



K&L GATES

&

PLATINUM | ADVISORS

Our Response Prepared for

The County of Contra Costa

RFQ number (Federal Legislative Advocacy
Services) 2203-553

Submitted by Darius Anderson
916.524.8891

April 27, 2022

PLATINUM | ADVISORS

April 27, 2022

Federal Legislative Advocacy Services
RFQ #2203-553
Contra Costa County, County Administrator's Office
1025 Escobar St, 4th Floor
Martinez, CA 94553

To Whom it May Concern:

Thank you for the opportunity to submit a proposal for Platinum Advisors, DC LLC (Platinum – TIN 83-2894565) and K&L Gates LLP (K&L Gates – TIN 25-0921018) to represent the County of Contra Costa (County) on federal policy matters. Together, we believe that our teams can jointly provide the County with a seamless, comprehensive level of representation of the County's public policy objectives that is unachievable by any one firm.

Platinum Advisors, LLC is one of the nation's premier lobbying and public affairs firm with 20 years of proven experience in the Golden State and Washington, DC shaping some of the most pressing and complex public policy issues. With offices in Sacramento, San Francisco, Silicon Valley, Orange County, and Washington DC—along with a national network of state and federal leaders of all stripes—our reach and influence on behalf of our clients is substantial.

I founded Platinum in 1998. Since then, Platinum has proven its distinguished expertise in lobbying the California legislature and executive branch on a multitude of issues to deliver positive results for our diverse array of clients. Moreover, Platinum Advisors has deep personal and professional roots throughout the San Francisco Bay Area, having represented various local and regional agencies for decades. With the January 2019 opening of Platinum Advisors DC, the firm helps our clients navigate the complex politics at the federal level and throughout the country.

Platinum views its mission as helping clients like the County overcome challenges while discovering proactive opportunities in today's fast-paced, ever-changing political and global economic environment. Platinum's unique combination of professional relationships, deep policy experience, and strategic guidance coupled with results-oriented action provides their clients with up-to-date information on the "real" sentiments inside the Beltway Bubble. In short, they know the shortest route through the maze. Platinum helps enumerate clients' political, policy, and business objectives, then works with them to develop strategies and utilize their unparalleled experience, access, and knowledge to achieve positive solutions.

Platinum is a limited liability company headquartered at 1215 K St, Sacramento, California, 95814.

We are proud to partner with K&L Gates on this proposal. K&L Gates is one of the largest law firms in the world, with approximately 2,000 lawyers who practice in fully integrated offices on five continents and formed when Kirkpatrick & Lockhart merged with Preston Gates in 2007 to form K&L Gates, LLP. The Public Policy and Law Practice Group (Policy Group) has nearly 50 lawyers and policy professionals with over 500 years of combined experience in federal and state government. Their bipartisan team includes three former Congressmen, and former Democratic and Republican counsels and staff to the House and Senate leadership, and Congressional committees, and former Department of Transportation officials. The depth, breadth, and diversity of the Public

PLATINUM | ADVISORS

Policy and Law (Policy) group combined with the resources they can bring to bear by being fully integrated with one of the largest law firms in the world enables them to provide clients with substantial knowledge across a broad spectrum of issues that stands second to none. Collectively, we are uniquely suited to represent the County's interests in Washington, D.C. In addition to our substantial infrastructure and transportation-related experience, our ability to help clients navigate electoral volatility and frequent changes in Congress and the Executive branch is unparalleled.

For over four decades, K&L has helped clients solve their critical legal, policy, and political problems in the nation's capital. One of the firm's core practices is transportation and infrastructure work, which has a 40-year track record of delivering successful results for a wide range of clients, from port authorities to local municipalities to the world's largest civilian drone manufacturer. K&L combines substantive experience, detailed knowledge of the policy process, and access to key decision makers to help clients achieve their objectives. K&L's depth, breadth, and experience provide us with the ability to represent clients' interest from a broad perspective and to offer exceptional service. The Policy Group's success on behalf of our clients is built on a philosophy that emphasizes a deeply substantive and teamwork-based approach to public policy. The goal is to understand policy issues from every direction – substantively and politically – and to use the collective knowledge and experience of the team to help clients achieve their direction. It is a key reason the Policy Group is consistently ranked among the top law/lobbying firms in the nation by Chambers USA, the Hill, Roll Call, and the National Law Journal.

K&L Gates is Limited Liability Partnership headquartered at 210 6th St, Pittsburgh, PA 15222.

We look forward to providing you any additional information you may require. I am the point of contact for any contract negotiations. I can be reached by phone at (916) 524-8891 and e-mail at dwa@platinumadvisors.com.

My partner at K&L Gates for this proposal is Jeff Denham, and I will serve as the point of contact for this RFQ. Services for the attached RFQ will be performed from each of our firm's Washington, DC offices, both of which remain in good standing in the District. We accept all conditions and requirements contained with the attached RFQ, and we look forward to further exploring a future partnership between our firms and the County. Our Washington, DC locations are:

Platinum Advisors
800 Maine Ave, Suite 200
Washington, DC 20024

K&L Gates
1601 K St NW #1
Washington, DC 20006

Thank you for your consideration.

Sincerely,

Darius Anderson
1215 K St, Sacramento, California, 95814
dwa@platinumadvisors.com
916.524.8891

PLATINUM | ADVISORS

PLATINUM | ADVISORS

TABLE OF CONTENTS

Our Proposal	
Company Qualifications and Experience.....	1
Proposed Services	2
References	4
Relationships.....	5
Insurance Requirement.....	5
Team Biographies	

OUR PROPOSAL

PLATINUM | ADVISORS

COMPANY QUALIFICATIONS AND EXPERIENCE

With a significant team of bipartisan lawyers and policy professionals who have more than 500 years of combined government experience, K&L Gates helps clients meet their needs through the entire policy life cycle—from legislation to regulation and dispute resolution.

Likewise, Platinum Advisors' policy network extends through decades of trusted political relationships at state, local and national levels, enabling Platinum to build successful client strategies upon a strong foundation of substantive, procedural, and institutional knowledge.

This group is built on a philosophy that emphasizes a deeply substantive and teamwork-based approach to public policy. The goal is to understand a policy issue from every direction—substantively and politically—and to use the collective knowledge and experience of our team to help our clients achieve their objectives through any necessary channels. Combined, K&L Gates and Platinum Advisors stand ready to provide the County with unparalleled service and access on all of your public policy priorities.

The federal policy group has thrived through administrations and Congresses as far back as the 1960s and has grown to one of the largest policy practices of any globally integrated law firm. Our team includes three former U.S. House members, a former general counsel of the Central Intelligence Agency, senior executive branch staff, senior congressional staff, senior counsel and staff at various government agencies, senior state officials and gubernatorial aides, and military officials.

For more than 30 years, the K&L government ethics and election law team has provided guidance to clients on campaign finance, lobbying disclosure, foreign agents registration, and many other political ethics and election law matters. Our clients include companies and their political action committees (PACs), along with individual donors, tax-exempt 501(c)(3), and 501(c)(4) organizations, trade associations, super PACs, and candidates for public office. We have also worked to ensure that the pertinent rules are kept in mind throughout the planning and implementation of policy projects to avoid violation of the law and embarrassment for clients or government decision-makers. We routinely advise clients and conduct audits and training sessions on compliance with the laws regulating political activity, fundraising and contributions, and lobbying registration and disclosure. We also advise clients on the required aspects of interacting with Congress and the executive branch regarding gifts, travel, honoraria, and past employment restrictions, as well as the growing web of state and local ethics and campaign finance regulations, including "pay-to-play" restrictions affecting those engaged in state and local politics, and state and local contractors in often unexpected ways. More than 25 years ago, the team published the first edition of *A Guide to Political and Lobbying Activities*, a comprehensive and user-friendly guidebook designed to simplify political law compliance for the busy Washington, D.C. professionals.

K&L Gates has a long history of developing innovative and lasting alliances with its clients in solving problems that arise before state governments. Companies and organizations often call upon the firm to manage state government-relations matters for them in multiple states or regions. Our clients can count on several things—an in-depth knowledge of the state public policy process, an advocacy strategy that is based on familiarity with the

PLATINUM | ADVISORS

way decisions are made, and an attitude of wanting to help clients build their identity in the halls of state capitals in a positive way.

Platinum approaches advocacy work from the perspective that personal relationships, both with clients and policymakers, drive results. To that end, we will work with the team at Contra Costa County to develop and implement an action plan to target key policymakers and stakeholders for increased educational engagement. Additionally, Platinum will work with your team on a comprehensive executive engagement strategy that will increase Contra Costa's outreach effectiveness with policymakers of all stripes.

The overarching goal of our representation is to provide the County with the most effective, coordinated, and seamless service possible. Platinum takes a comprehensive approach to representing our clients. We will confer with you on a regular basis, erring on the side of keeping you overly informed about strategic developments, issues, opportunities, and threats.

PROPOSED SERVICES

The teams at K&L Gates and Platinum Advisors have substantial experience working with clients to develop and implement a government relations strategy tailored to specific client priorities. As discussed below, our proposed strategy for the County would involve continually working with you to evaluate challenges and opportunities, develop goals and advocacy plans, and execute those plans accordingly.

Our priorities will include, but will not be limited to: driving a proactive approach to guiding you through the federal appropriations process; collaboration with your public affairs team in advancing a cohesive public-facing message; engaging with the California congressional delegation in furthering our stated goals; and expanding our scope with regards to federal funding opportunities across multiple federal agencies and the Executive Branch.

Knowledge is power. Therefore, a critical first step will be gathering intelligence about the political realities confronting the County, starting with feedback from the Board of Directors, but also incorporating information gleaned from our sources in Washington, D.C. regarding your projects. We would also serve as the "eyes and ears" of the County in Washington with respect to opportunities for federal funding. We would use this intelligence to inform our collective government relations strategy.

The wheels of the U.S. government churn slowly, and mostly behind the scenes. With a better understanding of the key issues driving the government's decisions, we can develop a proactive approach to monitoring these developments. This will allow the County to better position itself to address these issues, which could in turn help better manage risks and opportunities arising from government actions. Using the County policy priorities, we will actively monitor developments related to congressional appropriations, federal grant awards, and other opportunities to advance the County reach.

We would also use the information gathered to identify critical risks, challenges, and opportunities for the County. Our team would develop and implement a focused, targeted lobbying effort designed to educate policymakers about the benefits of your projects.

PLATINUM | ADVISORS

Defining the Message. Building a compelling narrative about the County is critical. We have extensive experience working with clients to distill their “story” and key arguments about an issue into points that will be compelling to a Washington audience. Information on the economic contributions of the business units – revenue generation, employment numbers, taxes, and other direct-indirect- induced economic benefits – will be an important part of our messaging, as will the value of the project to the region. Such information can help in not only stressing the economic importance but also its political importance.

Strategic Advocacy. Positioning the County as important to the region’s economy and helping those decision-makers understand the potential repercussions is key to strategically engaging with policymakers. We want decision-makers to better understand the County so that they will be more inclined to advocate for your success. You are also more likely to be in the information flow as to developments potentially impacting project outcomes, which again helps to manage risks and opportunities arising from federal actions.

Our government relations strategy to advance your interests with respect to federal funding would include the following action items:

Regular Updates. We will update the County team in real-time on issues of significant concern, providing any relevant information, analysis on how it impacts the County’s interests, and any recommended actions the County should take. Our approach is to be “hands on” and integrally involved at every level. In terms of implementing this Scope of Work, our efforts are driven first by client decisions, and our strategic input and tactical efforts are calibrated toward successfully implementing those decisions. Accordingly, our team will maintain regular communication with you on your policy and advocacy strategic goals. These regular updates will help guide decision-making on the strategy and direction taken to address possible regulatory impacts.

Communication Materials. We will create advocacy “products” to communicate your message. These may include white papers, one-pagers, talking points, and research memoranda intended for policymakers. These materials are crucial to effective communication with Congress and the Executive Branch.

Coalition Building. Based on our discussions, we would identify other entities with potentially common interests in order to magnify the pressure on the California congressional delegation regarding the importance of the County project. Broadening support to include other relevant entities without a financial stake in the project can be very helpful in gaining the support of congressional champions.

Direct Lobbying. Our direct outreach will include meetings with congressional offices, committees, and Administration policymakers that oversee federal funding decisions. These will include the White House, the California congressional offices and administrative agency leadership, as necessary.

Legislative Language. We can assist the County with developing any legislative language to address key issues, e.g., appropriations or authorizing language, report language, to help guide Congress and the administration on the issue. We also can assist with encouraging communications from Congress advising them further on the issue.

Our team engages in direct lobbying on behalf of our clients, both at the federal and state levels. The discussion above describes our capabilities at the federal level. Likewise, the statehouse access our teams provide in California, Washington, Texas, Pennsylvania, and Massachusetts means that our clients are aware of the policy

PLATINUM | ADVISORS

pitfalls and opportunities present across the U.S. We are also able to monitor legislative and regulatory issues in all 50 states, D.C., and the territories.

Our team will serve as the County's regular presence with policymakers and our approach is to do so with great respect for the County and policymakers, in advancement of your mission and objective, and with an understanding of the County and its issues. In addition to meetings, calls, and written communications (e.g., letters, emails, etc.) to advance your issues and organizing and preparing for lobby visits by your team, the members of the proposed client team will serve as a liaison with policymakers as needed. For example, we will represent the County at hearings/briefings and convey/respond to inquiries or requests for information.

In engaging with policymakers, we ensure that our messaging and communications on client positions are substantive, concise, persuasive to the target audience, and reflective of the client's mission and approach. We will work with the County on developing narratives and messaging tools and briefing materials as needed.

In addition to directly engaging with policymakers, there are instances where engaging third-party allies to advocate in support of a client's position can help advance an issue. Third-party allies are sympathetic stakeholders, ideological compatriots aligned on issues, think tanks, or existing or newly created coalitions. The members of the team regularly work with such groups, allowing us to cultivate and activate such avenues when needed to reinforce the County's positions with policymakers.

REFERENCES

David Agnew
Managing Director
Macquarie Infrastructure and Real Assets Inc.
125 West 55th Street, Level 15, New York NY 10019 USA
david.agnew@macquarie.com
212-231-2468

Husein Cumber
Chief Strategy Officer
Florida East Coast Industries, LLC
2002 San Marco Boulevard Suite 202
Jacksonville, FL 32207
Husein.Cumber@feci.com
904.996.2813

Rex Stults
Vice President of Industry Relations
Napa Valley Vintners
1475 Library Ln
St Helena, CA 94574
rstults@napavintners.com
707.968.4212

PLATINUM | ADVISORS

RELATIONSHIPS

Both Platinum Advisors and K&L Gates maintain deep, expansive relationships across the California and broader federal political and policy communities. Additionally, Platinum's decades of experience on the ground in California provides an additional avenue of insight into the broader policy landscape. We look forward to further discussing with you our relationships with the California congressional delegation and administration officials in key agencies like the Department of Health and Human Services and the Department of Transportation. Both our firms also maintain longstanding ties to members of the appropriations committees and are experienced in advocating on behalf of programmatic and congressionally directed funding requests.

INSURANCE REQUIREMENT

K&L Gates has purchased primary professional liability insurance from the Attorneys' Liability Assurance Society, Inc. ("ALAS"), which is one of the largest insurer of lawyers in the United States, on a claims-made basis. The insurance has been in force since the formation of ALAS over 40 years ago. Additionally, the firm has purchased significant professional liability insurance excess of ALAS from commercial insurers, providing a single claim limit of \$500 million and \$1 billion in the aggregate. If we are selected, and if you require, we can provide appropriate certificates of insurance to evidence the level of professional liability insurance that we maintain.

Platinum Advisors is willing and will meet all of the County's insurance requirements as indicated in the attached RFQ. If selected, Platinum stands ready to provide all necessary documentation to satisfy the referenced section.

TEAM BIOGRAPHIES



Jeff Denham

Government Affairs Counselor

Washington DC
+1.202.778.9322

Jeff.Denham@klgates.com

OVERVIEW

Jeff Denham is a government affairs counselor in the firm's Washington, D.C. office. A member of the public policy and law practice group, he brings significant transportation and infrastructure policy, agriculture, natural resources, and energy experience to the firm.

He was elected to the U.S. House of Representatives, where he served four terms, from 2010 to 2018, representing California's 10th and formerly 19th districts. He was a member of the Transportation and Infrastructure Committee, where he was the chairman of the Subcommittee on Railroads, Pipelines, and Hazardous Materials and the Subcommittee on Economic Development, Public Buildings and Emergency Management. He was also a member of the Agriculture, Natural Resources, and Veterans' Affairs Committees. During his eight years in Congress, Jeff helped draft dozens of bills that were subsequently signed into law, such as the 2012 Veterans Skills to Jobs Act; the 2015 Fixing America's Surface Transportation (FAST) Act; the 2018 ENLIST Act; and Stafford Act revisions as a part of the 2013 Sandy Recovery Improvement Act.

From 2001 to 2009, before his election to the U.S. House of Representatives, he was a member of the California State Senate, representing the 12th District of California, which encompassed the counties of Monterey, San Benito, Madera, Merced, and Stanislaus. He was chairman of the Agriculture Committee and Veterans' Affairs Committee and focused on issues that included education, government waste, agriculture, and economic development. Jeff has been a strong advocate for Indian Tribal Affairs both at the state and Federal level, including serving as the Vice Chairman of the Native American Caucus in the U.S. House of Representatives.

A Staff Sergeant in the United States Air Force, he served in Operation Desert Storm with the 452nd Air Force Refueling Wing and was awarded a Meritorious Service Medal, the Kuwait Liberation Medal, and various campaign medals for combat duty. Additionally, he served in Operation Restore Hope with the 349th AMW and was awarded a second Meritorious Service Medal and various campaign medals for duty.

Jeff is the founder of Denham Plastics LLC, a full-service provider of plastic material handling solutions, in addition to owning an almond farm in California.

EDUCATION

- B.A., California Polytechnic State University, 1992

THOUGHT LEADERSHIP POWERED BY HUB

- April 2021, Blue Economy - Part 1: Offshore Wind Energy Development in the West (*Webinar*)
- March 2021, Environmental Landscape 2021: The Biden Transition (*Webinar*)
- 6 January 2021, FAA Announces Final Rules to Further Integrate Drones Into the National Airspace System (*Alerts/Updates*)
- 18 November 2020, Election Briefing: Transportation and Infrastructure Outlook (*Webinar*)
- 10 November 2020, Election Briefing: Technology Outlook (*Webinar*)
- 5 November 2020, Energy & Environmental Policy in the Next Administration (*Webinar*)
- 13 October 2020, Looking Ahead: President Trump's Potential Second Term Policy Agenda (*Alerts/Updates*)
- 2 December 2019, A Winning Combination: Uncle Sam's Excess Property Inventory and the Opportunity Zone Tax Incentive (*Alerts/Updates*)
- 2 October 2019, Congressional Investigations 101: Correct the Record (*Podcast*)
- 15 August 2019, Start Your Engines: Senate Committee Approves Largest Highway Bill in History (*Alerts/Updates*)
- 13 August 2019, Making Federal Property Sales Move FASTA: New Legislation Creates Significant Real Estate Development Opportunities (*Alerts/Updates*)

OTHER PUBLICATIONS

- "Transportation interests move closer to historic investments," *Reuters Legal News*, 13 August 2021

NEWS & EVENTS

- 11 November 2020, The U.S. Post-Election Trade, Tax, and Policy Agenda: What It Means for U.S.-Asia Business (*Event*)
- 8 May 2019, K&L Gates Further Strengthens Public Policy and Law Practice in Washington, D.C., with Former Congressman Jeff Denham (*Press Release, Practice & Regional News*)

AREAS OF FOCUS

- Public Policy and Law
- American Indian Law
- Construction and Infrastructure
- Immigration

- Maritime
- Maritime Regulatory
- Power
- Renewables
- U.S. National Security Law and Policy

INDUSTRIES

- Agribusiness
- Aviation
- Betting and Gaming
- Consumer Products
- Resort, Hospitality, and Leisure
- Sports
- Transportation and Logistics

CONTACT INFORMATION

Address: 1601 K St NW, Washington, DC 20006

Telephone: 209-765-6785

Email: Jeff.Denham@klgates.com



George B. Riccardo

Government Affairs Analyst

Washington DC
+1.202.778.9022

George.Riccardo@klgates.com

OVERVIEW

George Riccardo is a government affairs analyst in the firm's Washington, D.C. office. He is a member of the Public Policy and Law practice group.

PROFESSIONAL BACKGROUND

Prior to joining the firm, George served as Senior Policy Advisor to the Secretary of Transportation for surface transportation and aviation. Through this role, George led the Secretary's Rural Opportunities to Use Transportation for Economic Success (ROUTES) initiative to address disparities in rural transportation infrastructure. Additionally, George facilitated and managed the development and implementation of policy proposals and strategy.

Prior to his role as a Senior Policy Advisor, George served concurrently as the Director of Government Affairs at the Federal Railroad Administration (FRA) and as a Senior Congressional Affairs Officer in the Office of the Secretary (OST). George worked with Congressional staff, states, and stakeholders on financing opportunities for surface transportation projects through grant programs, formula funding, and the Build America Bureau; managed technical assistance and drafting requests; and prepared senior officials for Congressional hearings and meetings.

George has worked at Signal Group Consulting as a Senior Government Relations Manager. At Signal, he provided strategic, political, and sector-driven guidance to industry associations, municipalities, and innovative growth companies, with a focus on the aviation, transportation, and infrastructure spaces.

George has also worked as a Research Assistant on the Committee on Transportation and Infrastructure in the U.S. House of Representatives, where he was responsible for monitoring the Subcommittee on Railroads, Pipelines, and Hazardous Materials' legislative interests, producing valuable documents used in bill organization, and drafting member statements and background memos. George aided in the facilitation of the rail and hazardous materials titles included the Fixing America's Surface Transportation (FAST) Act.

EDUCATION

- B.S., Pennsylvania State University, 2014

OTHER PUBLICATIONS

- "Transportation interests move closer to historic investments," *Reuters Legal News*, 13 August 2021

AREAS OF FOCUS

- Public Policy and Law

CONTACT INFORMATION

Address: 1601 K St NW, Washington, DC 20006

Telephone: 570-660-8928

Email: george.riccardo@klgates.com



Jordan L. Cooper

Government Affairs Analyst

Washington DC
+1.202.778.9127

Jordan.Cooper@klgates.com

OVERVIEW

Jordan Cooper is a government affairs analyst at the firm's Washington, D.C. office, where he is a member of the Public Policy and Law practice group.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Jordan served as Special Assistant to the Chief of Staff at the Maryland Department of Transportation where he worked to advance the Governor's mission of creating a safer, more reliable and customer-service oriented transportation system. He was involved with Federal grant program applications and supported the Secretary and senior leadership on policy coordination with the Department's several operating administrations.

Jordan also served as Special Assistant to the Secretary at the U.S. Department of Transportation where he supported operations for the Office of the Secretary, public outreach and industry engagement, policy development, and speechwriting. Jordan aided in the Department's response to COVID-19's impact on the United States transportation network and domestic supply chain.

Prior to DOT, Jordan worked at United Parcel Service's Global Public Affairs office in Washington D.C. He advocated on behalf of the company before Members of Congress and industry stakeholders on policy areas including transportation and infrastructure, labor, trade, sustainability, and postal issues. Jordan also has previous experience at the U.S. House of Representatives and the U.S. International Trade Commission.

Jordan received a BA from Union College in Schenectady, New York.

EDUCATION

- B.A., Union College, 2018

OTHER PUBLICATIONS

- "Transportation interests move closer to historic investments," *Reuters Legal News*, 13 August 2021

AREAS OF FOCUS

- Public Policy and Law

CONTACT INFORMATION

Address: 1601 K St NW, Washington, DC 20006

Telephone: 240-426-9578

Email: Jordan.cooper@klgates.com

PLATINUM | ADVISORS



Darius Anderson

Founder & Chairman

1215 K St, Sacramento, California, 95814
dwa@platinumadvisors.com
916.524.8891

Darius Anderson is the Founder and CEO of Platinum Advisors, a full-service government affairs firm that ranks in the top five, in terms of revenues, of California government advocacy companies. With offices in Sacramento, San Francisco, Silicon Valley and Washington, DC, Platinum Advisors provides lobbying, strategic advice, government relations, project development, procurement, public affairs and strategic consulting to local and regional governments and agencies, trade associations, corporations, entrepreneurs, and non-profit groups. Mr. Anderson founded the firm in 1998.

Between 1993 and 1998, Darius Anderson served as Chief of Staff for The Yucaipa Companies and as Vice President of External Affairs for Ralphs Grocery Stores, Inc., a Fortune 500 company. During that time, Darius was responsible for business development for The Yucaipa Companies, including property acquisition and development, and for government affairs, community relations, external corporate communications, and public relations for Ralphs Grocery Stores. He also served as the Executive Director for the Ralphs/Food 4 Less Foundation.

Widely recognized as one of California's most effective political strategists, Darius has successfully advised many of California's highest-ranking political and business leaders. In 2010, Darius was appointed to California's Political Reform Act Task Force. Darius is also involved in a variety of civic, charitable, and governmental activities. He previously served as the Chair of the National Advisory Council for the UC Berkeley Institute of Governmental Studies (IGS) and is currently a member of the Board of Directors of the George Washington University Graduate School of Public Management's Council on American Politics, Californians Building Bridges, Sonoma State University Green Music Center and Co-Chair of the Friends of the UCSF Center for Reproductive Health (CRH) Advisory Board. He was recently appointed by Governor Jerry Brown to the California Community Colleges Board of Governors. In the wake of recent fire disasters in California, he founded the Rebuild North Bay Foundation.

Darius Anderson is also the Founder and CEO of Kenwood Investments, LLC, a California Real Estate Development and Opportunity Fund and is the Founder and Managing Member of Sonoma Media Investments, LLC, the owner and publisher of the *Santa Rosa Press Democrat* and the *Sonoma Index-Tribune*. The *Press Democrat* won the 2018 Pulitzer Prize for Breaking News Reporting for its fire coverage.

PLATINUM | ADVISORS

He is a passionate art collector and owns world-class collections of both baseball and Jack London memorabilia. Darius Anderson holds a bachelor's degree in Communications from George Washington University in Washington, D.C. and currently lives in Sonoma.



Erik Huey

President, Platinum Advisors DC

800 Maine Ave, SW, Suite 200
Washington, DC 20024
evh@platinumadvisors.com
202-744-7247

Erik Huey is a senior entertainment, tech, and media industry government and public affairs executive with over twenty-five years of experience. He has been repeatedly listed on The Hill's Top Lobbyists in DC, Hollywood Reporter's Top 100 Entertainment Lawyers, and Top 100 Irish American Attorney in the US.

Prior to joining Platinum Advisors, Erik was the Senior Vice President of Government Affairs at ESA, where he oversaw the entire federal and state advocacy apparatus for the US video game industry. He regularly briefed industry CEOs and top executives, and oversaw an internal team and a roster of 50 consulting firms. At ESA, he led successive victorious industry campaigns in response to media violence challenges, and coordinated the industry's IP protection, privacy, cybersecurity, and tax policy efforts. He also helped to orchestrate the video game industry's historic 2011 US Supreme Court free speech victory. In addition, he worked with US House members to form the Congressional Video Game Caucus, created the Higher Ed Video Game Alliance of over 300 universities, and launched a Webby Award-winning map of the video game ecosystem by state/congressional district.

Prior to ESA, as a partner at Kilpatrick Townsend (and at Venable and Manatt before that), he represented a broad range of entertainment clients on cutting-edge policy issues. He is also well-versed in FCC/telecom policy issues from his time serving in the legal department of BellSouth Corporation, and representing telecom clients.

Politically, he's a prolific fundraiser and has run voter mobilization and voter protection efforts for the Biden-Harris 2020 campaign, along with the Obama for America and Kerry and Clinton-Gore presidential campaigns.

He has authored four screenplays, is producing a cable television series, and periodically performs with his Americana rock band The Surreal McCoys, whose music is regularly played on Sirius-XM Radio's Outlaw Country station.

PLATINUM | ADVISORS



William Tranghese

Senior Vice President

800 Maine Ave, SW, Suite 200
Washington, DC, 20024
wat@platinumadvisors.com
413-312-9531

A 32-year veteran of Capitol Hill, Tranghese has served as Chief of Staff for Congressman Richard E. Neal, Chairman of the House Ways and Means Committee, since 2016. He began his career on Capitol Hill in 1989 when he joined Neal's office as Legislative Assistant.

For more than 20 years, Tranghese was Congressman Neal's Communications Director and spokesperson working with local, state, national and international press on a daily basis. Since the 1990's he has been the principal staff contact for the bi-partisan Friends of Ireland Caucus working directly with Members of

Congress and both the Irish and British governments to help strengthen the relationship between the United States, Ireland and the United Kingdom. He has worked at every Democratic Convention since 2000 as a member of the Podium Operations staff helping to coordinate day-to-day logistics of the convention.

In 2007, Tranghese helped establish the Belfast-Beltway Boxing Project, a non-profit organization that helps disadvantaged youths and their Boxing Clubs in the United States and Ireland. He is a native of Springfield, Massachusetts and attended Cathedral High School and Springfield College.

PLATINUM | ADVISORS



Tony Hobbs

Associate Vice President

800 Maine Ave, SW, Suite 200
Washington, DC 20024
twh@platinumadvisors.com
603.978.4597

With over a decade of political and policy experience, Tony provides a breadth of tactical knowledge and expertise on a wide range of issues. Tony provides Platinum's clients with real-time, in-depth analysis and updates on key policy and political discussions in DC and beyond.

Prior to joining the Platinum team, Tony was the Legislative Director in the office of US Congresswoman Carol Shea-Porter (NH-01). There, he directed the legislative efforts of the Congresswoman's DC staff, formulated and implemented the Member's legislative agenda, and managed an expansive legislative portfolio including appropriations, energy, labor, and financial services policies. Tony also has extensive experience in the political arena – directing the field efforts for successful congressional campaigns that involved massive voter outreach and volunteer coordination efforts.

When not in D.C., Tony can be found sailing the Potomac River in his small boat, *Rocinante*, or hiking in the Shenandoah forests.



Jessica Aune

Senior Legislative Assistant

800 Maine Ave, SW, Suite 200
Washington, DC 20024
jpa@platinumadvisors.com
615.545.2717

Jessica Aune is a veteran of numerous Democratic campaigns throughout the country, and most recently served as the Northern California Fundraising Director for the Biden for President campaign and Presidential Inaugural Committee. Jessica has also worked as a senior political advisor and fundraiser for DNC Chairman Jaime Harrison's 2020 US Senate bid, as well as in campaign strategy and financing roles for current Members of Congress Lauren Underwood, Tom Malinowski, and Haley Stevens. She has also worked in

various capacities for the Democratic Senate Campaign Committee (DSCC), Democratic Congressional Campaign Committee (DCCC) and the House Majority PAC. She is a graduate of George Washington University, and a native of Nashville, TN.

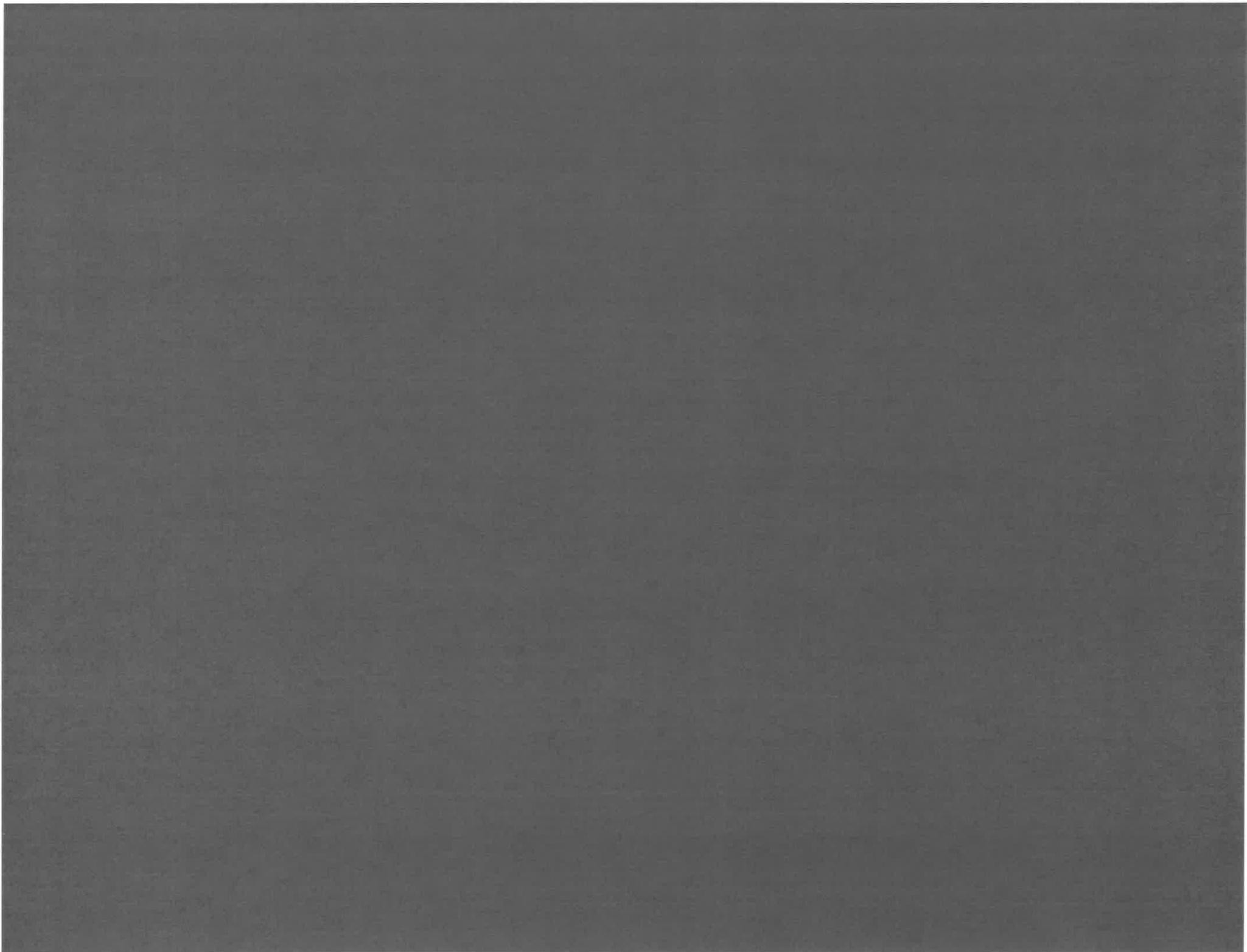


EXHIBIT A
COUNTY OF CONTRA COSTA

RFQ No. 2203-553
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	\$ 15,000	\$ 180,000	\$ 15,000	\$ 180,000	\$ 15,000	\$ 180,000	\$ 540,000
TOTAL COST FOR SERVICES									\$ 540,000

FIRM: Platinum / K&L Gates SIGNATURE:  DATE: 4/27/22

PRINTED NAME: Darius Anderson TITLE: Founder