

A D V O C A C Y

**Proposal for Federal Legislative Advocacy Services for
the County of Contra Costa, California**

RFQ No. 2203-553

Submitted on April 27, 2022 by

*ACG Advocacy, LLC
1800 M Street NW
Suite 500 South Tower
Washington, DC, 20036*

*Point of Contact:
Sheryl Cohen, Managing Partner
Cohen@acg-consultants.com, (202) 327-8100*

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COVER LETTER

Contra Costa County, County Administrator's Office
1025 Escobar Street, 4th Floor
Martinez, CA 94553

Dear County Selection Committee,

ACG Advocacy, LLC (ACG) appreciates the opportunity to submit a proposal to provide federal legislative federal advocacy services to the County of Contra Costa, California. ACG's experience advocating on behalf of Californians and our proven track record of securing federal funding for clients positions us to provide unparalleled federal advocacy services for the County of Contra Costa.

Founded in 1994, ACG is a bipartisan team of former Congressional Chiefs of Staff, Staff Directors, Congressional Committee counsels, Administration executives, and other experienced professionals with deep public policy, political, and media expertise. Our staff deploys a multidisciplinary approach to advocacy to provide strategic insights, effective advocacy, and meaningful results for our clients. Our partners are sought after for their expertise on a wide array of issue areas – including housing, health care, transportation and infrastructure, and federal appropriations.

ACG's dedicated government relations team stands ready to energetically represent the County and serve as a liaison between the County, Congress, federal administration officials, and other federal department representatives. Specifically, ACG is well-positioned to secure legislation that benefits the County and its residents while mitigating or halting legislation that would adversely impact the County's delivery of service. Our partners are also prepared to help the County secure federal funding through the appropriations process, including the new Community Project Funding process that was established in the 116th Congress. If chosen as its federal representative, our partners stand ready to aggressively seek opportunities to enhance the County's budget. Finally, as the federal government continues its COVID-19 recovery response, ACG is well positioned to help ensure that Contra County's unique needs and priorities for pandemic aid are known and understood by key decisionmakers in Congress and across the Administration.

Below are some additional details on ACG Advocacy as requested in the RFP. We would be happy to provide any supplemental materials or conduct an oral presentation/interview upon your request.

- Official name: ACG Advocacy, LLC.
- Organizational structure: Limited Liability Company.
- Jurisdiction and date of organization: District of Columbia – April 1, 2021.

- Headquarters and address of location where services will be performed: All services will be performed at ACG Advocacy LLC's headquarters:

1800 M Street NW
Suite 500 South Tower
Washington, DC, 20036

- Federal Tax Identification Number: 86-3020063.
- ACG Contact to County for RFP: Sheryl Cohen (Address and contact information in signature line of this cover letter).
- ACG is registered in Washington, DC, and not the State of Virginia. ACG is in good standing and will have all the necessary licenses necessary licenses, permits, certifications, approvals and authorizations necessary in order to perform all of its obligations in connection with RFQ #2203-553.
- ACG Advocacy, LLC accepts all the conditions and requirements contained in RFQ #2203-553.

Thank you again for the opportunity to submit a proposal to provide federal advocacy services for the County of Contra Costa. We look forward to hearing from you.

Sincerely,



Sheryl V. Cohen
Managing Partner
ACG Advocacy, LLC

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Washington, DC, 20036
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(202) 327-8100

QUALIFICATIONS AND EXPERIENCE

Our partners at ACG Advocacy have the experience and expertise needed to successfully advance the County of Contra Costa's legislative and regulatory agenda before the U.S. federal government. For instance, ACG has worked with **local governments** to secure meaningful results at the federal level for many years. Some highlights include:

- ACG has worked with the **Rural County Representatives of California (RCRC)** to advocate for a variety of issues affecting rural counties for six years. Our previous engagements with California counties have focused on the areas of: water issues; transportation and infrastructure; rural broadband; education; military installations; Native American issues; marijuana legalization and banking; farming; and various executive orders impacting California counties. Through this engagement, ACG regularly engages on issues before the United States Senate Agriculture, Nutrition and Forestry Committee and the House Agriculture Committee related to forestry issues; Senate Energy and Natural Resources Committee and House Natural Resources Committee on federal land payments and the Bureau of Land Management; and the Senate Environment and Public Works Committee and the House Transportation and Infrastructure Committee regarding the Waters of the United States.
- ACG worked with the **Commonwealth of Pennsylvania** on issues before the Department of Homeland Security, the Department of Transportation, the Federal Transit Authority, the Federal Aviation Authority, the Army Corps of Engineers, the Department of the Interior, and the Department of Energy. In conjunction with the City of Philadelphia, and the Delaware River Port Authority, ACG worked to secure millions of dollars to deepen a 103 mile stretch of the Delaware River from 40 to 45 feet.
- ACG worked with the **City of Buffalo, NY** to rescind a fine levied by the Federal Emergency Management Agency (FEMA) on emergency snow removal associated with the blizzard of 2006. Working with the western New York Congressional delegation, we were able to convince FEMA officials that the fine was unwarranted, thus saving the city \$3.5 million.
- ACG worked with the **City of Pensacola, FL** on a variety of federal issues, including interacting with FEMA in order to ensure the City received appropriate reimbursement related to activities undergone in response to Hurricane Ivan and assisting the City in its efforts with the Army Corps of Engineers to ensure adequate funding to operate and maintain the Port of Pensacola.

ACG has also routinely helped prepare our clients to testify before Congress. This includes writing congressional testimony, preparing background memorandum on the members that sit on the committee holding the hearing, and hosting in-person prep sessions to practice the oral testimony and prepare for the Q&A portion of the hearing. ACG Partner Chris Israel has also testified before the House Small Business Committee from his role as the Executive Director of the Alliance for U.S. Startups & Inventors for Jobs in July 2018.

KEY PERSONNEL

While you will have full access to all partners and support staff at ACG during our engagement, the following principles will be primarily assigned to the County of Contra Costa's account. Below please find each of their backgrounds and relevant experiences which will be used to effectively advocate for Contra Costa County.

SHERYL COHEN

<https://acgadvocacy.com/team/sheryl-cohen/>

Job Title and Years of Employment

- Managing Partner - ACG Advocacy (2008-present)
- Chief of Staff - Sen. Chris Dodd (D-CT) (1999-May 2008)
- Campaign Manager - Chris Dodd for President (Jan. 2007-Jan. 2008)
- Political Director, Finance Director - Sen. Dodd (1995-1999)

Role in RFP

- Ms. Cohen will work with Contra Costa County to develop and impelmeent a federal campaign to elevate the unique needs and challenges of residents to the federal stage. She will also help Contra Costa County secure funding for outstanding projects by navigating the federal budgetary process.
- Additionally, Ms. Cohen will host County officials' trips to Washington, DC. She has relationships with the California delegation in Congress and would leverage and build upon these relationships to promote the County of Contra Costa's legislative agenda and priorities in meetings. She will also secure meetings with key decision makers in the federal budgetary process, as well as agency officials.

Education

- Georgetown University Edmund A. Walsh School of Foreign Service
- University of Connecticut (Storrs)

Relevant Experience

Sheryl Cohen has successfully influenced federal policymakers to address the unique issues facing California for decades. Ms. Cohen recently spearheaded an effort to lobby the House and Senate Leadership for CARES Act monies to flow directly to counties and other local municipalities rather than through the state alongside ACG's client Rural County Representatives of California (RCRC). Through this engagement, Ms. Cohen has led numerous successful fly-ins with the RCRC Board of Directors for the past six years and regularly presents to the board on its federal priorities. Ms. Cohen's extensive experience advocating for rural Californians positions her perfectly to represent Contra Costa County.

Ms. Cohen also currently serves as the Executive Director of the Affordable Housing Developers Council (AHDC) in addition to her other client work in the areas of housing, financial services, appropriations, municipal government and non-profits. Her expertise in these areas will be key to advocating for Contra Costa's priorities in HUD and CDBG.

Finally, Ms. Cohen works closely with the National Association of Counties (NACo) for RCRC and would be able to seamlessly add Contra Costa to her portfolio.

Relevant Awards, Certifications, and Other Experience

Ms. Cohen is often sought out to manage large coalitions and campaigns. Her clients value her leadership not only in meeting their goals, but in her ability to "look around the corner" and help them identify and plan for both potential opportunities and challenges in federal policy or regulation that might impact them. Ms. Cohen currently serves as the Senior Advisor to the Committee for Education Funding, in addition to her other client work in the areas of housing, financial services, appropriations, municipal government and non-profits.

Requested Contact Info.

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ROBERTO FIERRO

<https://acgadvocacy.com/team/roberto-adrian-fierro/>

Job Title and Years of Employment

- Partner - ACG Advocacy (2021-present)
- Director, Legislative Strategy - BSA | The Software Alliance (May 2019-2021)
- Principal - D&P Creative Strategies LLC (March 2013-May 2019)
- Graduate Fellow at the Congressional Hispanic Caucus Institute, with placements at the World Bank's Civil Society Team in Washington, DC, and the Mexican Senate's Bicameral National Intelligence Committee in Mexico City.

Role in RFP

- Mr. Fierro will use his background and experience working with the California Congressional delegation to help promote Contra Costa County's legislative agenda.

Educational Background

- University of Denver - MA, International Studies (2006-2008)

- University of San Diego - BA, international relations (2000-2004)

Relevant Experience

With many years spent living and working in San Diego, California, Mr. Fierro was blessed to grow up in a bilingual, dual-culture environment that has driven his passion for furthering the development of marginalized people and dedication to providing opportunities to underprivileged communities. Combined with his plethora of knowledge and connections to the California Congressional Delegation as well as the Congressional Tri-Caucus – composed of the Congressional Asian Pacific American Caucus (CAPAC), Congressional Black Caucus (CBC), and the Congressional Hispanic Caucus (CHC) – Mr. Fierro will be a key asset in Contra Costa’s day-to-day advocacy with lawmakers.

Requested Contact Info.

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fierro@acg-consultants.com

SEAN BYRNE

<https://acgadvocacy.com/team/sean-byrne/>

Job Title and Years of Employment

- Partner - ACG Advocacy (2022-present)
- Legislative Assistant - Senate Democratic Majority Leader Sen. Chuck Schumer (D-NY) (2014-2022)
- Legislative Correspondent - Sen. Schumer (2012-2014)

Role in RFP

- Mr. Byrne will bring his background and experience working with the Senate Majority Leader on issues related to agriculture, environment, energy and natural resources, and public land management to help advance Contra Costa County’s priorities.

Educational Background

- Graduate of Miami University of Ohio in 2010 with degrees in Environmental Science and Urban Planning.

Relevant Experience

From his recent role as a Senior Adviser to the Senate Majority Leader, Mr. Byrne brings a unique level of insider knowledge into how the highest levels of Senate Leadership think and

operate. Mr. Byrne brings years of experience in developing policy priorities and coordinating between the legislative and executive branches and other public and private stakeholders. He has devised strategies with outside groups and businesses throughout his career to achieve legislative success. This experience, combined with a passion for California-related priorities and the environment, makes Mr. Bryne a key operative in Conta Costa's lobbying efforts.

Relevant Awards, Certifications, and Other Experience

During his tenure, Mr. Bryne worked with Democratic and Republican Senators and staff as well as Administration officials to pass two farm bills, the Great American Outdoors Act, the 2018 omnibus wildfire funding fix, and multiple public lands and wildlife packages. He also negotiated sections of COVID relief legislation, numerous annual appropriations bills, and disaster supplemental packages.

Requested Contact Info

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SHAWN SMEALLIE

<https://acgadvocacy.com/team/shawn-smeallie/>

Job Title and Years of Employment

- Managing Partner – ACG Advocacy (1994-present)
- Special Assistant to the President - White House (1990-1993)
- Special Assistant to the Director - Office of Management and Budget (Jan. 1989-May 1990)
- National Security Adviser - Sen. Al D'Amato (R-NY)

Role in RFP

Mr. Smeallie will be a key voice in directing the long-term strategy and legislative goals for Contra Costa County.

Educational Background

- Georgetown University - Master's, national security studies (1988-1990)
- St. Lawrence University - BA, political science and government (1977-1981)

Relevant Experience

Mr. Smeallie's years on Capitol Hill will allow for many relationships between Contra Costa County and relevant policymakers to be established, and his experience developing legislation

will allow ACG and Contra Costa County to work together with lawmakers to create legislation that will advance the needs of the county.

Relevant Awards, Certificates, and Other Experience

Mr. Smeallie is active in many organizations, including The Jackie Robinson Foundation, where he serves on the board, the Friends of the Adirondacks, and the Lumen Institute, where he was a past president. He also manages several coalitions, the most recent of which, the Coalition for Horse Racing Integrity, was instrumental in passing landmark legislation to bring anti-doping reform into horse racing.

Requested Contact Info.

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DESCRIPTION OF PROPOSED SERVICES

If selected as your federal legislative representative, ACG Advocacy, LLC is well positioned to report on and advise the County on relevant federal legislation and administrative actions that affect County programs. In addition to the yearly summary and in-person visits to the County to report on major activities and accomplishments, ACG suggests hosting a regular Zoom meeting (weekly or bi-weekly) with the Legislative Committee to report on developments and the implementation of the federal affairs plan.

ACG will begin its advocacy role by hosting a “get smart” virtual meeting with the County of Contra Costa to review its outstanding issues, existing relationships, and funding priorities. Through this initial meeting, ACG will continue to learn and understand more about the County’s existing federal advocacy efforts, priorities, success stories, and opportunities for improvement. Below is an outline of meeting objectives for this “get smart” session, as well as some additional insight on how we would approach the engagement.

1. Review the County’s **funding priorities** and strategize how to best ensure that they are enacted into law. This will include funding through the regular appropriations process, as well as Community Project Funding opportunities. Congress established the Community Project Funding process in the 116th Congress as a way to allow Members of Congress to request funding for specific projects in their communities. Under current guidance, counties are one of the entities eligible to submit requests to offices. We understand that the County worked with members of the California delegation – including Representatives Jerry McNerney (D-CA-09) and Mark DeSaulnier (D-CA-11) and Senator Padilla (D-CA) – to secure federal funding for critical projects such as the Veterans Memorial Buildings Improvement Project in Fiscal Year (FY) 2022.

If selected as your federal representative, we would look forward to building off this initial success to secure additional federal funding for important projects for Contra Costa residents in FY2023 and the outyears. President Biden kicked off the process of drafting the twelve annual federal appropriations bills when he sent his annual budget request to Congress on April 4th, 2022. Members are now organizing their priorities and the committees in both chambers of Congress will begin drafting the twelve bills soon. However, since it is an election year, it is unlikely that Congress will send a final bill to President Biden’s desk before the fiscal year begins on October 1st. Instead, we expect to see a continuing resolution (CR) to fund the federal government at current levels at least through the midterm elections in November. We will therefore need to keep in contact with Contra Costa’s delegation in the coming months to ensure that the County’s priorities are included in the final funding package.

2. Review Contra Costa’s **Federal Legislative Platform**. We understand that the Board of Supervisors adopts a Federal Legislative Platform in the January of each odd-numbered year. During the initial ACG-Contra Costa onboarding meeting, we would want to hear from the County with a status update on the efforts to implement the current platform and fine tune our federal advocacy campaign strategy.

The list of federal issues currently impacting Contra Costa is quite an expansive one, but from our initial understanding of your priority issues, below is an overview of where things stand and how ACG can help advance your agenda. We understand that this list is not all-inclusive, and we will work with your team to identify other areas of concern.

- **COVID-19:** While there appears to be an appetite on both sides of the aisle for a targeted COVID-19 relief package, Senate negotiations hit a snag right before members left for town for the April recess after President Biden rescinded a Trump-era immigration policy. It remains to be seen whether senators in the upper chamber can come together to advance a targeted bill that can also earn ample support from House Democrats this spring. As your federal representative, ACG would be well positioned to provide timely analysis on these efforts. Any forthcoming COVID-19 bill also presents an opportunity for Contra Costa to push for any technical changes that may be needed from previous COVID-19 packages in order to ensure that the County can fully take advantage of federal coronavirus relief efforts.
- **Transportation and Infrastructure:** On November 15, 2021, President Biden signed [HR. 3684](#) – *The Infrastructure Investment and Jobs Act* – into law. The bill included \$550 billion in new spending, including \$110 billion for roads, bridges, and other major projects; \$66 billion in freight and passenger rail; and \$39 billion for public transit systems. As the Biden Administration works to disperse the funds and implement the law, ACG has been helping our clients navigate the process to secure federal funds and identify opportunities to engage.
- **Health care reform, medical insurance for the uninsured or underinsured, increased funding for Medicaid and Medicare:** Although the Build Back Better Act (BBA) is currently stalled, it contained several health care initiatives to lower the cost of health care for Americans. President Joe Biden and congressional Democrats are expected to continue their efforts to reach an agreement on a scaled-down bill that might contain mental health funding, more generous Affordable Care Act tax credits and public health infrastructure, while leaving out other big-ticket items such as Medicare coverage for hearing and adult Medicaid coverage in nonexpansion states. Regarding legislation, several bills addressing health equity are under consideration in Congress and there is a bipartisan focus on mental health reform. On the Administration side, the Center for Medicare and Medicaid Innovation, or CMMI, a branch of the Centers for Medicare & Medicaid Services charged with creating new alternative payment models, continues to make more equitable health outcomes a central pillar of its new strategies. Furthermore, the public health emergency declaration gave HHS the authority to provide blanket waivers and Section 1135 waivers relating to otherwise applicable requirements under Medicare, Medicaid, the Health Insurance Portability and Accountability Act, Physician Self-Referral, and other laws. As the pandemic flexibilities come to an end, it remains to be seen what will move forward this year through a slimmed down BBA or another legislative vehicle. As your federal representative, ACG would stand ready to keep Contra Costa abreast of the negotiations underway and ensure that your unique needs and concerns are heard by those at the drafting table.

3. Identify **champions** in the Administration and Congress. As you know, having champions on the Hill is essential to elevating your legislative agenda to the national arena. This objective will be accomplished through a culmination of ACG's internal contacts and the County of Contra Costa's existing relationships. In addition to your federal representatives in the House and the Senate, it will be prudent to engage members from the wider California delegation who serve on the committees with jurisdiction over your priority issues. Finally, given her District's proximity to the County, we would want brief Speaker of the House Nancy Pelosi's (D-CA) staff on any top priority or urgent matters that the County faces before Congress.
4. Identify opportunities to join or engage with **strategic coalitions**. To start, ACG is very familiar with the National Association of Counties (NACo) and its work, and is therefore poised to serve as a liaison to the organization on the County's behalf.

Ongoing Services

Once we host the onboarding session and fine tune our federal advocacy campaign plan, we will work closely with County staff to implement the plan. Outlined below are the regular services that ACG will offer the County of Contra Costa under the fee schedule proposed in Exhibit A.

- Conduct targeted meetings with Members of Congress and staff on the issue, as well as follow up with the appropriate Members, Committees, and staff.
- Organize Congressional briefings or arrange Committee testimony, as needed, on a case-by-case basis.
- Provide copies of bills, amendments, committee reports, regulations, and other available information that we deem pertinent to the campaign.
- Work with the County's legislative members and staff to implement Contra Costa's legislative objectives, including obtaining sponsorship of bill(s) or amendment(s) to bill(s) consistent with the legislative agenda and platform approved by the County Board of Supervisors.
- Draft and/or assist in drafting materials, correspondence, legislation, amendments, and resolutions to advocate in support of the County's legislative goals.
- Offer timely and regular updates, continuous monitoring of all committees of jurisdiction related to the campaign, review legislation that may affect its priorities, and identify not only opportunities but also potential policy changes that run counter to the campaign.
- Offer timely updates on Congressional committees of jurisdiction over the County's priority issues.
- Offer timely updates on agencies of jurisdiction.
- Prepare written reports analyzing the federal budget actions and their impact on the County.
- Monitor the federal appropriations process and identify opportunities for the County of Contra Costa to increase existing federal funding streams, or collaborate with government officials to create new grants or programs.
- Monitor the Farm Bill reauthorization and identify opportunities for the County of Contra Costa to engage in the process and secure positive outcomes.

REFERENCES

Current Clients:

Rural County Representatives of California (RCRC)

- Mary-Ann Warmerdam - Senior Vice President Governmental Affairs
- 1215 K Street, Suite 1650 Sacramento, CA 95814
- 916-447-4806
- 2017-present

Committee for Education Funding (CEF)

- Sarah Abernathy - Executive Director
- 1800 M Street NW, Suite 500 South Tower, Washington, DC 20036
- 202-327-8101
- 2016-present

Drexel University

- Brian Keech, Vice President - External Affairs
- 3180 Chestnut Street, The Left Bank, Suite 102, Philadelphia, PA 19104
- 215-895-2244
- 20002-present

Former Clients:

Garrison Institute

- Diana Calthorpe Rose - Founding President Emerita
- P.O. Box 532, 14 Mary's Way, Route 9D, Garrison, NY 10524
- 845-424-4800
- 2021-2021

National Association of Home Builders

- James Tobin - EVP, Government Affairs and Chief Lobbyist
- 1201 15th Street, NW, Washington, DC, 20005
- 202-266-8258
- 2014-2020

Allegheny Technologies

- Terrence L. Hartford - Vice President, ATI Defense
- 2345 Crystal Drive Suite 803 Arlington, VA 22202
- 571-447-5609
- 2021

RELATIONSHIPS

ACG has broad bipartisan relationships with federal representatives, federal agency staff, and executive branch officials. For example, through our six-year engagement with an organization representing rural counties in California, and with ACG Partner Roberto Fierro's personal connection to the state, we have built a strong working relationship with the California delegation, including members whose districts include the County.

ACG will engage with all necessary key Members and staff in Congress to implement the above agenda and strategy. A preliminary, but not limited, list of our strategic relationships can be found below.

- Rep. Mike Thompson (D-CA-05)
- Rep. Jerry McNerney (D-CA-09) *retiring
- Rep. Mark DeSaulnier (D-CA-11)
- Rep. Eric Swalwell (D-CA-15)
- Sen. Diane Feinstein (D-CA)
- Sen. Alex Padilla (D-CA)
- Chairman of Senate Banking, Housing, and Urban Affairs Committee: Sherrod Brown (D-OH)
- Ranking Member of Senate Banking, Housing, and Urban Affairs Committee: Patrick Toomey (R-PA)
- Chairman of Senate Agriculture Committee: Debbie Stabenow (D-MI)
- Ranking Member of Senate Agriculture Committee: John Boozman (R-AR)
- Chairman of Senate Energy & Natural Resources Committee: Joe Manchin (D-WV)
- Ranking Member of Senate Energy & Natural Resources Committee: John Barrasso (R-WY)
- Chairman of Senate Environment & Public Works Committee: Tom Carper (D-DE)
- Ranking Member of Senate Environment & Public Works Committee: Shelley Moore Capito (R-WV)
- Chair of Agriculture Committee: David Scott (D-GA-13)
- Ranking Member of Agriculture Committee: Glenn "GT" Thompson (R-PA-15)
- Chair of House Natural Resources Committee: Raul Grijalva (D-AZ-03)
- Ranking Member of House Natural Resources Committee: Bruce Westerman (R-AK-04)
- Chair of Transportation & Infrastructure Committee: Peter DeFazio (D-OR-04)
- Ranking Member of Transportation & Infrastructure Committee: Sam Graves (R-MO-06)
- Chair of House Energy & Commerce: Frank Pallone (D-NJ-06)
- Chair of House Small Business Committee: Nydia Velazquez (D-NY-07)
- Chair of House Financial Services Committee: Maxine Waters (D-CA-43)
- Ranking Member of House Financial Services Committee: Patrick McHenry (R-NC-10)
- Chair of House Financial Services Housing Subcommittee: Emanuel Cleaver (D-MO-05)
- Ranking Member of House Financial Services Housing Subcommittee: French Hill (R-AR-02)

As for specific demonstration of these relationships, the following administration meetings were requested and held with ACG clients in recent months on behalf of California counties:

- Deputy Secretary of Transportation Polly Trottenberg
- Principal Deputy Assistant Secretary for Transportation Policy Chris Coes
- Department of Interior Senior Advisor and Infrastructure Coordinator Winnie Stachelberg
- Under Secretary of Agriculture for Marketing and Regulatory Programs Jenny Lester Moffitt
- Under Secretary for Rural Development Xochitl Torres Small

EXHIBIT A
FEE SCHEDULE
(NEXT PAGE)

EXHIBIT A

COUNTY OF CONTRA COSTA

RFQ No. 2203-553

for

FEDERALLEGISLATIVE 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.

Table with columns: Description, Unit of Measure, No. Units, 1st Year (Charge per Unit, Extension), 2nd Year (Charge per unit, Extension), 3rd Year (Charge per unit, Extension), Total for Three (3) Years. Includes handwritten data for 'Monthly service charge for advocacy program' and a 'TOTAL COST FOR SERVICES' row.

FIRM: ACG Advocacy, LLC SIGNATURE: [Signature] DATE: 9/25/22
PRINTED NAME: Sheryl Conen TITLE: Managing Partner

EXHIBIT B
PROOF OF INSURANCE
(NEXT PAGE)



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/19/2022

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 have ADDITIONAL INSURED provisions or 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 PSA Insurance & Financial Partners, LLC 11311 McCormick Road Suite 500 Hunt Valley MD 21031-8622	CONTACT NAME: Rick Stahl PHONE (A/C, No. Ext): (443) 798-7388 E-MAIL ADDRESS: rstahl@psafinancial.com	FAX (A/C, No): (443) 798-7188
	INSURER(S) AFFORDING COVERAGE	
INSURED American Continental Group, Inc.; ACG Advocacy, LLC 1800 M Street NW 500 South Tower Washington DC 20036	INSURER A: Harleysville Preferred Insurance Company	NAIC # 35696
	INSURER B: Harleysville Insurance Company	42900
	INSURER C: Harleysville Worcester Insurance Company	26182
	INSURER D: Travelers Cas & Surety Co AM	31194
	INSURER E:	
	INSURER F:	

COVERAGES **CERTIFICATE NUMBER:** CL2110783727 **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 INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	Y		MPA00000016966R	08/22/2021	08/22/2022	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ EXCLUDED GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY	Y		BA00000017573R	08/22/2021	08/22/2022	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 0	Y		CMB00000080226C	08/22/2021	08/22/2022	EACH OCCURRENCE \$ 6,000,000 AGGREGATE \$ 6,000,000 \$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WC00000097469N	08/22/2021	08/22/2022	<input checked="" type="checkbox"/> PER STATUTE <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
D	Professional Liability			106786297	08/01/2021	08/01/2022	Per Claim Limit \$1,000,000 Aggregate Limit \$1,000,000

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

Re: Federal Legislative Advocacy Services - RFQ No. 2202-553

Contra Costa County and it's officers and employees and others as required by written contract or agreement are included as additional insured. Notice of cancellation or non-renewal is 30 days except 10 days for non-payment of premium.

CERTIFICATE HOLDER**CANCELLATION**

Federal Legislative Advocacy Services; Contra Costa County, County Administrator's Office 1025 Escobar Street, 4th floor Marteniz CA 94553	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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Additional Named Insureds

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