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September 23, 2004

King County
Procurement Services Division
821 Second Avenue
8th Floor
Seattle, WA 98104

RE: Federal Lobbyist, King County Council, RFP No. 156-04CMB

Dear Councilmembers and Executive Sims:

On behalf of The Ferguson Group, LLC (TFG) and its team I am pleased to submit this proposal to continue as the Federal Lobbyist for the Metropolitan King County Council and the King County Executive.

During the eight years that TFG has represented King County in Washington, D.C., we have worked with the County and its congressional delegation to secure more than \$213 million. This includes federal appropriations, authorizations and competitive grants. However, this number does not reflect the significant financial benefits to the County as a result of the impact we have had on broader legislation and regulatory matters. Nor does it include the funds that will be secured in FY 2005, since the appropriations process for FY 2005 is not yet complete. While we have helped King County secure millions of dollars in federal funding each year since 1997, this proposal will primarily focus on our successes during the last three years.

Our proposal, while not inclusive of every activity that we have carried out on behalf of the County, does provide representative samples of our successes, our strong knowledge of the County, its issues, and our ability to handle any issue that is important to King County. For greater detail, please refer to the activity reports included in the appendices.

TFG has provided, and if selected will continue to provide, a vast array of services to King County. These services include, but are not limited to, the following:

- ◆ Assisting King County to develop an annual Federal Agenda and action plan and strategies for implementing that Agenda and plan;
- ◆ Providing specialized assistance in researching, expediting, processing, and monitoring competitive grant applications. TFG founded *Grants Locator* by eCivis, which is currently

used by King County. TFG's grant work complements the services the County receives from *Grants Locator*.

- ◆ Preparing all materials submitted to Capitol Hill as necessary for successfully meeting all legislative criteria, deadlines and overall support requirements;
- ◆ Advocating aggressively for the County's Federal Agenda and action plan priorities, grant applications, and any new opportunities that arise, as well as actively opposing legislation or regulations that threaten the County's interests;
- ◆ Developing strong working relationships with the Washington State Congressional Delegation, congressional committees, Administration and federal agencies;
- ◆ Maintaining constant communication with King County's elected officials and staff through telephone calls, emails, briefing memoranda, monthly reports, and personal visits in D.C., King County and at national conferences;
- ◆ Preparing full-service itineraries for meetings in D.C. for King County elected officials and staff, including facilitating key meetings, preparation of briefing materials, talking points, hotel accommodations, airport transportation, and anything else necessary to make the trip as productive and efficient as possible;
- ◆ Forming and maintaining partnerships with national organizations, such as the National Association of Counties and its subgroups, the American Public Transportation Association, and other consulting groups;
- ◆ Participating actively in efforts to assist King County officials with their objectives as part of national organizations; and
- ◆ Maintaining a local office in order to provide timely service as needed in partnership with Rollin Fatland's and Steve Ohlenkamp's company, The Communications Group, LLC.

TFG has a proven record of success as King County's Federal Lobbyist and remains committed to seeking out new ways to provide the County with the highest quality service. We appreciate your time and consideration of our proposal and look forward to hearing from you soon.

Sincerely,



Shirley A. Speidell
Principal