



PROPOSAL FOR FEDERAL LOBBYING SERVICES

*CITY OF COCONUT CREEK, FLORIDA
RFP NUMBER 02-10-21-09*

Submitted by:

Van Scoyoc Associates
800 Maine Avenue S.W.
Suite 800
Washington, DC 20024

Jim Crum and Harry Glenn
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February 10, 2021





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Ms. Lorie Messer
Procurement Analyst
City of Coconut Creek
4800 West Copans Road
Coconut Creek, Florida 33063

Dear Ms. Messer:

Van Scoyoc Associates (VSA) appreciates the opportunity to provide the enclosed proposal to the City of Coconut Creek for Federal Lobbying Services. VSA has been honored to represent the City since 2011 and we hope to build on our extensive experience of working with municipal governments and representing you in Washington DC in the future.

Van Scoyoc Associates is a bipartisan, full-service federal government relations firm that provides comprehensive Federal lobbying services, strategic planning, liaison services, and advocacy related to both the Congress and the Administration. Founded in 1991, VSA's strength lies in our ability to work with federal decision-makers to achieve our clients' objectives. VSA is known for our expertise and procedural knowledge particularly in representing local governments and understanding how policy, budget, and agency funding opportunities can align with local cities.

We have assembled a team for our proposal with the knowledge, relationships, and experience to meet your needs. Jim Crum, a Vice President at VSA, and will serve as your Team Leader. Jim has over 13 years of federal consulting experience with County and City governments and over 18 years of experience in working with public agencies as a former Corps of Engineers' Senior Executive. As a federal consultant, he has represented a broad range of issues that can affect public agencies which include water and wastewater infrastructure, transportation, economic development, recreation, and emergency authorities. Jim also brings specific experience in working with the City and helping to build the City's Federal Legislative Agenda and strategies over the past 9 years.

Harry Glenn, a former Chief of Staff to Florida Congressman Bill Young, will join Jim on the team and has worked closely with the Florida Congressional delegation on many Florida-related issues. Harry joined the current Coconut Creek team two years ago. He brings to the team a deep and hands-on knowledge of the Federal appropriations process and working with Federal agencies to advance the priorities of many Florida communities. We are also officially adding to the team Will Smith who serves as a Manager for Government Relations in the firm and has extensive experience with municipal related issues and legislative analysis.

There is significant change in Washington with the swearing in of the new Congress and the Inauguration of the new Administration. Our experienced, bipartisan team will assist the City on the issues identified in your Federal Legislative Agenda and determine how to best take advantage of the new Administration, the new Congress, and their collective new priorities. Special focus will be given

to the continuing Federal response to the COVID pandemic, proposed comprehensive infrastructure legislation in the first three months of this year, and the potential for the return of Congressionally earmarked spending for the next Federal budget cycle. This is especially important to the City with Senator Marco Rubio's continued membership on the Senate and House Appropriations Committees.

We are excited by the opportunity to continue our efforts in representing the City in 2021 under the new policies and opportunities established by the 117th Congress and President Biden's Administration. Thank you for your review and consideration of our proposal to compete for your business.

Sincerely,

A handwritten signature in blue ink that reads "H. Stewart Van Scoyoc". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

H. Stewart "Stu" Van Scoyoc
President and CEO
Van Scoyoc Associates
202-638-1950
stuvs@vsadc.com

SECTION 1

Qualifications and Experience

- *Ability to Perform the Scope of Services Proposed*

As you will see from our client list provided in the enclosed forms, Van Scoyoc Associates currently represents 27 municipal clients. There are many important principals that set us apart from other Washington-based firms and have allowed us to build such a successful practice in representing municipal clients and other public entities:

- We consistently meet and exceed the expectations of our clients. As you will see from the examples throughout this proposal, we have a track record of delivering results.
- We retain the clients we have because they are pleased with our work. Bloomberg Government, in its analysis of Federal lobbying firms, consistently ranks Van Scoyoc Associates among the highest rated for client retention.
- We work as a team, bringing together Vice Presidents and staff that have the experience and expertise in the focus areas that are of specific interest to our clients. If there is a surge in work, we bring in other professionals from VSA to meet those needs. Smaller firms cannot surge in this way and also cannot serve the breadth of client needs, especially as they evolve over time.
- When you hire Van Scoyoc Associates, you bring on board our entire team of 55 professional government affairs specialists. This can provide coverage across all Federal agencies, the House, and the Senate. We are a bipartisan firm that provides the same consistent service no matter which party is in control of the White House or Congress. That is another reason that VSA client retention remains so high over the years.
- As former senior staff for members of Congress and Federal agencies, VSA professionals understand the importance of deadlines, quality information about client goals and needs, and the nuances of Congressional and agency procedures. They will never go into a meeting unprepared.
- We set client expectations based on what is within the realm of possibility. We never tell a client what they want to hear, we always tell a client what they need to know.

Nothing better exemplifies the ability of Van Scoyoc Associates to flex than during the current COVID Pandemic. Throughout the past 10 months, the entire firm has rallied together to support our clients by providing a steady stream of information about Federal funding, requirements, and other resources that have been made available to communities. We have become a trusted source of information for the senior leadership of communities that have had to make difficult decisions in the midst of these unprecedented times, and we have helped identify newly created funding sources to support the evolving needs of these communities.

We have been able to respond to the pandemic while at the same time supporting the regular Federal agendas of the communities we represent. This was evident in December when Congress simultaneously worked to complete its regular funding bills for the year, negotiate a COVID-relief package, wrap up other major end-of-year legislation, and plan for the transition into a new Congress and a new Administration. Our Van Scoyoc Associates' team did not miss a step and will continue to advocate for our client needs into the new 117th Congress.

As outlined in your Scope of Services, the VSA team will actively represent and advocate for the City's interests before Congress and Federal agencies. We will coordinate with the City on key developments in Congress and within the Administration and provide an analysis on how these developments may positively or negatively impact the City. Our team's approach to providing the services outlined in your solicitation will include the robust representation of the City's interests, professional advice, timely reports, monitoring services, attending key hearings and events, and other support activities. **A further breakdown of our proposed activities and experience as referenced in the "Scope of Services" listed in the RFP are as follows and represent the components of our overall Operational Workplan:**

2.1 Coordinate funding, legislation, and policies within the United States Congress and Federal Agencies.

The VSA team will maintain direct and frequent contact with your key Senators (Rubio and Scott) and Congressman Deutch to keep them informed about the City's priority projects, funding needs, and specific effects from Federal policy decisions. This includes coordinating a strategy for policy and budgetary needs in federal funding bills and other legislation before the Congress and Federal agencies.



As a former Chief of Staff to Florida Congressman Bill Young, Harry Glenn maintains a close working relationship with the House and Senate Appropriations Committees and all the members of the Florida delegation. He already has spent considerable time getting to know the five new Florida members of the delegation that were sworn into Congress on January 3rd. Harry has found that the delegation, with its varied committee assignments, has always worked closely together to advance the interests of the state and individual cities and counties within the state.

The most effective Federal strategies are the ones that take into consideration both Congressional oversight and Federal agency program policies and requirements. Your team leader, Jim Crum, spent 23 years working within the Executive Branch and Federal agency policy environment. Working together, Jim and Harry will be able to develop positions and approaches that are complementary between the Congress and Federal agencies which can be supported within the legal and policy parameters of both branches of government.

The activities described above have already started – the new Congress has been sworn in, the Administration is already establishing policies, and the appropriations year has begun. We are already engaged with all of these activities and will provide a clear upcoming schedule of anticipated decision events as the year unfolds.

2.2 Advocate the City's interests during the United States legislative and regulatory process. In addition to remaining close to the Florida Congressional delegation, the team will work with the Senate and House leadership, and senior committee staff members to provide you with strong bipartisan access and a team that will proactively advocate in the Congress on your behalf. We will help you determine the City's position with regard to important legislation and convey your positions to the members of your delegation and the appropriate oversight Committees during the times they are seeking outside input.

Another VSA strength is our understanding of the Executive Branch and our ability to access Federal agencies and their program decision makers. As an example, in recent years we have coordinated with program leaders in the Department of Justice on ADA compliance issues, EPA on landfill emission standards, HUD on support animals housing policy, NOAA on offshore drilling, Department of Transportation on infrastructure investments, Corps of Engineers on “Waters of the United States (WOTUS)” policy, and many other agency programs that could affect the City.

We expect new “rulemaking” by the agencies to start surfacing in the first quarter of the year as new political appointees and agency decisions makers take on their new jobs. We will continue regular communication with senior Administration policymakers and regulators and will recommend how and when to best position yourself on policy, budgetary, and regulatory initiatives. Monitoring regulatory activity is critical for municipal agencies, especially with a new Administration and its new priorities. As with legislation, we will advise the City on regulatory issues and help the City develop positions on those regulations and draft comments in support or opposition to those of greatest concern.

VSA is committed to relentlessly working to create new strategic opportunities for the City and has extensive experience working to help develop innovative approaches. As outlined earlier in this proposal, we also work with the appropriations and authorizing committees in the House and Senate to try and create and expand funding opportunities with Federal agencies and departments for our municipal clients.

2.3 Monitor and report on proposed and ongoing legislation that could affect the City.

Another of our important responsibilities will be to identify and track key pieces of legislation related to issues in your annual Federal Legislative Agenda when they arise and advising the City in a timely manner on options for responding. Often this is by drafting letters, testimony, or statements to Federal leaders, responses to Federal legislation and regulations on items of concern and generating Congressional letters of support for applications for Federal funding. VSA will keep track of deadlines and so your staff has plenty of time to review all legislative bills and support materials and work with us to develop City positions. This will establish a legislative record of the City’s interest and advocacy on key Federal issues.

2.4 Identify, analyze and report political and/or policy trends that may affect the development of legislation that may impact the City.

2020 was an extremely significant year as a result of the COVID pandemic. Political priorities in the response to the pandemic and how it affected the City varied greatly between the Administration and the Congress. VSA responded by establishing a matrix team to evaluate every action and policy from each federal agency and Congress while providing bi-weekly reporting during the pandemic such that the City was aware of the evolving policies and relief bills being developed throughout the year. Similarly, in 2021 we are maintaining this effort with a focus on the new set of priorities being established by a new Administration and Congress. One of these key priorities is removing the restrictions on FEMA public assistance that were put in place by the prior Administration. Another priority for us will be advocating for and tracking future State and Local relief assistance that has been debated in previous COVID relief bills. At the time of this proposal, Congress is developing their next COVID relief



legislative package and we expect the additional funding for State and local governments will continue to be a key issue.

2.5 Assist in the formulation of public policy related to public works, transportation, solid waste and recycling, communications, public safety, physical environment, water resources, and housing programs.

The new Biden Administration and leadership of the 117th Congress have set as a priority the development of a comprehensive infrastructure bill during the first half of 2021. Your team has extensive experience in Federal public works and infrastructure policy and funding. Jim Crum and Harry Glenn will use their agency contacts and Congressional relationships to advocate for the public infrastructure needs of the City in terms of agency eligibility as well as infrastructure related appropriations. We expect the infrastructure bill will establish public policy and funding for public works, transportation, public safety, water resources and other related project opportunities for the City. While we also expect this legislation to offer delegated funding through the States, there will be a high likelihood that it will also establish policy to expand current Federal infrastructure programs increasing the success rates for grant pursuits and agency program eligibility.

VSA has spent recent years advocating for project opportunities in the categories listed in this section for the City. In 2021, we plan on developing a specific “infrastructure bill strategy” for the City advocating for legislative policies and priorities for infrastructure investment and taking advantage of the anticipated areas of increased funding opportunities. We will work closely with your public works and economic development departments in formulating this approach and ensuring it aligns well with your investment priorities.

2.6 Monitor solid waste issues and changes in law that could impact the operation of the Monarch Hill Landfill. This includes but is not limited to contacting the Department of Environmental Protection, the Congress, and various Federal agencies including the Department of Justice and the City’s Congressional delegation.

Your VSA team has been tracking Federal regulations related to the Monarch Hill Landfill for the past 9 years. We have briefed Senators Scott and Rubio as well as Congressman Deutch on the City’s concerns around the impacts from the landfill and in particular to EPA’s proposed regulations that could affect the landfill operations.

We reported in 2016, that EPA finalized a proposed rule by calling for a reduction in the threshold at which a landfill must install emissions control systems from 50 mega grams (Mg) per year to 34 Mg per year. Any landfill that exceeds those thresholds would be required to install and utilize a gas collection and control system to bring emissions levels below the threshold within 30 months of the violation. VSA helped draft additional comments for the City to submit in support of this rule. The rule was finalized and became effective on October 28, 2016.

Under the Trump Administration, the EPA announced that they were reconsidering several issues in the 2016 rule and enacted a 90-day stay on the 2016 NPS rule and eventually, in 2020, had EPA take a position that the 2016 rule was not financially feasible to implement. During this time, we develop letters of support to implement the rule and attended an EPA Public Hearing related to the public comments on EPA’s reevaluation of the rule. We clearly understand that this issue is one of the top priorities for the City and as such we will advocate strongly for the new emission standards to be fully implemented. We also expect that the Biden Administration will review the 2016 regulation for implementation, and we stand poised to continue our coordination with EPA and your delegation to support the stricter emission standards.

2.7 Develop strategies to obtain and maximize funding for City programs including but not limited to fire and emergency services, reclaimed water projects, and transportation and roadway improvements. This includes the identification of and pursuit of Federal grants.

It is important that your Federal lobbyist has the ability to not only identify and provide a capture strategy for Federal program funding that you may qualify for but also the ability to identify and analyze competitive grant opportunities during the multiple grant cycles that unfold each year. VSA tracks the budget and appropriations process throughout the year that in turn set the grant application windows, policies, scoring criteria, and consequently the feasibility for the City to win a given grant.

This comprehensive pre-analysis helps drive our recommendations and guidance for you as our client. Once a grant is identified that we feel you would be competitive for, we will then create a “capture strategy” that summarizes the lengthy grant announcement and highlights the key steps to preparing, reviewing, and strengthening your application. When appropriate, we will seek to engage with the Federal agency who released the grant announcement and inform them of your intentions and possibly schedule a meeting for advisement by the agency’s grant administrator. This provides recognition and anticipation of your grant application by the agency which greatly enhances your prospects of winning the grant award.

2.8 Prepare correspondence on the City’s behalf in support of specific lobbying objectives.

A key role for us in supporting your Federal Agenda is to develop letters, summary documents, white papers, and other documents that clarify your positions on key issues. Over the years, we have demonstrated the ability to draft Congressional letters on your behalf on fast moving legislation to influence the positions of your delegation and express important feedback on impacts at the local municipal level and in particular to the City of Coconut Creek.

In working with Congressman Deutch, we have shared and briefed his staff on your Federal Agenda and used this as a basis for additional correspondence throughout the year specifically citing proposed agency rulings, Hill legislation, hearing testimony and/or questions, and potential White House policy.

Over the past three years, we have helped draft and share City positions in correspondence to the Administration and the Congress on subjects of waste recycling, COVID FEMA funding eligibility, grant support letters from your delegation, support to the Thin Blue Line Act, gun control policy, and appropriations requests for report language recognizing the need to evaluate health effects from wireless infrastructure. We understand the importance of making your voice heard and being establishing you as a municipal thought leader – we will continue to support your positions in Congress and the Federal agencies.

2.9 Maintain direct and frequent contact with key United States Senators and Congressmen. Upon request, coordinate appointments/meetings between City Administration /Staff and appropriate Federal legislators.

As Capitol Hill and the Federal agencies continue to reopen to the public, VSA will work with the City to meet with your Congressional delegation and brief them on your Federal Legislative Agenda. Given the expanded use of virtual meetings, we will also recommend opportunities for you to also participate and express the City’s opinions on key issues. This will include planning and preparing key meetings with your delegation and Federal agency leadership. The goal is to schedule impactful meetings that raise your visibility and advance your Federal agenda. VSA will also continuously meet with Federal

policymakers on your behalf to keep your agenda on track and provide follow-up validation of your positions.

To supplement meetings in Washington, VSA will work to schedule timely meetings with members of the Congressional delegation and Federal agency officials when they are in Coconut Creek to provide opportunities for the City's leadership to interact with Federal leaders when they are in Florida or nearby.

VSA, and in particular Harry Glenn, is also experienced at working with Florida agencies that may be partnering with the City on projects. Harry has worked with the State DOT, Enterprise Florida, and the Florida Defense Support Task Force, among others. This is particularly helpful in syncing up state and Federal funding for key projects. The Florida and the Federal fiscal years start on different dates, and the sessions of Congress and the State Legislature do not always align, so this coordination is important in determining where to seek funds first.

The VSA team also **has experience with building coalitions** to support client initiatives. This includes working with associations such as the National League of Cities, U.S. Conference of Mayors, National Association of Counties and related organizations at the state level. This has proven to be especially effective in advocating for COVID-related funding and policies. The team also has experience at working with business interests and community groups in support of projects. These efforts amplify the need and support for important initiatives. VSA has coordinated business support for various transportation related projects, for port development projects, and for economic development projects.

2.10 Appear and testify before Federal hearings, rule-making proceedings and other administrative agency or legislative meetings when necessary to promote and seek passage of legislation affecting the City of Coconut Creek and its citizens.

We realize that we are your eyes and ears in Washington DC. In the past, this has involved attending hearings, rule-making proceedings, and other policy making agency meetings that could affect the City's operations and Federal agenda priorities. As an example, in 2019 VSA attended the EPA hearing on implementing 2016 landfill emission standards and collaborated viewpoints with the National Resources Defense Council. Another example involved attending a Senate oversight hearing that had the FCC Chairman testifying. The issue on potential health effects from 5G was addressed and helped shape a response letter to FCC on their proposed rulemaking on 5G implementation released later that year. The hearing testimony also helped the advocacy strategy we developed for the City in support to the Congresswoman Eshoo bill that tried to restore local oversight on 5G implementation. We will continue to serve this presence for you by participating in events that shape Federal policy related to your priorities.

2.11 Draft an annual Federal Legislative Agenda to be completed and sent to the City by January 15 of each year after significant discussion with staff.

VSA has direct experience in collaboratively developing a Federal Legislative Agenda each year for the City. We plan to continue this practice as it has served as a helpful basis for strategies as each Congressional year unfolds. The success of the Agenda depends on a clear summary of issues and then a deeper analysis on the history of each issue and anticipated strategy in the upcoming year. We also realize that it is a living document and maintaining an agile and realistic approach to each issue is important to pivot towards opportunities throughout the year.

2.12 Report regularly to the City by way of correspondence , information bulletins, and personal briefings concerning specific Federal legislation, rules, policy, and program directions..

2.13 Provide a monthly report of activities.

2.14 Provide documentation and research materials upon request.

2.15 Provide at least one trip to a City Commission Meeting to give an update to the City on matters concerning the City.

We insist on being accountable and responsive to our clients. This starts with regular communication with the Mayor, Commission members, and staff as appropriate through regular phone calls, written reports, special analytical papers about emerging issues, and presenting our year-end summary in January to the City Commission. Communities place their trust and invest their precious resources in our firm. In return, your team owes you the most aggressive and professional representation possible.

As requested, we will provide **monthly updates** to the City to track our achievements in your behalf and toward achieving your Federal goals. We also will provide **in-person updates whenever requested** and provide summaries, copies of correspondence, and any issue-specific briefings for your awareness, guidance, and input.

In the past we have visited the City each year to provide a yearly summary and overview of what to expect in the coming year from both a legislative and regulatory viewpoint. The VSA team is available to travel to Coconut Creek anytime it may be required, and as mentioned earlier, Harry Glenn splits his time between Clearwater, Florida and Washington, so he can be available in person on short notice.

Finally, we will also continue to meet with City department leads on their particular issues during the year while adjusting our strategy as needed as the changing conditions in Washington DC align with your needs.

- **Resume and Fact Sheet on the Firm**

Van Scoyoc Associates is a full service, bipartisan Federal affairs firm that has represented some of our nation's largest and smallest municipal clients without reproach for 130 years. Our ability to retain our clients and at the same time recruit new clients seeking a fresh approach sets us apart from other Washington firms and is indicative of our commitment to service and professionalism.

This success also reflects our ability to deliver results consistently regardless of which party controls Congress and the White House. VSA has expanded its clients base through five Administrations and 16 Congresses. Our effectiveness will continue into the 117th Congress and the new Biden Administration.

Our effectiveness also is irrespective of changes in Congressional procedures. VSA has long been known as a firm adept at supporting clients through the Federal appropriations process, with many of our Vice Presidents and support staff, including Harry Glenn, having served in senior positions with the House and Senate Appropriations Committees. The firm never lost a step, though, when Congress banned earmarked spending in 2010. We have supported our clients and their funding needs with continued access while strengthening our advocacy for Federal agency program and grant eligibility over these past 10 years and we will continue to be successful whether or not this new Congress brings back earmarked projects later this year.



VSA is offering the City of Coconut Creek an energetic and experienced team of professionals with a unique mix of backgrounds who can provide a creative, thoughtful, and professional plan to address your Federal affairs needs.

VSA also offers clients unparalleled resources, which cannot be matched by a smaller firm. It is one of Washington’s leading full-service Federal affairs firms that represents municipal and public bodies with 45 local government, transit-related, and other public bodies. Our principals have spent years developing relationships with members of Congress, the Executive Branch, and senior staff members and we interact with them on a regular basis.

Our passion at Van Scoyoc Associates is to find creative ways to address your individual needs, not simply to pass along reports about developments in Washington and lists of Federal funding opportunities. It is evident in our track record of success for the communities we represent and is a major reason that the number of communities that have hired us after working with other firms for many years continues to grow. During the just completed 116th Congress, the City of Fort Myers, Florida; Modesto, California, Rio Rancho, New Mexico, Orange County, California; the Santa Clarita Water Agency, California; the Greater Cleveland Regional Transit Authority; the Tampa Bay Area Regional Transit Authority; the Little Rock Port Authority; and the Port of Oakland, California all decided to make a change and retain our services.

History: H. Stewart “Stu” Van Scoyoc established VSA in 1990 with “three employees, eight clients, a 5-pound cell phone, and the desire to compete,” he likes to say. With annual client revenues in excess of \$20 million, VSA is the foremost provider of federal representation in Washington that is independent of a larger law firm, public relations company, or other parent corporation. Consequently, VSA has been built as a Washington-based, bipartisan, full-service Federal government relations firm that provides comprehensive Legislative and Executive Branch strategic advice, liaison services, and advocacy. Our clients include many public and private interests, such as city and county governments, water and flood control districts, public transportation agencies, major research universities, defense and aerospace contractors, hospitals, health care and research consortia, economic development authorities, and Fortune 500 companies.

Experience: Our representation of public and governmental entities has proven to be one of the greatest strengths of the firm.

As an example, the City of Gainesville, Florida selected Van Scoyoc Associates as its Federal lobbying firm after a competitive request for proposal process after having used another firm for nearly two decades. In the discussion during the selection process, a member of the Gainesville review team stated, “We were taken back by their [Van Scoyoc Associates’] presentation and knowledge. We didn’t base this on the fact that they had a good interview. They have the statistics and knowledge to back up what we are presenting. It is hard to make change, but we were looking at the best interest for the City and the citizens of the City and we believe we chose the best firm.”

GAINESVILLE, FL

“We were taken back by their [Van Scoyoc Associates’] presentation and knowledge. We didn’t base this on the fact that they had a good interview. They have the statistics and knowledge to back up what we are presenting. It is hard to make change, but we were looking at the best interest for the City and the citizens of the City and we believe we chose the best firm.”

Integrity and Service: While growing into one of the most successful firms in Washington, VSA has never forgotten where we started and the original secret to our success, which is why our clients continue to get the personal attention of a small, entrepreneurial company. We always assign specific principals and staff to each client to ensure direct lines of communication and accountability. At the same time, every VSA client is able to rely on the wealth of knowledge, experience, and contacts of the entire firm in order to achieve their goals.

From the start, VSA has carefully kept a bipartisan balance. That commitment makes VSA unusually effective today, when Washington is more polarized than ever. Republicans and Democrats in roughly equal numbers make up the VSA staff.

In today's political atmosphere, a company offering Washington representation must be above reproach. Van Scoyoc Associates represents each of our clients in a dignified and ethical manner. We strictly abide by the provisions the Honest Leadership and Open Government Act (HLOGA) of 2007 and with all other regulations, including prohibitions on gifts, meals, and travel for elected officials and staff. To this end, we have a dedicated compliance staff that ensures all appropriate lobbying disclosures are complete and filed in a timely manner with the House and Senate. Van Scoyoc Associates registers with the United States Clerk of the House of Representatives (House Identification #32802) and with the Secretary of the United States (Senate Identification #39837).



Bipartisanship and coalitions: As mentioned throughout this proposal, Van Scoyoc Associates takes great pride in maintaining a bipartisan presence in Washington and on Capitol Hill. Our team of professionals is adept at working with both parties. We also work closely with key allies that can be of help in advancing the City's Federal agenda. Those allies include organizations such as the National League of Cities, the U.S. Conference of Mayors, the National Association of Counties, other professional organizations, trade associations, and Congressional organizations and caucuses.

The best example of our ability to work across parties and organizations is our firm's ability to grow and deliver results no matter which party controls Congress and the White House. This is never more important than now when our nation is equally divided, and control of Congress and the White House has switched back and forth over the past four years.

Accountability: We are accountable to our clients, first and foremost by appointing a team leader who is available to the City 24/7. Our team will be your team throughout the duration of our relationship and your issues will become their issues. They will become partners to your staff and community, and they will service Coconut Creek with passion and energy.

- [Resumes for Coconut Creek Team](#)

The following are biographies and resumes for each of the team members:

Jim Crum, Vice President

Jim Crum, a Vice President at VSA, built his career around public infrastructure development related to federal programs and funding. He has experience working with the numerous federal agencies including the Corps of Engineers, Department of Homeland Security, and the Department of Agriculture.



Mr. Crum worked for 23 years with the Army Corps of Engineers providing program infrastructure support for County and City project sponsors. In the South Pacific Division, he served as a Deputy Director of the Project Management Division, overseeing more than 75 federal projects from initial planning to project construction. As one of 5 nationally designated emergency team leaders, he worked closely with FEMA leaders on emergency planning, response, and recovery programs.

In 2001, he was assigned to the Senate Energy and Water Appropriations Subcommittee and helped develop the fiscal year 2002 Energy and Water Appropriations Bill.

When President Bush created the Department of Homeland Security after the September 11, 2001 attacks, Mr. Crum was called on to work as Director of Infrastructure Recovery with Secretary Tom Ridge. He helped develop partnerships to address issues involving federal investment and protection of our nation's critical infrastructure facilities.

Mr. Crum came to Van Scoyoc Associates in May 2007 to continue an expansion of the firm's public infrastructure practice and to contribute his experience with federal agencies and Congressional appropriations. He brings a specific experience in federal project development and has supported numerous government clients throughout the country for the past ten years creating funding solutions, new policies, and facilitating grant strategies.

Mr. Crum earned a bachelor's degree in Civil Engineering from Loyola Marymount University and his master's in water resources planning from Stanford University. He is a registered civil engineer in Arizona.

JAMES CRUM

800 Maine Avenue, SW, Suite 800, Washington DC 20024 202-737-6561, jcrum@vsadc.com

PROFESSIONAL EXPERIENCE

Vice President; Van Scoyoc Associates

(May 07 – present)

I am currently serving as a federal consultant for private sector and public-sector clients aligning business goals with federal program opportunities. I provide strategic program eligibility advice and interface with key federal program managers with a focus on public project and programs, water infrastructure, and federal policy. I maintain close working relationships with the U.S. Army Corps of Engineers Department of Homeland Security, Department of Energy, other federal agencies, and Congress regarding issues of infrastructure development and security. I manage business accounts representing individual client interests with strategic financial and program goals. As appropriate, my efforts include a complementary strategy with congressional representatives and committee staff with advocacy towards national water resources and infrastructure policies and specific

municipal program opportunities. My experience has created in-depth experience with Congress from both an authorization and appropriations perspective.

Director, Project and Contracting Office – Washington DC (Jan 04 – May 07)
Department of Army (3-year limited term SES position)

Served as the Director of Program Management for the Iraq Infrastructure Reconstruction Program in Washington DC. My responsibilities included creating and supervising a program management support team of up to 39 people and providing management support and policy oversight for over 2,000 projects and a \$13B infrastructure program as outlined in the FY04 Supplemental Appropriations Bill for Iraq reconstruction. I collaborated with agency leaders from the Department of Defense, Department of the Army, OMB, State Department, Iraqi Government, and Congressional oversight committees.

National Hydropower Director (Jun 02 – Dec 04)
U.S. Army Corps of Engineers

Provided overall program management and leadership for the Corps of Engineers Hydropower program consisting of 75 hydropower facilities throughout the country providing 25% of the country's hydropower output. I oversaw complex project and policy issues of the program while developing and maintaining a national investment strategy that was based on performance-based budgeting for meeting rehabilitation and operational goals for the program. I worked closely with regional agencies including the Power Marketing Agencies to resolve issues regarding potential cost-sharing, operations, maintenance, and future strategic planning and investments.

Director of Critical Infrastructure Recovery (Nov 01 – Jun 02)
Office of Homeland Security (OHS); White House; Executive Office of the President

Developed national policy initiatives in shaping a national plan for critical infrastructure security and protection. Established a coordination role between the Corps of Engineers; Dept of Army and OHS regarding critical infrastructure, emergency management, consequence management, and related infrastructure security issues. Worked closely with the White House Office of Science and Technology and the RAND Corporation in performing a federal Programs "Gap Analysis" to evaluate strategic relationships of agency programs, authorities, and capabilities related to a national response system.

U.S. Senate Appropriations Staff (Feb 01 - Nov 01)
U.S. Senate; Energy and Water Appropriations

Served an Executive Developmental Assignment for the U.S. Army Corps of Engineers as an Appropriations staffer for Energy and Water Appropriations; US Senate. Provided expertise and support to the appropriations staff for infrastructure investments across the Corps of Engineers' and Department of Energy programs. Assisted in the coordination and development of the fiscal year 2002 Energy and Water Appropriations Bill. My assignment provided an in- depth view of the Corps' nationwide infrastructure program, the federal appropriations process, and issues affecting public projects and programs nationwide.

Deputy; Programs and Project Management Division (Mar 84 - Feb 2001)
U.S. Army Corps of Engineers; Los Angeles District

During a 17-year career with the Los Angeles District; Corps of Engineers, I worked and developed a foundational knowledge of the "life cycle" of water infrastructure development. That is, I served in the project planning division, design division, operations division, and then finally as a "Life Cycle Program Manager" for project planning, development and construction. I worked with local agencies and their project sponsors to determine project needs and to resolve technical and project issues.

EDUCATION:

1. BS, 1984; Civil Engineering; Loyola Marymount University, 7101 Loyola Blvd, Los Angeles, CA 90045.
2. MS, 1990; Water Resources Planning and Management; Stanford University, Stanford, CA 94305.

Harry Glenn, Vice President

Clients come to Harry Glenn for his keen understanding of the appropriations and legislative process. He spent more than three decades working in the House of Representative including 19 years as the Chief of Staff for Florida Congressman Bill Young, the former Chairman of the Appropriations Committee. From that unique position, Harry worked on projects involving all 12 of the appropriations subcommittees and developed the ability to translate the goals of clients into legislative successes.



Putting his legislative know-how to use as a Vice President at Van Scoyoc Associates for the past six years, Harry is a valued resource to a diverse set of clients – from small companies and local communities to large corporations and national organizations. He covers a wide range of Federal advocacy area to include public entities, national security issues, biomedical research and health care, education, and infrastructure. Both on and off the Hill, Harry has developed a reputation as someone who is able to work in a bipartisan manner to achieve results.

Harry also has been a firm lead on issues related to the National Flood Insurance Program, which must be reauthorized in 2021.

As a journalism major and former press secretary, Harry understands the importance of a good story and helps clients create compelling messages to take their case to Members of Congress and Federal Agency officials.

Harry spent his entire Congressional career working for Congressman Young, until the Congressman's passing in October 2013. He held a variety of positions including Press Secretary, Associate Staff member to the Committee on Appropriations, and ultimately Chief of Staff. During his time with Mr. Young, Harry successfully managed several large scale projects including the effort to prevent the closure of MacDill Air Force Base; the creation of the life-saving National Marrow Donor Program; the conversion of the former Pinellas Department of Energy facility into a high-technology and industrial complex employing more than 1,600 people; the funding of many complex public works projects including roads, bridges, ports and beaches; and the development of a robust internationally recognized marine science research complex in St. Petersburg that incorporates Federal and state agencies, university faculty, and business and non-profit entities.

The team, and Harry Glenn in particular, have strong working relationships with Senator Marco Rubio, Senator Scott, and Congressman Deutch and their staffs. Congress is seriously considering bringing back the process of Congressional earmarked spending for communities and Senator Rubio would be well-positioned to be of significant help to the City. To be successful, the City will need to understand that new guidelines and scope of any new procedures in Congress to earmark spending for local projects. Harry Glenn spent 34 years in Congress working with the House Appropriations Committee and Van Scoyoc Associates has been one of Washington's leading firms in generating success for client needs through the annual appropriations process.

Harry was born and raised in Pennsylvania and is a graduate of the Pennsylvania State University with a Bachelor of Arts Degree in Journalism.

HARRY GLENN

800 Maine Avenue SW, Suite 800, Washington, DC 20024, 202-236-1823, hglenn@vsadc.com

PROFESSIONAL EXPERIENCE

2014-Present **Vice President, Van Scoyoc Associates, Inc.**

A principal in one of the top five Washington, D.C. Federal government affairs firms, with a practice that includes representation of a variety of public entities including the Pinellas County Board of County Commissioners, Pinellas Suncoast Transit Authority, Tampa Bay Regional Transit Authority, St. Petersburg Downtown Partnership, Moffitt Cancer Center, and SeaWorld. Other clients include non-profit research institutions, biomedical research firms, defense contractors, and business associations.

1995-2013 **Chief of Staff, U.S. Rep. C. W. Bill Young**

Responsible for overseeing all aspects of Congressman Young's District and Washington, D.C. offices, his appropriations work, scheduling, and press relations. This included serving as the liaison between the Congressman's personal office and his committee offices during the times that he served as Chairman of the House Appropriations Committee and the Appropriations Subcommittee on Defense.

1981-1995 **Associate Staff Member for Appropriations Matters and Press Secretary for U.S. Rep. C. W. Bill Young**

Developed the Congressman's appropriations agenda for all of the appropriations committees. This included extensive involvement with municipal appropriations programs and issues. Also served as the Congressman's press secretary in dealing with local, state, and Federal media matters.

1980-1981 **Press Secretary and Research Assistant for U.S. Rep. C. W. Bill Young**

Prepared press statements, releases, speeches, and research material to support the Congressman's legislative and committee work.

1980 **Sears Congressional Internship for Journalism Students assigned to the office of U.S. Rep. C. W. Bill Young**

Selected through a national competition as one of 14 journalism students to serve as an intern on Capitol Hill. The program was focused on students interested in one day reporting on Congress and the Federal government.

EDUCATION

Bachelor of Arts in Journalism, The Pennsylvania State University, University Park, Pennsylvania, 1980.

Will Smith, Manager, Government Relations

William (Will) Smith is Van Scoyoc Associate's newest employee, having joined the staff on February 18, 2020, as a Manager of Government Relations.

He spent several years on Capitol Hill, first as an intern for Rep. Mike Kelly (R-PA) and then as a Legislative Aide for Rep. Richard Hanna (R-NY), where he handled the labor and employment and science, space, and technology portfolios, as well of a variety of administrative responsibilities.

Upon departing the Hill, Will moved over to serve as the Special Assistant to the CEO of the Republican Main Street Partnership & PAC. There, he built and maintained relationships with Main Street's 50 plus Congressional Offices, followed and reported relevant legislative and political developments to the Main Street membership and to the CEO, and worked with corporate contributors and trade associations to build Congressional support for their PAC and legislative priorities.

Will received his Bachelor of Arts in History from the University of Pennsylvania, graduating with Latin and Departmental Honors in 2014.

WILLIAM SMITH

800 Maine Avenue SW, Suite 800, Washington, DC 20024, 202-236-1823, wpsmith11@gmail.com

PROFESSIONAL EXPERIENCE

Van Scoyoc Associates

Washington, D.C.

Manager of Government Relations

Feb. 2020-Present

- Support Vice Presidents Harry Glenn and Steve Palmer in managing a diverse portfolio of municipal and other clients.
- Organize client fly-ins, meetings, and other outreach events with key Congressional stakeholders.

Republican Main Street Partnership & PAC

Washington, D.C.

Special Assistant to CEO

Jan. 2017-Feb. 2020

- Built and maintained relationships with Main Street's 50+ Congressional offices, including Chiefs of Staff, Schedulers, Legislative Directors and Members of Congress
- Led and managed all external partnerships and relationships, including with corporate contributors, trade associations, labor unions, and PAC members.
- Managed all administrative support for CEO, including scheduling, authoring correspondence, preparing travel itineraries, and taking meetings on CEO's behalf when necessary.
- Presented daily reports to CEO on upcoming stakeholder meetings, relevant legislative and political developments, and weekly Main Street operations.

United States House of Representatives

Washington, D.C.

Legislative Aide, Representative Richard L. Hanna (R-NY)

Jan. 2016 to Jan. 2017

- Handled labor and employment and science, space, and technology legislative portfolios for Representative Hanna.
- Managed mail program and authored official correspondence and personal correspondence for Representative Hanna.
- Engaged directly with constituents regarding legislative concerns and District priorities.
- Managed the office's intern program and responsible for overseeing, training and managing multiple interns each quarter.

EDUCATION

University of Pennsylvania

Philadelphia, PA

B.A. History with Departmental Honors, cum laude

May 2014

- Concentration in European History; Minor: Political Science

SKILLS & CERTIFICATIONS

- *Certifications:* Congressional Research Service (CRS) Overview of the Budget Process; CRS Legislative Process and Resources; House of Representatives Learning Center (HLC) Effective Constituent Correspondence, Advanced; HLC Legislative Research; HLC Legislative Concepts
- *Professional Associations:* Q Street, Association of LGBT Lobbyists and Public Policy Advocates

- *Awards, Recognitions, and Accomplishments*

Successful funding and legislative initiatives for our public client entities

As you requested, the following is information about accomplishments that have been completed by VSA for its municipal clients. While the specific projects are complete, the engagement with the clients continues in most cases as we continue to support other projects. These examples are illustrative in nature and is not meant to be a complete list of all VSA successes.

Experience with Federal funding -- The members of the VSA team for Coconut Creek, and the firm in general, have deep experience at helping to deliver Federal funding for municipal clients. This includes funding generated through annual appropriations and legislative bills, the allocation of funds by agencies, and through the careful positioning of clients to successfully compete for Federal funding opportunities.



As a result of the 2010 moratorium on earmarked Congressional spending, firms such as VSA have had to develop new strategies for Federal funding of important projects. The VSA team is adept at positioning clients to secure Federal funding from a wide range of agencies and is one reason that the number of municipal clients we represent has grown over these past 10 years.

Earlier in the proposal, we highlight the possibility that Congress could reinstitute the process known as Congressional earmarked spending for community projects. This could significantly benefit the City as two of your major Federal representatives – Senator Marco Rubio is a member of the Senate Appropriations Committee. Your VSA team has extensive experience in working through the Congressional earmark process both during their time on Capitol Hill and while at VSA. They are closely tracking current deliberations on this subject and will be ready to step off quickly and knowledgeably to assist the City in submitting compelling spending requests.

Since 2010, Federal agencies have been given much wider latitude to award discretionary and grant funding on a competitive basis. VSA is well-positioned to help you navigate the competitive Federal grant-making process. VSA will work with the City to develop strategies to seek Federal funding. This includes work on the development of agency policies, priorities, and budgets that determine how federal funds will be spent to the movement of Congressional legislative and funding initiatives that may present important new opportunities to compete.

VSA is successful in helping public entities secure Federal funding because of the firm's experience in working with agencies to support the development of competitive and compelling grant applications. It is through working with Congressional committee staff and Federal agency leadership that VSA can glean intelligence in advance of public announcements; understand key areas of focus for each competition; develop targeted relationships with Federal decisionmakers and program managers in support of client efforts; and provide an experienced, outside critique and close reading of grant applications to make them as complete as possible. The firm also monitors Federal legislation and agency initiatives to identify new notices of funding availability that will be coming forward to allow

clients to develop programs and projects consistent with federal objectives. Additionally, as clients submit grant applications, VSA can help gather letters of support from local members of Congress. If applications are not successful, VSA can set up invaluable debriefing sessions with agencies to help grant writers understand how they can submit a more competitive applications in the future.

VSA is different from many other Washington advocacy firms as staff will not simply forward your staff grant notices from the Federal Register or agency websites. What VSA will do is work with your staff to understand your goals and grant-writing capabilities and provide relevant grant announcements along with an analysis of the opportunities and how they align with your goals. Additionally, VSA will work with the City to refine your applications to ensure that they address program criteria and any underlying goals of the relevant Federal agency.

In identifying potential Federal partnerships for City projects, we find ourselves working with Federal agencies to develop creative solutions. This can include the development of Project Cooperative Agreements and Memorandum of Understandings between Federal agencies and communities. Some examples of successful support for our clients include:

COVID relief – The 116th Congress approved four major COVID relief bills and the new Congress and Administration intends to develop another package early this year. It likely will include additional funding for state and local governments.

VSA has exceeded client expectations in assisting communities with their urgent and varied needs during the COVID pandemic. This includes providing continuous updates about legislation and Federal agency announcements related to COVID relief funding, including new programs created last December. All in all, VSA provided over 80 individual reports addressing fast moving agency policies, funding, grants, and Congressional legislation that pertained to municipal impacts from the COVID pandemic. We also found that communities sought help in appealing Federal decisions that have negatively impacted their ability to secure programmatic funding. Changing policies by FEMA and other agencies could have cost Florida communities alone millions of dollars in lost Federal funding. The VSA effort has been led by a company-wide commitment by each member of its staff to divide and track agency announcements and provide real-time information about those decisions to clients before they have been reported by the media, trade publications, and membership associations. These efforts will continue through 2021 to support our public entity clients.

Funding Successes - Funding successes for our municipal clients including our past support to Coconut Creek include advocacy to avoid cutting key programs that provide formula-based funding to the City. As an example, we strongly support Community Development Block Grant funding for the City when attempts were to reduce the funding for this important program by 20% by the President's Budget last year. As part of our effort and others, the CDBG received \$3.5 billion million in 2021 – an increase of \$100 million from 2020. We also advocated for more stable funding for FEMA hazard mitigation programs that could benefit the City. Consequently, we pushed hard to support the new FEMA Building Resilient Infrastructure and Communities (BRIC) program – a program that will provide more hazard mitigation grant funding for communities like Coconut Creek who are in hazard prone regions.

Other past project-based success examples are described below:

Our past success is the best barometer for our future success we might have in working for you.

- In 2014, the City hired Van Scoyoc Associates. Jim Crum served as the team leader and worked with the City to develop a detailed federal appropriations strategy that would create supportive Congressional policy and support by each stakeholder. These efforts included developing draft Congressional report language to highlight the merits of the project and provide guidance to the Army Corps of Engineers to prioritize reimbursements for project similar to Rio Rancho's. As a result of deploying this strategy and continued advocacy each year, the City received over \$2.1 million in federal reimbursement in 2016 and continued to received reimbursements in each year thereafter until the entire \$6.3 million balance was paid in the fall of 2018.

In 2021, VSA helped Rio Rancho pursue a new authority for water infrastructure and consequently they received an additional \$2.3 million for a water storage project.

The Mayor of Rio Rancho provided the following note to VSA:

"For five years the City of Rio Rancho did not make any significant progress obtaining millions of dollars owed to it by the federal government via a project reimbursement agreement. A consensus was reached by City leadership that a consultant with a proven track record, expertise, and know-how when it comes to navigating the federal process was necessary in order to balance the scales in the City's favor regarding this critical issue. With Van Scoyoc and Associates and Jim Crum working on the City's behalf, we saw results very quickly that would not have been possible otherwise." Mayor of Rio Rancho Gregory D. Hull

- Harry Glenn worked with the Pinellas County Board of County Commissioners to help secure \$51 million in beach construction funding from the Army Corps of Engineers – the largest project of its kind in the State's history. This includes a combination of annual work plan funding provided to the Corps by Congress and emergency disaster assistance funding provided by Congress for the Corps' Flood Control and Coastal Emergencies (FCCE) account.
- Harry Glenn work with Pinellas County and its Economic Development Department on a successful proposal for \$7.5 million in funding from the Economic Development Administration to build the Tampa Bay Innovation Center Incubator, a 45,000 square foot state-of-the-art business facility. The project, to be located in a designated Federal Opportunity Zone, is expected to create more than 460 jobs and spur more than \$66 million in private investment.



- In one of the Federal government's most highly competitive grant programs, Harry Glenn worked with Port Tampa Bay earlier this year to secure a \$19.8 million BUILD grant from the U.S. Department of Transportation to expand its shipping container operations by 60 percent. The grant allows the port to accelerate a \$55 million project to build a new 1,300-foot-long berth and a 30-acre container yard. This will enable the berth to handle more deep-draft vessels with direct rail and trucking connections.
- In 2018, Jim Crum was successful in securing \$600,000 in Federal funding to initiate a Corps of Engineers flood control study in a flood prone area for the City of Thousand Oaks. This effort was supported by congressional advocacy with their congressional representative and two U.S. Senators.

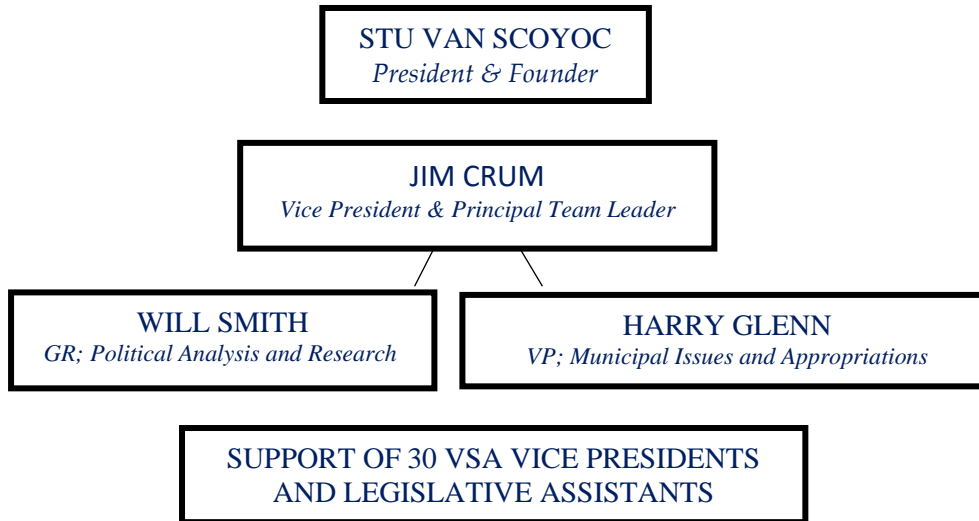
SECTION 2

Resources and Availability

- Describe the Firm's Management Plan

Organization and management of the VSA team -- VSA will establish an organized and dedicated team while also being able to tap into the broad bench of experts throughout our firm. With this unique ability we expect being fully accountable to all of our clients. The foundation of this philosophy is being responsive to you and the ever-changing environment of Washington D.C. We have clearly identified a team leader who will be available to the City 24/7 and as such, **Vice President Jim Crum** will serve as your team leader and main point of contact.

He will partner with Vice President Harry Glenn and Government Relations Manager, Will Smith.



Project reporting procedures -- Communication is critical to the success of any relationship. We anticipate that we will spend a significant percentage of time communicating with your team to provide updates and respond to questions, while communicating your agenda to key Federal officials. VSA will not send broadcast emails or forward third-party documents without explaining how they impact you and recommending if and how you should respond.

VSA will prepare and submit regular **monthly reports** on relevant activities, meetings, and communications, as well as copies of bills, amendments, hearing summaries, and committee reports concerning Federal activities that affect your advocacy strategy. VSA also will send a weekly summary of activities in Washington, highlighting legislation and amendments debated, the announcement of new Federal regulations, and the **release of new discretionary grant opportunities**.

At the **conclusion of each session** of Congress, VSA will provide a comprehensive overview of the activities that took place, key legislation that was enacted, a status check of the items on the City's Federal agenda, and a look ahead to the next session.

On a timely basis, we will provide an analysis of pertinent legislation, committee reports, Federal agency regulations, and any intelligence we gather that is relevant to your Federal agenda, including up to the minute information on all legislative and budgetary issues of concern to the City. We recognize and define short- and long-term trends in funding opportunities before they become apparent and will work with your team to connect your priorities with those Federal opportunities.

This has been extremely valuable to our clients during the COVID pandemic as we have provided regular Department by Department updates about Federal actions related to the COVID. This has included a focused newsletter for municipalities to address their needs related to changing rules and regulations for CARES Act, FEMA, and other funding. For most communities, this was the only way they learned about critical information coming out from across the Federal government. We continue the publication of these newsletters today as Federal agencies are in the process of releasing a new round of COVID related funding, programs, and initiatives.

The team members you have met through this proposal take great **pride in communicating** with clients in a variety of ways to include face-to-face meetings, regularly scheduled calls and regular written material including research memos, analysis pieces, an annual report of accomplishments and other communication as needed. These reports go far beyond simply reporting the news of the day. They include information about how developing federal policy could impact the City. In some cases, those policies could create opportunities for you and in other cases they could present problems. Often VSA will recommend that you respond to these policies by outlining your support or concerns to legislators or agency leadership.

We will work with you to identify key legislative and regulatory issues and track those issues through a spreadsheet that will be available online and updated on a regular basis. We tailor these tracking documents to your individual needs and will work with you to ensure that they provide all the information you need.

Whenever requested, **VSA will provide in-person updates to the Mayor, Commission, and staff.** VSA's team commits to maintaining a visible presence with the City. We also are prepared to organize regular calls with City staff to ensure a seamless, coordinated Federal strategy. As mentioned earlier, team leader Harry Glenn is available to be in Coconut Creek whenever it is helpful. This includes attending Commission meetings and events, visits by members of Congress and staff, Federal agency representatives, or staff meetings and briefings.

In addition, the VSA team will cover Florida Congressional delegation meetings, Congressional hearings, meetings, and mark-up sessions when matters of interest to the City are on the agenda. VSA also attends Federal agency meetings and briefings where issues are being discussed that could impact the City. The team provides written summaries of all of these events for the information, and in some cases action, by City leadership and staff.

VSA resources available to Coconut Creek – In addition to the immediate team outlined in this proposal to support your Federal agenda, VSA has at its disposal the skill, experience, and relationships of all 30 of our Vice Presidents and other professional legislative staff members to support the City. It is one of the many reasons that VSA has one of Washington's most successful Federal municipal practices and highest client retention rates.

- ***Provide Information About Equipment and Services at Firm's Disposal***

As a successful and established Federal consulting firm in Washington D.C. for over 25 years VSA has developed a series of research tools, databases, contacts, and sources of information they can tap into regarding any potential issues that affects the City's interests. In addition, the specialties among our Vice Presidents pertain to experience working with every agency in the Administration and most every office in Congress.

In terms of research, one of our primary tools to support the City is using the Bloomberg Government service. This premium service is as a digital platform solution that was developed to provide news and information about legislation, aspects of government reporting, regulatory actions, agency decision makers, anticipated grant cycles, and other valuable information. We have used Bloomberg Government as an extended tool in researching issues for the City in the past we will continue to use it as a tool for City interests in the future.

We want to also note, that given the new standard practices related to COVID, our firm is fully capable in terms of technologies and relationships in arranging virtual meetings with Congressional offices and agency representatives on your behalf as well as with you for key issues.

SECTION 3

References

Five references documenting similar services in the past 3 years.

1. Gainesville, Florida. VSA's Harry Glenn has represented the City of Gainesville, Florida since 2017 on a variety of government issues. A primary area of focus has been the disposition of a Job Corps Center site, after it was closed in 2018 following hurricane damage. He also has worked with the City to identify federal funding opportunities, to provide strategic advice on COVID relief funding, cleanup of a Superfund site, and FEMA funding for resiliency and mitigation projects.

Contact: Thomas J. Harrington, Intergovernmental Affairs Coordinator
Office of the City Manager
200 East University Ave
Gainesville FL 32601
(352) 318-6370
harringtontj@cityofgainesville.org

2. City of Thousand Oaks, CA Van Scoyoc Associates (led by Jim Crum) has provided the City of Thousand Oaks with comprehensive federal representation since 2014. One of our key efforts has led to obtaining a Corps flood control study for the Arroyo Conejo Creek project. The Corps has committed to providing \$750,000 for the feasibility study, and up to \$10 million if a federal project is justified. VSA has also worked with the City to craft and implement a comprehensive federal grant strategy targeting federal funding for economic development and water infrastructure funding.

Contact: Mina Layba; Legislative Affairs Manager
2100 Thousand Oaks Blvd.
Thousand Oaks, CA 91362
(505) 896-8727
mlayba@toaks.org

3. Ft. Myers, Florida. VSA's Jim Crum and Harry Glenn have represented the City of Ft. Myers, Florida since 2019 on a variety of government issues. We continue to shape their Federal Agenda in terms of priority issues and legislation. Recently, we have shared DOJ grant strategies, addressed Corps of Engineers' policy regulations for a new community development project, and identified potential funding for local infrastructure projects.

Contact: Stephanie Schaffer; Public Information Officer
2200 Second Street
Ft Myers, FL 33901
(239) 321-7000
sschaffer@cityftmyers.com

4. Rio Rancho, New Mexico City of Rio Rancho, NM

In 2007, the City of Rio Rancho entered into a Section 593 Program Agreement with the Corps of Engineers for design and construction assistance of a local water treatment project. Under the agreement, the City would pay for the federal share up-front and 75% of the construction costs (approximately \$6.3 million) would be reimbursed back to the City subject to availability of federal appropriations. Prior to 2014, the Corps had reimbursed the City only one payment for \$350,000 and all other requests had been denied up to that point.

In 2014, the City hired Van Scoyoc Associates. Jim Crum served as the team leader and worked with the City to develop a detailed federal appropriations strategy that would create supportive Congressional policy and support by each stakeholder. These efforts included developing draft Congressional report language to highlight the merits of the project and provide guidance to the Army Corps of Engineers to prioritize reimbursements for project similar to Rio Rancho's. As a result of deploying this strategy and continued advocacy each year, the City received over \$2.1 million in federal reimbursement in 2016 and continued to receive reimbursements in each year thereafter until the entire \$6.3 million balance was paid in the fall of 2018.

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Contact: Peter Wells; pwells@rrnm.gov
Acting City Manager
3200 Civic Center Circle
Rio Rancho, NM 87144
(505) 896-8727

5. Pinellas County, Florida. VSA's Harry Glenn has represented Pinellas County, Florida since 2014 on a wide range of government issues. A primary focus has been on the continuation of the Federally authorized beach construction program with the Army Corps of Engineers. He also has worked on transportation projects, an economic development initiative, and most recently COVID relief legislation.

Contact: Brian Lowack, Assistant to the County Administrator
315 Court Street, Clearwater, FL 33756
727-464-3485
blowack@co.pinellas.fl.us

SECTION IV - REQUIRED DOCUMENTS**Proposal Requirements Checklist**

Proposer has completed the required documents listed in the checklist below. The required documents shall be executed, notarized (if applicable), and submitted as a condition to this Request for Proposals.

Proposer shall electronically submit all required documents and any other pertinent information electronically through the eBid System.

Required Documents	Yes	No
Proposer Information	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Proposal Confirmation	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Indemnification Clause	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Non-Collusive Affidavit	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Proposer's Qualification Statement	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Drug-Free Workplace Form	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sworn Statement on Public Entity Crimes	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Exceptions to the RFP	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Operational Plan – Scope of Services Proposed	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Submitted Pricing through the eBid System "Line Items" Tab	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Proposal: (1) Qualifications and Experience (2) Resources and Availability (3) References	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Certificate of Insurance	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Business Tax Receipt	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Copies of Valid Licenses	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Scrutinized Companies Certification	<input checked="" type="checkbox"/>	<input type="checkbox"/>
E-Verify Form	<input checked="" type="checkbox"/>	<input type="checkbox"/>

PROPOSER INFORMATION

Communications concerning this proposal shall be addressed to:

Company Name: Van Scoyoc Associates, Inc.

Social Security/Federal Tax I.D. No.: 52-1710923

Proposer's Name (Print): Jim Crum Title: Vice President

Address: 800 Maine Avenue, SW
Suite 800

City/State/Zip: Washington, DC 20024

Phone: (202) 638-1950 Fax: (202) 638-7714

Email: jcrum@vsadc.com

ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, Whichever Applies

Part I:

Proposer has examined copies of all the Contract Documents and of the following Addenda (receipt of all which is hereby acknowledged).

Addendum No: _____	Dated: _____
Addendum No: _____	Dated: _____
Addendum No: _____	Dated: _____
Addendum No: _____	Dated: _____
Addendum No: _____	Dated: _____

Part II:

No Addendum was received in connection with this RFP.

It is understood and agreed by Proposer that the City reserves the right to reject any and all proposals, to make awards on all items or any items according to the best interest of the City, and to waive any irregularities in the proposal or in the proposals received as a result of the RFP. It is also understood and agreed by the Proposer that by submitting a proposal, Proposer shall be deemed to understand and agree that no property interest or legal right of any kind shall be created at any point during the aforesaid evaluation/selection process until and unless a contract has been agreed to and signed by both parties.

H. Stewart Van Scoyoc
Proposer's Authorized Signature

February 8, 2021
Date

H. Stewart Van Scoyoc
Proposer's Printed Name

PROPOSAL CONFIRMATION

In accordance with the requirements to provide Federal Lobbying Services pursuant to RFP No. 02-10-21-09, the undersigned submits the attached proposal.

Proposer accepts and hereby incorporates by reference in this proposal all of the terms and conditions of the scope of work, including EPA Standards, Motor Vehicle Safety Standards and required warranty and guarantee certificates.

Proposer is fully aware of the scope of work based on these requirements, the legal requirements (federal, state, county and local laws, ordinances, rules and regulations) and the conditions affecting cost, progress or performance of the work and has made such independent investigation as Proposer deems necessary.

This proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham proposal; Proposer has not solicited or induced any person; firm or a corporation to refrain from proposing and Proposer has not sought by collusion to obtain for himself any advantage over any other Proposer or over City.

The Proposer shall acknowledge this Proposal by signing and completing the spaces provided. I hereby submit this Proposal Package for Federal Lobbying Services, RFP No. 02-10-21-09 to the City of Coconut Creek with the full understanding of the Request for Proposal, General Terms and Conditions, Special Terms and Conditions, Detailed Requirements, and the entire Proposal Package.

H. Stewart Van Scoyoc _____ February 8, 2021
Proposer's Name Signature Date

State of: District of Columbia
County of: _____

The foregoing instrument was acknowledged before me this 8 day of February, 2021, by H. Stewart Van Scoyoc, who is (who are) personally known to me or who has produced _____ as identification and who did (did not) take an oath.

Janet Buckley
Notary Public Signature

Janet Buckley
Notary Name, Printed, Typed or Stamped

Commission Number: _____

My Commission Expires: 3-14-2022

JANET BUCKLEY
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires March 14, 2022



INDEMNIFICATION CLAUSE

(Page 1 of 1)

The parties agree that one percent (1%) of the total compensation paid to Contractor for the work of the contract shall constitute specific consideration to Contractor for the indemnification to be provided under the Contract. The Contractor shall indemnify and hold harmless the City Commission, the City of Coconut Creek, and its agents and employees from and against all claims, damages, losses and expenses including attorney's fees arising out of or resulting from the performance of the work provided that any such claim, damage, loss or expense (1) is attributable to bodily injury, sickness, disease or death, or to injury to or destruction of tangible property (other than the work itself) including the loss of use resulting therefrom, and (2) is caused in whole or in part by any negligent act or omission of the Contractor, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, regardless of whether or not it is caused in part by a party indemnified hereunder.

In any and all claims against the City, or any of their agents or employees by any employee of the Contractor, any subcontractor, anyone directly or indirectly employed by any of them or anyone for whose acts any of them may be liable, the indemnification obligation under this Paragraph shall not be limited in any way by any limitation on this amount or type of damages compensation or benefits payable by or for the Contractor or any subcontractor under Workers' Compensation Acts, Disability Benefit Acts or other Employee Benefit Acts. Nothing in this section shall affect the immunities of the City pursuant to Chapter 768, Florida Statutes, as amended from time to time, nor shall it constitute an agreement by the City to indemnify Contractor, its officers, employers, subcontractors or agents against any claim or cause of action. This section shall not be construed as consent to be sued by any third parties in any matter arising out of this Agreement. The foregoing indemnification and release shall survive the termination of this Agreement.

Van Scoyoc Associates, Inc. Contractor's Name
Signature: H. Stewart V. Scoyoc
Date: February 8, 2021

State of: District of Columbia

County of:

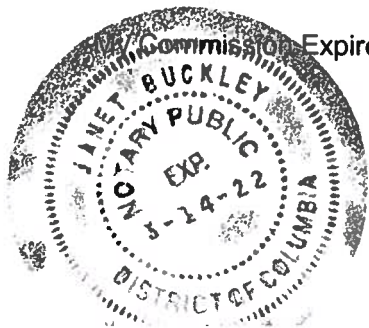
The foregoing instrument was acknowledged before me this 8 day of February, 2021, by H. Stewart Van Scoyoc, who is (who are) personally known to me or who has produced as identification and who did (did not) take an oath.

Notary Public Signature: Janet Buckley

Notary Name, Printed, Typed or Stamped: Janet Buckley

Commission Number: Expires: 3-14-22

JANET BUCKLEY
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires March 14, 2022



NON-COLLUSIVE AFFIDAVIT

Washington, DC

~~State of _____~~)

)ss.

~~County of _____~~)

H. Stewart Van Scoyoc being first duly sworn, deposes and says that:

- (1) He/she is the Owner
(Owner, Partner, Officer, Representative or Agent)
of Van Scoyoc Associates, Inc. the Proposer that has submitted the attached proposal;
- (2) He/she is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;
- (3) Such proposal is genuine and is not a collusive or sham proposal;
- (4) Neither the said Proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant, have in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, firm, or person to submit a collusive or sham proposal in connection with the work for which the attached proposal has been submitted; or to refrain from bidding in connection with such work; or have in any manner, directly or indirectly, sought by agreement or collusion, or communication, or conference with any Proposer, firm or person to fix the price or prices in the attached proposal of any other Proposer, or to fix an overhead, profit, or cost elements of the proposal price or the proposal price of any other Proposer, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against (Recipient), or any person interested in the proposed work;
- (5) The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Proposer or any other of its agents, representatives, owners, employees or parties in interest, including this affiant.

Signed, sealed and delivered
in the presence of:

By: H. Stewart Van Scoyoc

H. Stewart Van Scoyoc
(Printed Name)

President
(Title)

ACKNOWLEDGEMENT

State of District of Columbia

County of _____

The foregoing instrument was acknowledged before me this 8 day of February, 2021,
by H. Stewart Van Scoyoc, who is personally known to me or who has produced
as identification and who did (did not) take an oath.

WITNESS my hand and official seal

Janet Buckley
NOTARY PUBLIC

Janet Buckley

(Name of Notary Public: Print, Stamp, or
Type as Commissioned.)



PROPOSER'S QUALIFICATION STATEMENT

In order to properly evaluate the proposal submittals, Proposers are expected to complete the questionnaire and include the following documentation. By attesting to this submittal, Proposer guarantees the truth and accuracy of all statements and answers herein contained.

SUBMITTED TO: City of Coconut Creek
Procurement Division
4800 West Copans Road
Coconut Creek, FL 33063

Submitted By: Van Scoyoc Associates, Inc.
Name: Jim Crum and Harry Glenn
Address: 800 Maine Avenue, SW, Suite 800
City, State, Zip: Washington, DC 20024
Telephone No. (202) 638-1950
Fax No. (202) 638-7714

- Check One
[X] Corporation
[] Partnership
[] Individual
[] Other

1. State the true, exact, correct and complete name of the partnership, corporation, trade or fictitious name under which you do business and the address of the place of business.

The correct name of the Proposer is: Van Scoyoc Associates, Inc.
The address of the principal place of business is: 800 Maine Avenue, SW, Suite 800, Washington, DC 20024

2. If Proposer is a corporation, answer the following:

- a. Date of Incorporation: January 2, 1991
b. State of Incorporation: District of Columbia
c. President's Name: H. Stewart Van Scoyoc
d. Vice President's Name: Patricia Van Scoyoc
e. Secretary's Name: Janet Buckley
f. Treasurer's Name: India Allen
g. Name and Address of Resident Agent: Brian K. Robinson, 506 T Street, NW, Washington, DC 20001

3. If Proposer is an individual or a partnership, answer the following: Section 3 - Not Applicable

- a. Date of Organization:
b. Name, Address and Ownership Units of all Partners:
c. State whether general or limited partnership:

4. If Proposer is other than an individual, corporation or partnership, describe the organization and give the name and address of principals:

Not Applicable.

5. If Proposer is operating under a fictitious name, submit evidence of compliance with the Florida Fictitious Name Statute. Not Applicable.

6. How many years has your organization been in business under its present business name? 30 years

- a. Under what other former name has your organization operated?

Not Applicable.

7. Indicate registration, license numbers or certificate numbers for the businesses or professions, which are the subject of this proposal. Please attach certificate of competency and/or state registration.

DC Business License # - 400317001898 and DC Certificate of Good Standing

Florida Certificate of Good Standing F06000004819

U.S. House of Representatives (Registration ID#) - 32802 and U.S. Senate (Registration ID#) - 39837

8. Litigation/Judgments/Settlements/Debarments/Suspensions:

Submit information on any pending litigation and any judgments and settlements of court cases relative to providing the Federal Lobbying Services that have occurred within the last three (3) years. Also indicate if your firm has been debarred or suspended from bidding or proposing on a procurement project by any government during the last five (5) years.

Van Scoyoc Associates has no pending litigation and or judgements to report. Van Scoyoc Associates has not been debarred or suspended from bidding or proposing on any procurement project by any government agency.

9. Have you ever failed to complete any work awarded to you? If so, state when, where and why?

Van Scoyoc Associates has not failed to complete any work awarded to our company.

10. List the pertinent experience of the key individuals of your organization (continue on insert sheet, if necessary).

Please see - Section 1 of Proposal under Resumes for Coconut Creek Team.

11. State the name of the individual(s) and titles who will personally supervise the work:

Jim Crum, Vice President and Harry Glenn will supervise the work for the City.

- 12. State the name and address of the attorney, if any, for the business of the Proposer:
Brian Robinson's is Van Scoyoc Associates' General Counsel located at 800 Maine Avenue, SW Washington, DC 20024 and Gary Marx is the firm's outside counsel.

- 13. State the names and addresses of all businesses and/or individuals who own an interest of more than five percent (5%) of the Proposer's business and indicate the percentage owned of each such business and/or individual:
H. Stewart Van Scoyoc (53%) and Patricia Van Scoyoc (47%) are the owners of Van Scoyoc Associates, Inc.

- 14. State the names, addresses and the type of business of all firms that are partially or wholly owned by Proposer:
(1) Capitol Decisions Inc., 800 Maine Avenue, SW, Suite 800, Washington, DC 20024 - Federal Lobbying
(2) The Implementation Group, 800 Maine Avenue, SW, Suite 800, Washington, DC 20024 - Educational Consulting and Proposal Development

- 15. State the name of Surety Company which will be providing the bond, and the name and address of agent:
Independent Insurance Firemark, located at 19465 Deerfield Avenue, Suite 210, Leesburg, VA 20176, will assist Van Scoyoc Associates in providing the necessary insurance coverages per the RFP.

- 16. List the following information concerning all Proposer's contracts in progress as of the date of submission and completed projects over the last five (5) years. (In case of any co-venture, list the information for all co-ventures.)

<u>Name of Project</u>	<u>Owner</u>	<u>Total Contract Value</u>	<u>Contracted Date of Completion</u>	<u>% of Completion to Date</u>
<u>See attached list for question 16.</u>				

- 17. Have you personally inspected the site of the proposed work?

Yes No

18. Do you have a complete set of documents, including drawings and addenda, if applicable?

Yes No

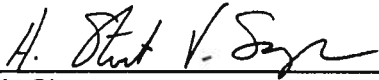
19. Did you attend the pre-proposal conference if any such conference was held?

Yes No No Conference Held

20. Bank References:

Bank	Address/City/State/Zip	Telephone
United Bank - contact name is Blair O'Connell	1825 Wisconsin Ave, NW Washington, DC 20007	(301) 280-7623

The Proposer acknowledges and understands that the information contained in response to this Qualification Statement shall be relied upon by City in awarding the contract and such information is warranted by Proposer to be true. The discovery of any omission or misstatement that materially affects the Proposer's qualifications to perform under the contract shall cause the City to reject the proposal, and if after the award, to cancel and terminate the award and /or contract.



Proposer's Signature

February 8, 2021

Date

Continuation of Question 16 (Proposer's Qualification Statement):

Below is a list of the current 27 local government contracts/clients for Van Scoyoc Associates.

- Baldwin County, AL
- Broward County, FL
- City of Clearwater, FL
- City of Coconut Creek, FL
- City of Elk Grove, CA
- City of Fort Myers, FL
- City of Gadsden, AL
- City of Gainesville, FL
- City of Gulf Shores, AL
- City of Irvine, CA
- City of Modesto, CA
- City of Orange Beach, AL
- City of Palo Alto, CA
- City of Rancho Cucamonga, CA
- City of Rio Rancho, NM
- City of Tempe, AZ
- City of Thousand Oaks, CA
- City of Torrance, CA
- County of San Diego, CA
- County of Sonoma, CA
- Mobile County Commission
- Napa County, CA
- Orange County, CA
- Pasco County, FL
- Pinellas County, FL
- Rancho Mission Viejo, CA
- Washington County, OR

**ACKNOWLEDGEMENT
PROPOSER'S QUALIFICATION STATEMENT**

~~State of~~ Washington, DC

~~County of~~ _____

On this the 8th day of February, 2021, before me, the undersigned Notary Public of ~~the State of Florida~~, Personally appeared

District of
Columbia

H. Stewart Van Scoyoc And
(Name(s) of individual(s) who appeared before notary)

whose name(s) is/are Subscribed to within the instrument, and he/she/they acknowledge that he/she/they executed it.

WITNESS my hand and official seal.

NOTARY PUBLIC

SEAL OF OFFICE:

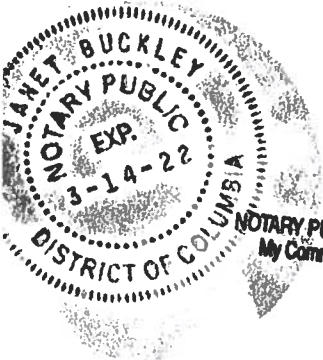
Janet Buckley
NOTARY PUBLIC, STATE OF FLORIDA

Janet Buckley
(Name of Notary Public: Print, Stamp, or Type as Commissioned)

- Personally known to me, or
- Produced identification

(Type of Identification Produced)

- DID take an oath, or
- DID NOT take an oath



JANET BUCKLEY
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires March 14, 2022

DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Section 287.087, Florida Statutes as may be amended from time to time, hereby certifies that Van Scoyoc Associates, Inc. does:
(Name of Business)

- 1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- 2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- 4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of *Florida Statutes*, Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
- 5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
- 6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

H. Stuart V. Szyr
Proposer's Signature

Van Scoyoc Associates, Inc.
Company Name

February 8, 2021
Date

**SWORN STATEMENT
ON PUBLIC ENTITY CRIMES
UNDER FLORIDA STATUTES CHAPTER 287.133(3)(a).**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with RFP No. 02-10-21-09 for Federal Lobbying Services.
2. This sworn statement is submitted by Van Scoyoc Associates, Inc. (name of entity submitting sworn statement) whose business address is 800 Maine Ave., SW, Ste. 800, Washington, DC 20024 and (if applicable) its Federal Employer Identification Number (FEIN) is 52-1710923. (If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement: _____.)
3. My name is H. Stewart Van Scoyoc and my
(Please print name of individual signing)
relationship to the entity named above is President.
4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
5. I understand that a "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, includes but is not limited to:
 1. A predecessor or successor of a person convicted of a public entity crime: or
 2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The Ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding thirty-six (36) months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, who are active, or who have been active, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity within the last five (5) years of this sworn statement.
8. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. **Please check all statements that are applicable.**
- Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989.
 - The entity submitting this sworn statement, or one or more of the officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)
 - There has been a proceeding concerning the conviction before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order.)
 - The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or affiliate from the convicted vendor list. (Please attach a copy of the final order.)
9. Based on information and belief, the statement that I have marked below is true in relation to the entity submitting this sworn statement. **Please check if statement is applicable.**
- The person or affiliate has not been placed on the convicted vendor list.
(If the box is not checked, please describe any action taken by or pending with the Department of General Services.)
10. The herein sworn statement shall be subject to and incorporate all the terms and conditions contained in Section 287.133 of the Florida Statutes.
11. Conviction of a public entity crime shall be cause for disqualification.

Van Scoyoc Associates, Inc.
Proposer's Name

H. Stewart V. Scoyoc
Signature

Date: February 8, 2021

State of: District of Columbia

County of : _____

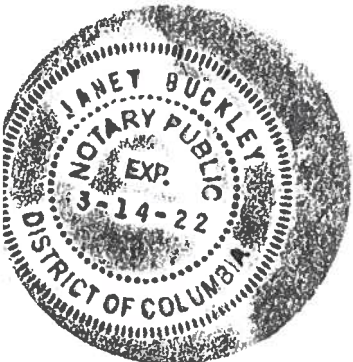
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Janet Buckley
Notary Public Signature
Janet Buckley
Notary Name, Printed, Typed or Stamped

Commission Number: _____

My Commission Expires: 3-14-22

JANET BUCKLEY
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires March 14, 2022





CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

05/26/2020

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 Independent Insurance Center 19465 Deerfield Ave. Suite 210 Lansdowne VA 20176		CONTACT NAME: Lisa Patterson PHONE (A/C, No, Ext): (703) 777-7774 E-MAIL ADDRESS: lpatterson@iicfiremark.com		FAX (A/C, No): (703) 777-7156	
INSURED Van Scoyoc Associates, Inc. 800 Maine Avenue SW Washington DC 20024		INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Ins Co			NAIC #
		INSURER B:			
		INSURER C:			
		INSURER D:			
		INSURER E:			
		INSURER F:			

COVERAGES

CERTIFICATE NUMBER: 20-21 VSA


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:			6308B399167	07/01/2020	07/01/2021	EACH OCCURRENCE	\$ 1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 300,000
							MED EXP (Any one person)	\$ 5,000
							PERSONAL & ADV INJURY	\$ 1,000,000
							GENERAL AGGREGATE	\$ 2,000,000
							PRODUCTS - COMP/OP AGG	\$ 2,000,000
								\$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			BA2N336015	07/01/2020	07/01/2021	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			CUP4N248281	07/01/2020	07/01/2021	EACH OCCURRENCE	\$ 8,000,000
							AGGREGATE	\$ 8,000,000
								\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			UB7K875812	07/01/2020	07/01/2021	<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

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

CERTIFICATE HOLDER**CANCELLATION**

City of Coconut Creek, FL 4800 West Copans Road Coconut Creek FL 33063	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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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

06/11/2020

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PRODUCER Independent Insurance Center 19465 Deerfield Ave. Suite 210 Lansdowne VA 20176	CONTACT NAME: Lisa Patterson PHONE (A/C, No, Ext): (703) 777-7774 E-MAIL ADDRESS: lpatterson@iicfiremark.com FAX (A/C, No): (703) 777-7156																				
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COVERAGES**CERTIFICATE NUMBER:** 20-21 VSA E&O**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	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR _____ GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER: _____						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$	
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$	
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED _____ RETENTION \$ _____						EACH OCCURRENCE \$ AGGREGATE \$ \$	
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y / N If yes, describe under DESCRIPTION OF OPERATIONS below		N/A				<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$	
A	Errors & Omissions Claims-Made Form			68026778	07/01/2020	07/01/2021	\$50,000 deductible Aggregate	\$2,000,000 \$2,000,000

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

CERTIFICATE HOLDER**CANCELLATION**

City of Coconut Creek, FL 4800 West Copans Road Coconut Creek FL 33063	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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BASIC BUSINESS LICENSE

Billing Name and Address:
VAN SCOYOC ASSOCIATES INC
INDIA ALLEN

Premise/Application's Name and Address:
VAN SCOYOC ASSOCIATES INC

Registered Agent's Name and Address:
BRIAN ROBINSON

800 MAINE AVENUE SW
SUITE #800
WASHINGTON, DC 20024

800 MAINE AVE SW, STE 800
WASHINGTON, DC 20024

506 T STREET N.W.
WASHINGTON DC20001

Owner's Name

Corp. Name

Trade Name

VAN SCOYOC ASSOCIATES INC

CofO/HOP#:CO1703525	SSL: 0473 0895	Zone: D-5	Ward:	ANC:6D	PERM NO.
		UNITS: 1			

General Business - General Business Licenses

-- THE LAW REQUIRES THIS LICENSE TO BE POSTED IN A CONSPICUOUS PLACE ON THE PREMISES --

Ernest Chrappah

Acting Director:
Ernest Chrappah

*License Effective from the later of Issued or Start of License-Period Date

GOVERNMENT OF THE DISTRICT OF COLUMBIA
DEPARTMENT OF CONSUMER AND REGULATORY AFFAIRS
CORPORATIONS DIVISION



C E R T I F I C A T E

THIS IS TO CERTIFY that all applicable provisions of the District of Columbia Business Organizations Code (Title 29) have been complied with and accordingly, this **CERTIFICATE OF GOOD STANDING** is hereby issued to

Implementation Group (The) Inc.

WE FURTHER CERTIFY that the domestic entity is formed under the law of the District on 11/02/1994 ; that all fees, and penalties owed to the District for entity filings collected through the Mayor have been paid and Payment is reflected in the records of the Mayor; The entity's most recent biennial report required by § 29-102.11 has been delivered for filing to the Mayor; and the entity has not been dissolved. This office does not have any information about the entity's business practices and financial standing and this certificate shall not be construed as the entity's endorsement.

IN TESTIMONY WHEREOF I have hereunto set my hand and caused the seal of this office to be affixed as of 11/16/2020 2:50 PM

Business and Professional Licensing Administration



Josef G. Gasimov

JOSEF G. GASIMOV
Superintendent of Corporations,
Corporations Division

Muriel Bowser
Mayor

Tracking #: U9BXVEND

State of Florida

Department of State

I certify from the records of this office that VAN SCOYOC ASSOCIATES, INC. is a District of Columbia corporation authorized to transact business in the State of Florida, qualified on July 20, 2006.

The document number of this corporation is F06000004819.

I further certify that said corporation has paid all fees due this office through December 31, 2019, that its most recent annual report/uniform business report was filed on April 4, 2019, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twelfth day of May, 2020*



Randy Be
Secretary of State

Tracking Number: 3837870274CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

**SCRUTINIZED COMPANIES
CERTIFICATION PURSUANT TO
FLORIDA STATUTE § 215.4725 AND § 215.473**

I, H. Stewart Van Scoyoc, on behalf of Van Scoyoc Associates, Inc.,
Print Name Company Name

certifies that Van Scoyoc Associates, Inc. does not:
Company Name

1. Participate in a boycott of Israel; and
2. Is not on the Scrutinized Companies that Boycott Israel list; and
3. Is not on the Scrutinized Companies with Activities in Sudan List; and
4. Is not on the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List; and
5. Has not engaged in business operations in Cuba or Syria.

H. Stewart Van Scoyoc
Signature

President
Title

(202) 638-1950
Phone

February 8, 2021
Date

E-VERIFY FORM

Project Name:	Federal Lobbying Services
Project No.:	RFP. No. 02-10-21-09

ACKNOWLEDGEMENT

Definitions:

"Contractor" means a person or entity that has entered or is attempting to enter into a contract with a public employer to provide labor, supplies, or services to such employer in exchange for salary, wages, or other remuneration.

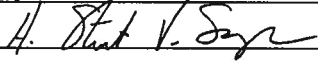
"Subcontractor" means a person or entity that provides labor, supplies, or services to or for a contractor or another subcontractor in exchange for salary, wages, or other remuneration.

Effective January 1, 2021, public and private employers, contractors and subcontractors will begin required registration with, and use of the E-verify system in order to verify the work authorization status of all newly hired employees. Vendor/Consultant/Contractor acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of:

- (a) All persons employed by Vendor/Consultant/Contractor to perform employment duties within Florida during the term of the contract; and
- (b) All persons (including subvendors/subconsultants/subcontractors) assigned by Vendor/Consultant/Contractor to perform work pursuant to the contract with the Department. The Vendor/Consultant/Contractor acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the contract is a condition of the contract with the City of Coconut Creek; and

Should vendor become successful Contractor awarded for the above-named project, by entering into this Contract, the Contractor becomes obligated to comply with the provisions of Section 448.095, Fla. Stat., "Employment Eligibility," as amended from time to time. This includes but is not limited to utilization of the E-Verify System to verify the work authorization status of all newly hired employees, and requiring all subcontractors to provide an affidavit attesting that the subcontractor does not employ, contract with, or subcontract with, an unauthorized alien. The contractor shall maintain a copy of such affidavit for the duration of the contract. Failure to comply will lead to termination of this Contract, or if a subcontractor knowingly violates the statute, the subcontract must be terminated immediately. Any challenge to termination under this provision must be filed in the Circuit Court no later than 20 calendar days after the date of termination. If this contract is terminated for a violation of the statute by the Contractor, the Contractor may not be awarded a public contract for a period of 1 year after the date of termination.

COMPANY CONTACT INFORMATION

Company Name:	Van Scoyoc Associates, Inc.
Authorized Signature:	
Print Name:	H. Stewart Van Scoyoc
Title	President
Date:	February 8, 2021
Phone:	(202) 638-1950
Email:	stu@vsadc.com
Website:	www.vsadc.com