legislative/regulatory strategy and implementation for 2,500-member Association.
- Performed public relations duties such as press interviews, compilation of industry compliance guides, writing of educational materials for both membership and external government contacts.
- Provided regular federal affairs updates to Association leadership, Board of Directors, Associate Member Advisory Board, membership, and industry partners.
- Enhanced fundraising programs and initiatives for IPCPR-PAC through increased engagement and motivational giving.

The National Rural Letter Carriers' Association

Assistant Director of Government Affairs | January 2007 – January 2013

- Served as primary House of Representatives lobbyist on behalf of 125,000-member Association.
- Identified legislation, created & maintained Congressional relationships, attended hearings.
- Authored Association Congressional testimony, magazine articles, fact sheets, and website.
- Represented NRLCA Governmental Affairs at conferences, national conventions, and area meetings.
- Liaison to USPS, Rate Commission and numerous coalitions involving 80+ organizations.

PAC Manager | May 2006 – January 2007

- Administrator for the \$1.2 million NRLCA-PAC. Grew the PAC by 15% during tenure.
- Coordinator for PAC mailings, solicitation campaigns, training for state chairs, and FEC Reports.
- Accounting and record keeping for incoming and outgoing PAC donations.
- Creator of branding, award structure, presentations, and speeches for NRLCA-PAC.

EDUCATION

The Pennsylvania State University, Political Science, 2006

AWARDS AND ACKNOWLEDGEMENTS

- Relevant awards and acknowledgements tailored to prospective clients



Federal Advocates Inc.

PATRICK ANDERSON

(202) 845-3712 | panderson@federaladvocates.com

EXPERIENCE

Federal Advocates, Inc.

Senior Director Government Affairs

April 2018 – Present

- Advise firm clients on Budget and Appropriations strategy

Dickinson Wright

Firm Lobbyist

May 2017 – April 2018

- Co-lead the launch of the firm's federal government relations practice
- Represented a leading manufacturer implicated at a Superfund site
- Negotiated with the Department of Interior for approval of a water rights agreement between a major municipality and a Native American tribe
- Secured the first ever TSA approval of a non-lock luggage security device
- Coordinated a successful coalition effort to preserved tax-exempt private activity bonds in the Tax Cuts and Jobs Act
- Successfully represented the interests of a U.S. manufacturer within an industry dominated by foreign controlled companies in the Tax Cuts and Jobs Act

Fox Rothschild

Director Government Strategy

September 2015 – May 2017

- Represented a leading manufacturer implicated at a Superfund site
- Supported the first industrial water reuse project in the State of Texas
- Designed a cross-marketing strategy covering 18 offices and multiple legal specialties
- Developed the NDAA requirement for external fire suppression standards for ground combat vehicles
- Secured several permanent regulatory exemptions for an industry in the FAST Act
- Overturned the regulatory shutdown of a major manufacturer's facility

Greenberg Traurig

Director Government Affairs

October 2012 – September 2015

- Lead lobbyist before Army Corps of Engineers, Bureau of Reclamation and EPA
- Served on the Steering Committee of the Sustainable Water Infrastructure Coalition
- Secured an exemption for Los Angeles County Sanitation Districts' properties from the boundaries of the San Gabriel Mountains National Monument
- Represented a manufacturer in a matter before the Natural Resource Damages Trustees
- Represented a leading retailer with waste management matters before EPA
- Participated in public webinars, industry forums, press interviews, and published advisories
- Advised an investment fund on environmental programs impacting California based companies

Troutman Sanders Strategies*Manager Federal Affairs*

February 2007 – October 2012

- Managed a portfolio of thirteen governmental entities seeking various authorizations and appropriations
- Secured over \$100 million in government funds for clean water and environmental infrastructure, public buildings, university research and program development
- Secured \$8 million for a California water reuse project in the American Recovery and Reinvestment Act
- Designed comprehensive government relations plans adopted by two Fortune 500 companies
- Represented a technology firm before multiple agencies within the intelligence community
- Supported cyber-security training within the Special Operations community
- Represented two Navy ship repair contractors on procurement reform
- Advised a leading investment fund on legislative, regulatory, and political risk associated with transactions
- Represented two of the leading electronic payments networks during Dodd-Frank
- Coordinated crisis management efforts requiring collaboration with legal and press consultants
- Advised clients on establishing and directing PAC funds
- Managed and oversaw the professional development of legislative assistants and administrative staff

Applied Government Strategies*President*

November 2005 – February 2007

- Founded a government relations firm
- Recruited clients and managed all aspects of representation

Office of Rep. Henry Bonilla*Legislative Assistant*

March 2003 – November 2005

- Recommended funding allocations for a senior member of the Appropriations Committee
- Advised on transportation, healthcare, education, judiciary, telecom, trade and homeland security
- Served as liaison between communities along the Texas-Mexico border and federal agencies
- Member's proxy for board meetings of the Congressional Hispanic Conference and the Congressional Hispanic Leadership Institute
- Co-Director of the Congressional Border Caucus
- Supported communications staff when developing press releases, op-eds, and public outreach opportunities

Senate Banking Committee*Staff Assistant*

April 2001 – March 2003

- Legal research for legislative drafting
- Economic research for the Chairman's hearings and floor remarks
- Conducted agency oversight investigations

EDUCATION

St. Joseph's University – Philadelphia, PA*Bachelor of Arts* in Economics – May 2000



Federal Advocates Inc.

BEN ODENDAHL

202-626-3033 | bodendahl@federaladvocates.com

EXPERIENCE

Federal Advocates, Inc.

Senior Director of Government Affairs

May 2017 – Present

- Successfully secured increased funding from Congressional appropriators for the Department of Energy's Weatherization Assistance Program despite the Administration's request to zero out the program.
- Analyze proposed legislation and agency rules to identify key needs and concerns for clients on a broad range of issues, including taxation, the environment, and energy policy.
- Provide strategic and legislative advice to ensure clients are able to deliver the most effective and impactful message to both Congressional policymakers and Executive agencies.
- Cofounded the Association of Sanctuary Cities, a non-profit coalition dedicated to ensuring sanctuary communities speak with one voice against potentially disastrous federal immigration enforcement policies.

Charter Communications, Inc.

Legislative Assistant

March 2015 – April 2017

- Coordinate with a staff of over 100 people to manage and escalate lobbying and regulatory issues throughout the 41-state service area, including large states like New York, California, Ohio, and Florida, up to State Governments Affairs corporate team.
- Responsible for legal compliance and record keeping for key market service areas including devising a strategy for tracking & monitoring lobbying expenditures and activities of multiple state-level lobbyists subject to a wide range of reporting & disclosure requirements.
- Drafted a lobbying manual designed to educate staff on record keeping according to internal policy and applicable state law.
- Work with State Government Affairs corporate leadership team to coordinate all external outreach with key constituent and third-party groups throughout the country.

Office of Congresswoman Terri Sewell (D-AL)

Law and Policy Fellow

October 2014 – March 2015

- Managed a variety of special projects for the Congresswoman and members of both the DC and district staff, including, but not limited to: briefing the Congresswoman on votes pending before the House of Representatives, serving as a liaison between district staff and DC staff on important internal and external operational issues.
- Researched and drafted H.R. 431, a bill to award the Congressional Gold Medal to the foot soldiers of the Selma to Montgomery Voting Rights March.
- Conducted extensive research on federal housing policy and the judicial code of conduct using online resources, such as Congressional Research Service, Westlaw, LexisNexis, and the Library of Congress.
- Served as coalition coordinator between the CBC and key executive government agencies for several legislative initiatives, including the Voting Rights Advancement Act of 2015 and the Financial Services Committee mark-up of the FY2016 budget.

EDUCATION

Cumberland School of Law, Samford University – Birmingham, AL

Juris Doctor – May 2014

- Dean's List
- National Mock Trial Team

Birmingham-Southern College – Birmingham, AL

Bachelor of Arts in Political Science and Economics – May 2011

- Dean's List
- Distinction in Leadership Studies
- Student Government Association – Vice President

AWARDS AND ACKNOWLEDGEMENTS

- Best Law Student Paper Awards:
 - Voting Rights (Fall 2012)
 - Directed Research in Constitutional Law (Spring 2014)

Description of Services



STRATEGIC PLANNING

At the start of this engagement, Federal Advocates will meet directly with County officials to explore, in detail, the County operations that may benefit from federal programs and the various programs and resources that are subject to federal regulation. We then work with the County to establish a firm set of priorities and benchmarks for tracking progress and success.

Once we have established this priority list, our first order of business will be to meet with your congressional delegation. They will be your primary sponsors for legislative requests and we will rely on them to both support our efforts and provide advice on where political leverage is needed to sway negotiations. We will build on their support with our own political contacts within Republican and Democratic leadership and various Committee Chairs, Ranking Members, and Subcommittee Chairs and Ranking Members.

DEVELOPING MATERIALS

The Firm is well-versed in the various types of writing required to effectively educate officials about the effect of a proposed policy. Our staff has significant experience drafting legislation, amendments, white papers and talking points. In addition, the Firm is experienced in drafting a variety of background materials on an assortment of issues. For example, prior to a D.C. fly-in by several elected and appointed officials from a municipal client, the Firm drafted talking points covering the client's needs on issues, such as public safety, transportation, and housing. The Firm also created a one-pager aimed at providing congressional and agency staff background information about the client after each meeting.

LOBBYING

The Firm is comprised of a dynamic, bipartisan team of public policy professionals who have consistently achieved successful policy and regulatory victories before the Congress and White House. The Firm enjoys strong personal and professional relationships with decision-makers in both the Executive and Legislative branches of government. In addition, the Firm has built deep relationships within the bureaucracy that have surpassed multiple Administrations. The Firm leverages these relationships within all spheres of the legislative, administrative, and regulatory process to support our clients interests. Our lobbyists are well versed in parliamentary procedures and familiar with the political history and nuance of legislation. As a result their advice is often sought when elected officials and staff are confronted with political or procedural hurdles obstacles.

SCHEDULING LEGISLATIVE MEETINGS

The Firm enjoys strong working relationships with senior leaders within the House and Senate committees with primary jurisdiction on matters concerning the County. These relationships allow the Firm to schedule high-level and meaningful meeting for County officials when they are in Washington D.C. as well as follow up with those offices to further discuss the County's asks. These relationships are detailed in the *Relationships* section of the proposal.

Description of Services



SCHEDULING AGENCY MEETINGS

The Firm has over a decade of experience supporting the needs of clients at the federal agency level. We are familiar with the protocols necessary to work successfully with the bureaucracy. In addition, we are experienced in leveraging the political staff at the agencies and utilizing the oversight authority of Congress to overcome hurdles.

In addition, Firm President Michael Esposito was instrumental in identifying, recommending, and vetting Cabinet appointments for the Commerce, Energy, Interior, Justice, Homeland Security, State, Transportation, and Treasury Departments.

This makes Federal Advocates uniquely positioned to engage agencies both politically and substantively at the highest levels.

DRAFTING OFFICIAL COMMUNICATIONS

The Firm has a long record of drafting and submitting correspondence to Congress and Executive agencies. This includes official letters from clients calling on Congress to pass a specific piece of legislation and official comments to agencies during rulemaking periods. The Firm has drafted and submitted questions for Members of Congress to ask during committee hearings in order to extract policy statements from witnesses that our clients can then use in future negotiations with a federal agency.

On the regulatory front, the Firm is experienced in drafting and submitting comments to executive agencies during the rulemaking process.

TRACKING LEGISLATION AND RULE CHANGES

The Firm will assign a client manager, who will be responsible for keeping County officials up to date on all of the priority issues impacting the County. Through the Firm's lobbying work, the County will receive key intel on coming legislation and rulemaking. In addition, the Firm's research capacity allows for daily legislative and regulatory tracking. The Firm's researchers will monitor congressional and federal rulemaking processes at the appropriate federal departments and agencies. Due to our team's close monitoring of the Congressional Record, Congressional Daily Digest, the Federal Register, Bloomberg Government, Congressional websites, and several other resources, the County will be well-informed on any new developments.

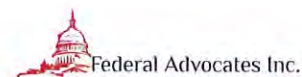
Description of Services



INITIAL APPROACH

FOCUS	DETAILS
Client Assessment & Strategic Planning	<p>Work directly with County staff to determine and what policy changes or political statements will best move government towards adopting budget and appropriations priorities to benefit the County.</p> <p>Goals: Develop defined short, medium and long term benchmarks for success.</p>
White House Relations	<p>Meet with officials inside the White House; Meet with staff of the White House Office of Management and Budget;</p> <p>Goals: Assess the manner in which the White House will move to support County goals; Gain insight into the offices at various federal agencies with interest in County priorities</p>
Agency Relations	<p>Meet with political appointees at the Department of Transportation; Department of Housing and Urban Development; Environmental Protection Administration; Department of Justice; U.S. Army Corps of Engineers</p> <p>Goals: Assess current projects and objectives being undertaken by federal agencies that can provide resources to the County. Determine how County priorities fit within those efforts and where there is flexibility to change policies to better meet County needs.</p>
Congressional Relations	<p>Educate Members of Congress within the County's political footprint on the organization and its goals; Meet with staff of the House Appropriations Committee; Meet with staff of the House Transportation Committee; Meet with staff of the Senate Appropriations Committee; Meet with staff of the Senate Environment and Public Works Committee.</p> <p>Goal: Inform stakeholders; Assess which policy areas will be explored by the Committees of jurisdiction; Identify policy champions that can bolster regulatory efforts and lead legislative efforts.</p>
Leverage the Campaign Season	<p>Line up 2020 campaign discussion topics with County priorities.</p> <p>Goal: Demonstrate to elected officials that County priorities are tangible examples of the type of projects on which voters want to see federal government engaged.</p>

References



Federal Advocates Inc.

CURRENT CLIENTS

Polk County, Iowa

Mark Wandro, County Administrator
 111 Court Avenue, Room 300, Des Moines, IA 50309
 (515) 286-3120
Mark.Wandro@polkcountyiowa.gov
 Dates of Service: 2009 – Present

City of Antioch, California

Ron Bernal, City Manager
 200 H Street, Antioch, CA 94509
 (925) 779-7011
rbernal@ci.antioch.ca.us
 Dates of Service: 2006 – 2015, 2017 – Present

City of Pittsburg, California

Garrett Evans, City Manager
 65 Civic Avenue, Pittsburg, CA 94565
 (925) 252-4034
Gevans@ci.pittsburg.ca.us
 Dates of Service: 2013 – Present

FORMER CLIENTS

Delta Diablo Sanitation District

Jayne Strommer, Government Affairs Manager
 2500 Pittsburg-Antioch Hwy, Antioch, CA 94509
 (925) 756-1910
jaynes@deltadiablo.org
 Dates of Service: 2006 – 2019

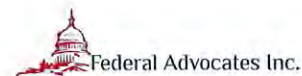
Virginia Port Authority

Jeff Florin, Vice President – Port Development
 5019 Imhoff Place, Martinez, CA 94553
jflorin@PortofVirginia.com
 Dates of Service: 2014 – 2015

Please Touch Children's Museum

Trish Wellenbach, President & CEO
 4231 Avenue of the Republic, Philadelphia, PA 19131
 (215) 581-3199
pwellenbach@pleasetouchmuseum.org
 Dates of Service: 2012 – 2013, 2016 – 2018

Relationships



Through its representation of a number of public and private sector clients in the East Bay area, including the Cities of Antioch and Pittsburg, Federal Advocates enjoys positive and productive relationships with staff for Rep. Mark DeSaulnier (D-CA), Rep. Mike Thompson (D-CA), and Rep. Jerry McNerney (D-CA), Sen. Dianne Feinstein (D-CA), and Sen. Kamala Harris (D-CA). Below is a list of staffers in the County's Congressional delegation Federal Advocates has worked with:

Sen. Feinstein

Josh Esquivel – Legislative Director
 John Watts – Sr. Counselor
 Kelly Lieupo – Counsel
 Peter Hyun – Counsel
 Brent Palmer – Legislative Assistant
 Alexis Segal – Water and Environment Legislative Assistant
 Trevor Higgins – Legislative Assistant
 Elizabeth Fox – Legislative Assistant
 Candice Hull – Assistant to the Legislative Director

Sen. Harris

Josh Hsu – Deputy Chief of Staff
 Ike Irby – Policy Advisor
 Yasmin Rigney – Legislative Assistant
 Spencer Perry – Legislative Correspondent

Rep. DeSaulnier

Betsy Arnold Marr – Chief of Staff
 Sarah Jackson – Legislative Director
 Andrew Perlstein – Legislative Assistant
 Bambi Yingst – Scheduler

Rep. McNerney

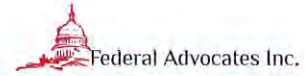
Rishi Sahgal – Legislative Director
 Exodie Roe – Sr. Legislative Assistant
 Mike Stoeber – Legislative Assistant
 Trevor Jones – Legislative Correspondent

Rep. Thompson

Miriam Wheatley – Sr. Counsel, Tax and Economic Policy

In addition to long-term relationships with the County's Congressional delegation, the Federal Advocates team is well-regarded across the Federal government as innovative, solution-oriented policy professionals. Because of this reputation, Federal Advocates' clients enjoy unparalleled access to high-level Congressional staff on both sides of the aisle, including Majority and Minority leadership in both the House and Senate. Furthermore, Federal Advocates' relationships throughout the Federal government provide clients access to senior officials and policymakers at agencies such as the Department of Energy, Department of

Relationships



Transportation, Department of Housing and Urban Development, and the Environmental Protection Agency. Below is a list of staffers and officials in both Congress and the Executive Branch Federal Advocates has worked with to achieve client's goals:

White House

President Donald Trump
 Jared Kushner – Sr. Advisor to the President
 Mick Mulvaney – Acting Chief of Staff
 Mary Neumayr – Chair, Council on Environmental Quality
 Viktoria Seale – General Counsel, Council on Environmental Quality

Department of Justice

Cornelia Sigworth – Associate Deputy Director, Bureau of Justice Assistance
 David Lewis – Sr. Policy Advisor, Bureau of Justice Assistance
 Tahitia Barringer – Program Manager, Bureau of Justice Assistance
 Cynthia Pappas – Sr. Policy Advisor, Office of Justice Programs

Department of Homeland Security

John Hill – Assistant Secretary
 Alaina Clark – Deputy Assistant Secretary
 David Hampton – Policy Analyst

Department of Transportation

Elaine Chao – Secretary
 Jeffrey Rosen – Deputy Secretary
 Howard Hill – Transportation Analyst, Office of the Secretary of Transportation
 Adm. Mark Buzby – Administrator, Maritime Administration
 Elliott Black – Director of Airport Policy, Federal Aviation Administration

Department of Housing & Urban Development

Jocklynn Keville – Sr. Advisor to the Assistant Secretary
 Jemine Byron – Deputy Assistant Secretary, Office of the Deputy Assistant Secretary for Special Needs
 Norman Suchar – Director, Office of Special Needs Assistance Programs

Department of Interior

Brian Steed – Acting Director, Bureau of Land Management

Department of Agriculture

Bill Northey – Under Secretary for Farm Production and Conservation

Office of the Speaker of the House

Rep. Nancy Pelosi – Speaker of the House
 Michael Tecklenburg – Counsel/ Policy Advisor

Relationships



Office of the Majority Leader (House)

Rep. Steny Hoyer – Majority Leader
Alexis Covey-Brandt – Chief of Staff
Tom Mahr – Policy Director

Office of the Majority Whip (House)

Rep. Jim Clyburn – Majority Whip
Willie Lyles – Legislative Director

Office of the Minority Leader (House)

Rep. Kevin McCarthy – Minority Leader
Barrett Karr – Chief of Staff
Natalie Buchanan – Coalitions Director
Brittan Specht – Sr. Policy Advisor

Office of the Minority Whip (House)

Rep. Steve Scalise – Minority Whip
Brett Horton – Chief of Staff
Ben Napier – Floor Director
Jeff Wieand – Counsel

Office of the Majority Leader (Senate)

Sen. Mitch McConnell – Majority Leader
Katelyn Bunning – Legislative Director
Erica Soares – Policy Advisor
Emily Hauck – Scheduler

Office of the Majority Whip (Senate)

Sen. John Thune – Majority Whip
Nick Rossi – Deputy Chief of Staff
Geoff Antell – Policy Director
Jon Louck – Chief Counsel

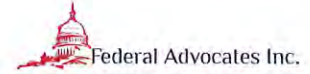
Office of the Minority Leader (Schumer)

Sen. Chuck Schumer – Minority Leader
Gerry Petrella – Policy Director
Reginald Babin – Counsel
Scott Gelbman – Legislative Aide

Office of the Minority Whip (Senate)

Sen. Dick Durbin – Minority Whip
Corey Tellez – Legislative Director
Julius Niyonsaba – Legislative Assistant

Relationships



Federal Advocates also maintains strong relationships with both Democratic and Republican staffs on the following Committees:

House Appropriations
House Energy & Commerce
House Financial Services
House Judiciary
House Transportation & Infrastructure
House Ways and Means

Senate Appropriations
Senate Banking, Housing, and Urban Affairs
Senate Commerce, Science, & Transportation
Senate Environment & Public Works
Senate Finance
Senate Judiciary

Attached is a series of itineraries Federal Advocates put together for a variety of public sector client's DC fly-ins over the past two years. These itineraries are submitted as supporting documentation for the relationships Federal Advocates lists above.



Federal Advocates Inc.

City of Antioch Washington, D.C. Meetings April 3, 2019

Attendees:

Joy Mots – Mayor Pro Tem
Loi Ogorchock – Councilmember
Ron Bernal – City Manager

Wednesday, April 3

- 8:15 AM **Briefing**
Federal Advocates
1666 K Street NW, Suite 1110
- 9:30 AM **Office of Senator Dianne Feinstein (D-CA)**
United States Senate
331 Hart Senate Office Building
Justification: Senator for Antioch, CA.
Attendees: Brent Palmer – Legislative Assistant
- 10:30 AM **Senate Committee on Environment and Public Works**
415 Hart Senate Office Building
Justification: Senate Committee responsible for developing an infrastructure package.
Attendees: James Willson – Counsel
Juli Hyunh – DOT Detailee
- 11:00 AM **House Committee on Transportation and Infrastructure**
2251 Rayburn House Office Building
Justification: House Committee responsible for developing an infrastructure package.
- *NOTE: Rep. DeSaulnier is a senior member of the Subcommittee on Highways and Transit.*
Attendees: David Napoliello – Senior Policy Adviser
- 11:30 AM **Lunch**
National Democratic Club
30 Ivy Street SE

- 1:15 PM **Office of Representative Jerry McNerney (D-CA)**
 United States House of Representatives
 2265 Rayburn House Office Building
Justification: Representative for Antioch, CA.
 Attendees: Rep. McNerney
- 1:45 PM **Office of Representative Mark DeSaulnier (D-CA)**
 United States House of Representatives
 503 Cannon House Office Building
*Justification: Representative for Antioch, CA and Member of the House
 Transportation and Infrastructure Committee.*
 Attendees: Rep. DeSaulnier
- 2:30 PM **House Committee on Financial Services**
 3400 O'Neill House Office Building
*Justification: House Committee responsible for overseeing federal
 housing policy.*
 Attendees: Esther Kahng – Director of Housing & Insurance Policy
 Janae Ladet – Professional Staff Member
 Alia Fierro – Professional Staff Member
- 3:30 PM **Office of Senator Kamala Harris (D-CA)**
 United States Senate
 112 Hart Senate Office Building
Justification: Senator for Antioch, CA.
 Attendees: Yasmin Rigney – Legislative Assistant for Housing
- 4:30 PM **Department of Housing and Urban Development**
 451 7th Street SW
*Justification: Executive agency responsible for various housing and urban
 renewal grants, particularly focused on alleviating the problem of
 homelessness youth and veterans.*
 Attendee: James Akin – Sr. Advisor for Intergovernmental Relations



Federal Advocates Inc.

City of Desert Hot Springs Washington, D.C. Meetings April 10-11, 2019

Attendees:

Scott Matas - Mayor
 Luke Rainey – Deputy City Manager
 Dale Monday – Chief of Police
 Doria Wilms – Assistant to the City Manager

Wednesday, April 10

- 8:30 AM **Briefing**
 Federal Advocates
 1666 K Street NW, Suite 1110
- 10:00 AM **Office of Representative Raul Ruiz (D-CA)**
 United States House of Representatives
 2342 Rayburn House Office Building
Justification: Representative for Desert Hot Springs, CA.
 Attendees: Rep. Ruiz
- 10:30 AM **Office of Representative Ed Perlmutter (D-CO)**
 United States House of Representatives
 1226 Longworth House Office Building
Justification: Member of the House Financial Services Committee and sponsor of the SAFE Act.
 Attendee: Rep. Perlmutter
 Colin Anonsen – Legislative Assistant
- 11:30 AM **Lunch**
 Capitol Hill Club
 300 First Street SE
- 2:00 PM **Office of Representative Peter King (R-NY)**
 302 Cannon House Office Building
Justification: Senior Republican on the House Committee on Financial Services.
 Attendees: Tim Ursprung – Legislative Assistant
- 4:00 PM **Office of Senator Thom Tillis (R-NC)**

United States Senate
 185 Dirksen Senate Office Building
Justification: Member of the Senate Banking Committee, Financial Institutions and Consumer Protection Subcommittee.
 Attendees: Ryan Adam – Legislative Aide

Thursday, April 11

- 8:30 AM **Bureau of Land Management**
 Department of Interior
 1849 C Street NW, Room 5662
Justification: Executive agency responsible for managing federal lands, including Sand to Snow National Monument.
 Attendees: Brian Steed – Acting Director
- 10:00 AM **House Committee on Natural Resources - Minority**
 United States House of Representatives
 4170 O’Neill House Office Building
Justification: Committee that has legislative authority over federal lands, including Sand to Snow Monument.
 Attendees: Steve Petersen – Subcommittee Staff Director
- 11:00 AM **Office of Senator Jeff Merkley (D-OR)**
 313 Hart Senate Office Building
Justification: Senate sponsor of the SAFE Act
 Attendees: Lauren Oppenheimer – Economic Policy Adviser
- 11:45 AM **Lunch**
 Dirksen South Buffett
- 1:30 PM **Office of Senator Jerry Moran (R-KS)**
 United States Senate
 521 Dirksen Senate Office Building
Justification: Chairman of the Senate Appropriations Subcommittee on Commerce, Justice, & Science and Member of the Senate Banking Committee, Financial Institutions & Consumer Protection Subcommittee.
 Attendees: Jordan Ebert – Legislative Assistant
 Mark Crowley – Counsel
- 3:00 PM **Office of Senator Jeanne Shaheen (D-NH)**
 United State Senate
 506 Hart Senate Office Building
Justification: Ranking Member of the Senate Appropriations Subcommittee on Commerce, Justice, & Science.
 Attendees: Kevin Travaline – Legislative Assistant
- 4:00 PM **House Committee on Natural Resources - Majority**

United States House of Representatives
1328 Longworth House Office Building
*Justification: Committee that has legislative authority over federal lands,
including Sand to Snow Monument.*
Attendees: Henry Wykowski – Professional Staff Member



**Delta Diablo Sanitation District
Washington, D.C. Meetings
February 27, 2018**

Attendees:

Contra Costa County Supervisor Federal Glover – Board Member
City of Pittsburg Mayor Pete Longmire – Board Member
City of Antioch Mayor Sean Wright – Board Member
Vince De Lange – General Manager

Tuesday, February 27

- 10:30 AM – **Briefing with Federal Advocates**
1666 K Street NW, Suite 1110
- 11:30 AM – **Lunch**
1666 K Street NW, Suite 1110
- 1:00 PM – **Office of Representative Mark DeSaulnier (D-CA)**
United States House of Representatives
115 Cannon House Office Building
Attendees: Rep. DeSaulnier
Andrew Perlstein – Legislative Assistant
- 2:00 PM – **Office of Senator Kamala Harris (D-CA)**
United States Senate
112 Hart Senate Office Building
Attendees: Ike Irby – Legislative Science Fellow
- 3:00 PM – **Office of Senator Dianne Feinstein (D-CA)**
United States Senate
331 Hart Senate Office Building
Attendees: Alexis Segal – Legislative Assistant for Water & Environment
- 4:00 PM – **Office of Representative Jerry McNerney (D-CA)**
United States House of Representatives
2265 Rayburn House Office Building
Attendees: Rep. McNerney
Teresa Frison – Legislative Counsel



Federal Advocates Inc.

Mount Diablo Resource Recovery Washington, D.C. Meetings June 27-28, 2017

Attendees

Joe Garaventa – Mount Diablo Resource Recovery

Sal Evola – Mount Diablo Resource Recovery

Jayne Strommer – Delta Diablo Sanitation District

Jeffrey Snyder – Aries Clean Energy

Yaniv Scherson – Anaergia, Inc.

Tuesday, June 27

9:30 AM –

Briefing with Federal Advocates, Inc.

1666 K Street NW, Suite 1110

10:00 AM –

Office of Representative Jerry McNerney (D-CA-09)

United States House of Representatives

2265 Rayburn House Office Building

Justification: The projects will have an impact on the regional economy.

Attendees: Rep. McNerney

Patrick Arness – Legislative Director

10:45 AM –

Office of Representative Mike Thompson (D-CA-05)

United States House of Representatives

231 Cannon House Office Building

Justification: The projects will have an impact on the regional economy.

Attendees: AnnMarie Gantner – Brookings Fellow

11:30 AM –

Committee on Energy and Commerce

United States House of Representatives

2125 Rayburn House Office Building

Justification: The committee has jurisdiction over energy and environmental issues.

Attendees: Rick Kessler – Senior Advisor

- 12:00 PM – **Office of Representative John Garamendi (D-CA-03)**
 United States House of Representatives
 2438 Rayburn House Office Building
 Justification: The projects will have an impact on the regional economy.
 Attendees: Emily Burns – Deputy Chief of Staff
 Betsy Thompson – Legislative Correspondent
- 1:30 PM – **Committee on Environment and Public Works**
 United States Senate
 410 Dirksen Senate Office Building
 Justification: The committee has jurisdiction over environmental and infrastructure issues.
 Attendees: Kusai Merchant – Senior Policy Advisor (Minority Staff)
- 2:30 PM – **Office of Senator Dianne Feinstein (D-CA)**
 United States Senate
 331 Hart Senate Office Building
 Justification: The projects are in the Senator’s state.
 Attendees: Trevor Higgins – Legislative Assistant
 John Lynch – Legislative Correspondent
- 3:30 PM – **Office of Senator Kamala Harris (D-CA)**
 United States Senate
 112 Hart Senate Office Building
 Justification: The projects are in the Senator’s state.
 Attendees: Kevin Change – Legislative Aide

Wednesday, June 28

- 10:00 AM – **Office of Representative Mark DeSaulnier (D-CA-11)**
 United States House of Representatives
 115 Cannon House Office Building
 Justification: The projects will have an impact on the regional economy.
 Attendees: Rep. DeSaulnier
 Andrew Perlstein – Legislative Assistant
- 11:30 AM – **US Environmental Protection Agency**
 1200 Pennsylvania Avenue NW
 Justification: The EPA is the agency responsible for implementing federal environmental policy and coordinating with state and local regulators on enforcement and remediation actions.
 Attendees: Kathleen Salyer – Deputy Director, Office of Resource Conservation & Recovery

2:30 PM –

White House Council on Environmental Quality

730 Jackson Place NW

Justification: This is the office that coordinates federal environmental efforts between the White House and executive agencies.

Attendees: Mary Neumayr – Acting Chair

Viktoría Seale – Deputy General Counsel

4:00 PM –

Department of Energy

1000 Independence Avenue SW

Justification: The DoE is responsible for energy-related research, domestic energy production, and energy conservation

Attendees: Jonathan Male – Director, Bioenergy Technology

Mark Philbrick – Technical Coordinator, Energy Technology

EXHIBIT A
COUNTY OF CONTRA COSTA

RFQ No. 1902-328
for

FEDERAL LEGISLATIVE ADVOCACY SERVICES

FEE SCHEDULE

Fees shall be submitted on Exhibit A as is. No alterations or changes of any kind are permitted. Responses that do not comply will be subject to rejection in total. The fees quoted below shall include all taxes and all other charges and is the cost the County will pay for the three-year term of any contract that is a result of this RFQ.

Prices shall include everything necessary for the completion of and fulfillment of the contract including but not limited to furnishing all materials, equipment, tools, facilities and all management, labor, services, taxes, licenses, permits and an estimated cost for two (2) trips to Contra Costa County per year required to complete the work in accordance with the contract documents, except as may be provided otherwise in the contract documents.

Responder agrees that the prices quoted are the maximum they will charge during the term of any contract awarded.

Description	Unit of Measure	No. Units	1st Year		2nd Year		3rd Year		Total for Three (3) Years
			Charge per Unit	Extension	Charge per unit	Extension	Charge per unit	Extension	
	A	B	C	D = B * C	E	F = B * E	G	H = B * G	I = (D + F + H)
Monthly service charge for advocacy program	Per month	12	\$ 10,000	\$ 120,000	\$ 10,000	\$ 120,000	\$ 10,000	\$ 120,000	\$ 360,000
TOTAL COST FOR SERVICES									\$360,000

FIRM: Federal Advocates Inc. SIGNATURE:  DATE: 4/23/19

PRINTED NAME: Michael Esposito TITLE: President



CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)
 04/01/2019

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 HRI ASSOCIATES/PHS 42640168 The Hartford Business Service Center 3600 Wiseman Blvd San Antonio, TX 78265	CONTACT NAME: PHONE (866) 467-8730 FAX (888) 443-6112 (A/C, No, Ext): (A/C, No): E-MAIL ADDRESS: <div style="text-align: center; border-top: 1px solid black; border-bottom: 1px solid black;"> INSURER(S) AFFORDING COVERAGE NAIC# </div> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">INSURER A: The Hartford Casualty Insurance Company</td> <td style="width: 30%;">29424</td> </tr> <tr> <td>INSURER B: Hartford Fire and Its P&C Affiliates</td> <td>00914</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 A: The Hartford Casualty Insurance Company	29424	INSURER B: Hartford Fire and Its P&C Affiliates	00914	INSURER C:		INSURER D:		INSURER E:		INSURER F:	
INSURER A: The Hartford Casualty Insurance Company	29424												
INSURER B: Hartford Fire and Its P&C Affiliates	00914												
INSURER C:													
INSURER D:													
INSURER E:													
INSURER F:													
INSURED FEDERAL ADVOCATES INC 1666 K Street, Suite 1110 Washington, D.C. 20006													

COVERAGES

CERTIFICATE NUMBER:

REVISION NUMBER:

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

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/Y YYY)	LIMITS
A	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> General Liability			42 SBA IW1199	04/30/2019	04/30/2020	EACH OCCURRENCE \$2,000,000
	GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:						DAMAGE TO RENTED PREMISES (Ea occurrence) \$500,000
A	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			42 SBA IW1199	04/30/2019	04/30/2020	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000
							BODILY INJURY (Per person)
A	<input checked="" type="checkbox"/> UMBRELLA LIAB EXCESS LIAB <input checked="" type="checkbox"/> OCCUR CLAIMS-MADE <input type="checkbox"/> DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			42 SBA IW1199	04/30/2019	04/30/2020	EACH OCCURRENCE \$3,000,000
							AGGREGATE \$3,000,000
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			42 WEC EO0856	01/10/2019	01/10/2020	<input type="checkbox"/> PER STATUTE <input checked="" type="checkbox"/> OTH-ER
							E.L. EACH ACCIDENT \$1,000,000
							E.L. DISEASE -EA EMPLOYEE \$1,000,000
A	EMPLOYMENT PRACTICES LIABILITY			42 SBA IW1199	04/30/2019	04/30/2020	Each Claim Limit \$5,000 Aggregate Limit \$5,000

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

Those usual to the Insured's Operations. Please see Additional Remarks Schedule Acord Form 101 attached.

CERTIFICATE HOLDER

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

Susan J. Castaneda

© 1988-2015 ACORD CORPORATION. All rights reserved.