



PROPOSAL FOR GOVERNMENT RELATIONS SERVICES

Prepared for Kane County

McGuireWoods Consulting
Gregory Bales | +1 312 849 8241 | gbales@mwcllc.com

February 15, 2023

TO: County of Kane
FROM: McGuireWoods Consulting LLC
DATE: February 15, 2023
RE: **RFQ Response for Lobbying Services (Transmittal Letter)**

This memo and accompanying proposal are in response to the County of Kane's issuance of a Request for Qualifications for Lobbying Services in both the State of Illinois and Washington, D.C.

Founded in 1998, McGuireWoods Consulting (MWC) is a full-service government relations and consulting firm with offices across the country that include, but are not limited to Springfield, Chicago, and Washington, D.C. Our team is well positioned to provide robust state and federal representation of the County that will include engage with the legislative and executive branches, along with other pertinent government agencies and entities.

Included in this proposal you will find an overview of our firm; highlights of our qualifications and ability to perform the services; references from current and former clients who MWC has performed these services; a current client list; a listing of existing relationships, notably those most important to the County; project team information and resumes; and a suggested fee proposal.

Office Locations

1 NW Old State Capitol Plaza
#410, Springfield, IL 62701

77 W. Wacker Drive
#4300, Chicago, IL 60601

888 16th Street
Washington, D.C. 20006

Main Contact for MWC

Greg Bales
Senior Vice President
McGuireWoods Consulting LLC
219-201-3923 cell
312-849-8241 office
gbales@mwcllc.com
77 W. Wacker Drive, #4300
Chicago, IL 60601

MWC Team

Greg Bales would lead MWC's team in engagement with the County of Kane. Greg would be supported by a robust group in both Springfield and Washington – those colleagues are listed in this proposal.

Firm Overview

McGuireWoods Consulting is a leader in developing innovative and strategic ways to serve our clients. Founded in 1998 as a full-service public affairs firm, our consultants provide federal, state and local government relations, national/multistate strategies, infrastructure and economic development, strategic communications and grassroots issue management services. We work in close partnership with our clients, providing seamless and savvy strategies to achieve public affairs objectives and increase federal- and state-level influence.

Unlike many public affairs firms with Washington offices, we have extensive state-level and national practice teams that complement our strong federal group and our professionals work together across all levels of government to optimize results for our clients. We have a broad and diverse array of relationships and contacts with key government officials and agencies, influential former officeholders and staffers, and organizations that impact both public policy and the regulatory process.

While we specialize in helping clients craft workable policy proposals, solve major public policy challenges and advocating our clients' positions on governmental issues, we bring distinct value through multifaceted message development and issue advocacy strategies that help convert the proposals into law. Our team includes registered state or federal lobbyists and consultants with media relations experience and/or expertise in grassroots mobilization, issue campaigns, and coalition building.

McGuireWoods Consulting also possesses the ability to tap the vast substantive knowledge of our McGuireWoods' attorneys. This makes for a potent combination that few firms can match. With the law firm, McGuireWoods Consulting uses client-focused teams to serve public, private, government, and nonprofit clients. We pride ourselves on partnering with clients by listening to their needs, understanding their businesses, and utilizing this knowledge base to provide efficient service.

No matter the issue, we will understand the policy debate, the political context, and the process in which matters of great importance to our clients will be decided.

How We Can Help You

Federal Government Relations

Founded in 1998, McGuireWoods Consulting LLC, subsidiary of the McGuireWoods law firm, is a full-service public affairs firm offering federal, state, and local government relations, infrastructure and economic development, strategic communications and grassroots mobilization services. Our federal public affairs team has significant experience developing and executing integrated public affairs solutions that yield measurable results for our clients. Members of our team skillfully employ tailored strategies and innovative approaches necessary to shape federal policy on behalf of our clients' business goals. We also monitor and engage the full spectrum of committees and agencies influencing the issue at hand to ensure that we garner bipartisan support. In addition, we proactively identify

where federal action could harm client interests, and then strategically deploy our team to build widespread support for positive initiatives to thwart proposals that jeopardize a sound policy environment. A nationally recognized team of skilled public affairs professionals, we understand the legislative process and leverage our substantive expertise across industries to protect our client's interests every step of the way. Our team offers clients the talents of a deep bench of former federal legislators, chiefs of staff, advisors, and government affairs professionals, who collectively draw upon their Capitol Hill experience and insights to meet our client's business needs.

Since congressionally directed funding – frequently referred to as earmarks – returned in 2021, McGuireWoods Consulting has helped several clients harness federal funding totaling millions of dollars. Successful projects range from program expansions for a higher education institution to significant infrastructure improvements for large county government.

Entities typically must submit funding requests to individual Congressional offices during the January – March timeframe to be considered for the congressionally directed spending process. Each office will have its own unique process and strategy for soliciting, approving, and submitting the Congressional Member's "wish list" of projects.

This is a competitive process, and Congressional offices receive hundreds of requests. Funding requests most likely to succeed are those submitted early, strategically crafted to fit the political and policy landscape, and accentuated through sustained Congressional engagement.

In addition, competitive grant opportunities are being released now from both the Bipartisan Infrastructure Law and Inflation Reduction Act. Members of our team have helped clients align Congressional support behind competitive grant opportunities available through these pieces of legislation.

Our team has also worked with local government clients to identify federal financing through loans and loan guarantees. In many cases, local government entities can receive sub-allocations from state governments. With offices in Washington, D.C., and across the country, our team is uniquely positioned to assist entities with securing such allocations.

Public Entities: Securing Federal Funds for 2023 and Beyond Starts Now

Now is the time for local governments, higher education institutions, development authorities and other public entities to best position yourself to harness the once-in-a-generation federal funding flowing out of Washington, D.C. The return of congressionally directed spending, the Bipartisan Infrastructure Law and the Inflation Reduction Act present public sector entities three unique opportunities to fund needed projects.

1. Congressionally Directed Spending is Here to Stay in Congress

In 2021, Congressional leaders [announced the return of](#) congressionally directed spending, or earmarks, after a decade-long moratorium. Consequentially, a diverse set of public entities were

granted license to petition individual lawmakers for government funding, in amounts ranging from tens of thousands of dollars to as high as the tens of millions. The incoming House Republican majority recently announced that they would continue the congressionally directed spending program, though process and approval may differ for the 118th Congress.

Examples of Entities Receiving Congressionally Directed Spending in 2022

- County Commissions
- Hospitals
- Local Transportation Departments
- City Governments
- Housing Authorities
- Community Colleges
- Fire, EMS Departments
- Aquariums
- Sheriffs' Offices
- School Districts
- Community Centers
- Rehabilitation Centers
- Landscape Restoration Projects
- State Universities
- Health Centers
- Family Services Providers

2. Bipartisan Infrastructure Law (BIL)

In November 2021, President Biden signed the Infrastructure Investment and Jobs Act (P.L. 117-58), formally enacting the Bipartisan Infrastructure Law (BIL). The BIL provides \$973 billion over five years from Fiscal Year (FY) 2022 through FY 2026, including \$550 billion in new investments for all modes of transportation, water, power and energy, environmental remediation, public lands, broadband and resilience.

3. Inflation Reduction Act (IRA)

Biden signed the Inflation Reduction Act of 2022 (IRA) into law in August 2022. The bill includes \$790 billion in revenue and savings to fund federal deficit reduction and approximately \$485 billion in new spending, which includes some \$385 billion in new energy and climate-related programs over 10 years and \$100 billion to pay for a three-year extension of the Affordable Care Act healthcare premium tax credits. Some examples of funding opportunities for public sector entities include:

- \$760 million for grants to state, local, and tribal governments, and other entities to support accelerated siting of interstate electricity transmission lines;
- \$7 billion for use through September 2024 in competitive grants to states, municipalities, and tribes for providing grants, loans, or other forms of financial assistance, as well as technical assistance, to enable low-income and disadvantaged communities to deploy or benefit from zero emissions technologies, including distributed technologies on residential rooftops, and to carry out other GHG emissions reduction activities;
- \$3 billion for Neighborhood Access and Equity Grants to reconnect communities divided by existing infrastructure barriers, mitigate negative impacts of transportation facilities or construction projects on disadvantaged or underserved communities, and support equitable transportation planning and community engagement activities;
- \$1 billion to cover cost of zero emission school buses, garbage trucks, and mass transit buses; and

- \$1 billion for improving energy efficiency, water efficiency, or climate resilience of affordable housing. Public housing authorities can participate.

Relevant State of Illinois Experience

We either represent, or have represented: units of local governments; a state agency; institutions of higher education; multiple energy and alternative energy concerns; Fortune 500 companies; groups seeking tax credits, grants and state appropriations; economic development; a variety of vendors seeking to provide services to the State of Illinois, the City of Chicago and Cook County; trade associations; gaming entities; good government associations; the National Football League; aviation industries; telecommunications providers; health insurance and healthcare providers; and financial institutions.

Some specific client successes include (i) changing an unsound tax policy, thereby reducing a client's tax liability by more than \$80 million annually, (ii) obtaining unanimous support in the Illinois Senate and House of Representatives for a tax credit to encourage restoration and preservation of historic structures in a specific municipality, (iii) assisting a client in becoming a private manager for the Illinois Lottery, (iv) organizing a grassroots and lobbying campaign to protect and restore college student grant funding in the state budget, (v) passing a tax incentive that encourages businesses to locate or expand operations in Illinois, (vi) persuading legislators to amend a bill and issue a client a license to operate an internet casino, (vii) passing legislation to reform and restructure Medicaid, (viii) passing legislation establishing criteria for property and sales tax exemptions for non-profit hospitals in an effort to bring clarity to an issue that was ambiguous, and (ix) persuading legislators to ban the sale of flavor tobacco wraps that were being marketed to children.

These successes are because the consultants at MWC have been trusted advisors to key legislators and constitutional officers under many administrations and have a vast network of bipartisan relationships in the executive and legislative branches. While relationships are important, the consultants at MWC also possess institutional knowledge and an understanding of the political realities that are at play in Illinois.

McGuireWoods Consulting's bipartisan team in Illinois is well-positioned to represent clients before the executive and legislative branches, local government across the state, in congress and federal agencies, and able to deliver direct lobbying services as well as grassroots and communications services that are part of a comprehensive public affairs strategy.

References

MWC has offices across the country, and most important for Kane County are our teams in Springfield, IL and Washington, D.C. Our Illinois team has had major successes in Springfield over the years, as had our federal team in Washington.

Town of Normal, Illinois

MWC has successfully stopped legislation that would have shortened the timeline for tax increment financing districts from 23 years to 10 years – legislation that would have also added additional factors to the determination of a “blighted area” in current law.

1. Address – 11 Uptown Circle P.O. Box 589 Normal, IL 61761
2. Telephone – (309) 454-9505
3. Contact Person – Brian Day
4. Date of Project – 5/06/2021
5. Email – bday@normalil.gov

Fulton County, Georgia

MWC provides federal relations services for Fulton County, GA, where we serve as their liaison to the federal delegation for, among things, funding opportunities. MWC helped secure \$4 million in congressionally directed spending for new pumping station.

1. Address – 141 Pryor Street SW, Atlanta, GA 30303
2. Telephone – (404) 713-5990
3. Contact Person – Jessica Corbitt-Dominguez
4. Date of Project – January 2022 - Ongoing
5. Email – Jessica.corbitt@fultoncountyga.gov

Forsyth County, Georgia

MWC was retained to successfully facilitate the usage of American Rescue Plan Act funds for a \$30 million behavioral health center which came about from interfacing with the U.S. Department of Treasury and the Georgia Congressional delegation.

1. Address – 110 E Main Street, Cumming, GA 30040
2. Telephone – (770) 781-2101
3. Contact Person – Cindy Henderson
4. Date of Project – July 2021 – December 2022
5. Email – cghenderson@forsythco.com

These are just some of the clients MWC has served, and does not include the millions of dollars in earmarks and federal funding that Greg Bales oversaw during his tenure with U.S. Senator Dick Durbin and former U.S. Representative Debbie Halvorson.

Current Client List

See page 14 of document for complete Illinois client list.

How We Can Help You

A successful lobbyist will possess two key qualities: relationships that matter and knowledge of the issue. MWC possess both. There was significant turnover in the recent election, resulting in a historic number of new Illinois legislators (7 new Senators and 21 new Representatives) as well as four new members of the Illinois congressional delegation. Our bipartisan team has forged relationships with most of these new members from their days on the campaign trail instead of waiting until after the election like most lobbyists.

MWC's relationships throughout Washington and Springfield are vast, but specific and local to Kane County our team has close ties to the following: Congressional Representatives Casten, Krishnamoorthi, Foster, and Underwood; State Representatives Moeller, Hirschauer, Hernandez, McLaughlin, Ugaste, Ness, Keicher, Hanson, and Kifowit; State Senators Castro, Villa, McConchie, DeWitte, Syverson, Rezin, and Holmes. Additionally, some of our team have relationships with local leaders in the county such as Chair Pierog, Sheriff Hain, and Board Members Berman, Bates, and Gumz.

On top of connections to legislators and congressmembers, our team works with federal agency staff as well as state agency directors and their teams. This includes, but is not limited to (and frequently is most relevant to local governments): US Dept. of Transportation, IL Dept. of Transportation, US Environmental Protection Agency, IL Environmental Protection Agency, US Housing and Urban Development, IL Housing Development Authority, IL Dept. of Commerce and Economic Opportunity, IL Dept. of Natural Resources, and US Army Corps of Engineers.

Our Team



Gregory Bales, Senior Vice President

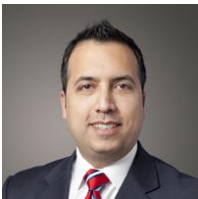
+1 312 849 8241 | gbales@mwellc.com

Before joining the firm, Greg Bales worked for U.S. Senate Majority Whip Richard J. Durbin for more than a decade, serving as senior advisor in the Senator's government office as well as his campaign manager for his 2020 reelection. During his time with the Senator, he oversaw special projects throughout Illinois, and worked as a liaison to elected officials, businesses, community organizations, and other constituencies across the state.

Prior to joining Senator Durbin's staff, Greg worked as a policy advisor for the Illinois Department of Transportation. He was a staffer for former Illinois Congresswoman Debbie Halvorson, and he has worked on numerous political campaigns in California, Illinois, and Indiana. Before managing Senator Durbin's recent reelection, Greg took leave to elect Illinois Congressman Sean Casten to his first term

in 2018, and served as Illinois state director for Secretary Hillary Clinton's 2016 Presidential campaign.

Greg's relationships span across the state, including the Illinois Congressional delegation, the Illinois General Assembly, City of Chicago, Cook County government, and in numerous municipalities and local units of government. Greg has concentrated on infrastructure funding, economic development, and earmarks. He has worked with Illinois General Assembly leadership on legislative language to ensure millions of dollars in federal funding for election security were allocated to cybersecurity; managed multi-million-dollar campaign budgets; pitched stories and gone on the record with the media; and lobbied for state funding for public transit.



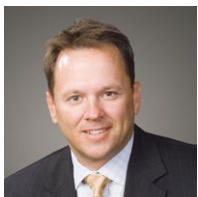
Elias D. Mossos, Senior Vice President

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Louie Mossos first joined McGuireWoods Consulting and McGuireWoods LLP in December 2011 as a vice president of State Government Relations. Prior to joining the firm, he served as senior legal counsel for the Illinois Senate President, as well as deputy counsel to the Illinois Speaker of the House. In 2015, Louie returned to the Illinois Senate as senior adviser to the Senate President, where he served for 2 years to assist with the many problems facing the State, including the threatened closure of three nuclear power plants and an unprecedented fiscal crisis.

Louie has counseled the Senate President, Speaker of the House and ranking legislators on a variety of legislative and political matters, including legislation implementing an electric smart grid, providing incentives for developers of renewable energy facilities and clean-coal power plants, and expanding casino and video gaming operations. Additionally, he drafted numerous reform measures aimed at enhancing transparency in government, including open access to public records and improvements to the state's procurement process. Louie was a primary author of the updated Illinois Freedom of Information Act and also served as the Illinois Senate's Freedom of Information Act officer. He helped draft the first ever IICLE publication on FOIA and is a frequent lecturer on the topic.

Prior to joining the Illinois Senate, he served as an assistant attorney general for Illinois Attorney General where he handled litigation matters involving energy, gas, water, and telecommunications. Louie has represented public officials in election cases at the state, county, and municipal levels and has represented elected officials in federal proceedings as a special assistant attorney general.



Thomas F. Londrigan Jr., Director and Senior Vice President

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Tom has been with McGuireWoods since 2005 and works out of both the Chicago and Springfield Office. He has represented clients before both the General Assembly and the Governor's Administration.

Tom opened the Illinois McGuireWoods Consulting Office in 2005 and it has grown to be one of the largest government affairs firms in the state with capabilities to serve clients in the State Capitol and before the Governors' Administration as well as the City of Chicago and Cook County.

Tom has been successful in passing legislation to enhance tax incentives for multiple industries. He has worked on behalf of the health insurance industry in shaping healthcare policy as well as on behalf of a variety of healthcare providers and hospitals. In addition, Tom has worked for a variety of alternative energy projects including wind power, coal mining operations, coal gasification and sequestration.

As part of his procurement practice, Tom has assisted many vendors and potential vendors of Illinois government agencies in navigating the complex procurement rules and regulations, the variety of ethics requirements and restrictions, and the State's procurement protest procedures.

Former acting general counsel to the Office of the Governor, Tom was responsible for managing several hundred administration attorneys and outside counsel in addressing legal issues presented before the state. In addition to his legal duties, he was the Governor's policy lead on telecommunications, electric deregulation, and prescription drugs. Prior to that, Tom was the Governor's legislative legal counsel. In that capacity, he reviewed all legislation passed by the General Assembly for the Governor's signature and penned the veto messages on behalf of the Office of Governor.

Tom managed his own civil litigation firm for seven years, worked for U.S. Sen. Richard J. Durbin when Senator Durbin was a member of the House of Representatives, and served as legal counsel to the Illinois Senate. In 1996, Tom was a candidate for the Illinois State Senate in the 50th District.



Kent Gaffney, Senior Vice President

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Kent joined McGuireWoods Consulting in January 2013 and serves as a senior vice president of State Government Relations. His primary areas of service include assisting clients with legislative, appropriations and regulatory needs.

Prior to joining MWC, he served as the 52nd District State Representative in the House of Representatives of the Illinois General Assembly. In that capacity, Kent served on the Revenue & Finance, Insurance, Armed Forces and Military Affairs, Small Business Empowerment & Workforce, and General Services Appropriations committees.

Before becoming a legislator, he was the director of appropriations for the Illinois House Republican Caucus from 2001-2011. Kent has also served as the deputy director of appropriations and as a Research Analyst for utility and healthcare committees.

Kent was also chosen to be a member of the inaugural class of the Edgar Fellows Program.



James E. Sherwood, Senior Vice President

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James Sherwood is a senior vice president with McGuireWoods Consulting, and counsel with McGuireWoods LLP. Prior to joining the firm, he served as deputy legal counsel and ethics officer for Illinois House Republican Leader Jim Durkin. James assists clients on a range of issues, including data privacy and security, worker classification and the gig economy, electrification of the transportation sector and the affordable housing crisis. He also counsels clients on various tax incentive programs. Most recently, he assisted an international data center client in obtaining a tax incentive for data centers located in Illinois.

As deputy legal counsel, James advised the Republican House Leader and ranking legislators on a variety of matters, including legislation that overhauled the state's energy policies, transitioned Illinois to a statewide 9-1-1 system and dealt with the increase in heroin and opiate abuse. In his role as ethics officer, James ensured the House Republican caucus was apprised of their duties under Illinois ethics laws and regulations, and advised members to ensure compliance therewith.

James also serves as a board member on the Public Policy Committee for the Illinois Chapter of the Alzheimer's Association.



Arielle Maffei, Vice President

+1 312 750 3547 | amaffei@mwllc.com

Arielle Maffei joined McGuireWoods Consulting as a vice president of state government relations in January 2021. In this role, Arielle provides clients with direct advocacy at the state and city levels.

Arielle began her political career as a White House scheduling and advance intern under President Obama. From there, she went on to work at the Clinton Foundation where she worked directly with President Clinton, senior staff, and the board of directors to advance the mission of the Foundation. After five years at the Foundation, Arielle transitioned to events manager in the President's Office at Johns Hopkins University in Baltimore prior to moving to Chicago in 2017.

For three years she was the in-house government affairs associate for Simmons Hanly Conroy, a nationally-recognized law firm that represents families affected by mesothelioma and asbestos-related cancers. Most recently, Arielle served as vice president of Alexander, Borovicka, & O'Shea Government Solutions where she supported multiple client accounts. In this role she worked within several industries, including cannabis, where she supported clients beginning with the Illinois medical program and then recreational use, which became legal in the state January 2020. More generally, she used her experience and knowledge of the political landscape to provide clients with recommendations and guidance on legislative issues.

Arielle is the current president of the Young Democrats of Illinois and serves on the board of Planned Parenthood of Illinois and the Chicago Scholars' associate board. She represented Illinois as an at-

large delegate at the 2020 National Democratic Convention and is a member of the Illinois Women's Institute of Leadership (IWIL) Class of 2020.

She is the proud daughter of her Cuban immigrant mother and Italian father, a graduate of Vanderbilt University, and has a master's degree in public policy and administration from Northwestern University.



Henry F. Mohn, Research Associate

+1 312 849 3043 | hmohn@mwcllc.com

Henry Mohn joined McGuireWoods Consulting in March 2021 as research associate in the firm's Illinois government relations team. In this role, he supports the team and clients with legislative and administrative rule tracking, media monitoring, procurement, budget analysis, and a variety of other research projects.

He has worked with clients in a full spectrum of industry sectors: energy, finance, public utilities, tech, healthcare, gaming, electric vehicles, higher education, K-12 education, elections, affordable housing, cannabis, municipal, economic development, and gig economy. Through weekly legislative updates, monthly state budget and revenue reports, and end of session reports, he keeps clients informed about key issues in the Illinois General Assembly. He also assists with matters at the municipal level in Chicago.

Henry advises a bond insurance client on matters regarding Illinois' budget, revenues, employment, bill backlog, pension debt, and Unemployment Insurance Trust Fund debt in the midst of the COVID-19 pandemic. He also assisted energy and electric vehicle clients through the 2021 Climate and Equitable Jobs Act (CEJA) and Reimagining Electric Vehicles (REV) in Illinois Act negotiations by tracking and analyzing new amendments and providing insight on stakeholder debate. Additionally, he works with a college access non-profit in Chicago to build relationships with Illinois civic leaders and plan civic engagement events.

Prior to joining McGuireWoods Consulting, Henry worked at a federal government relations firm, where he managed the annual National Defense Authorization Act (NDAA) and appropriations process and covered hearings for clients in the defense, foreign affairs, homeland security, and appropriations practice. Henry also served as political director and deputy field director for Illinois State Senator Meg Loughran Cappel's 2020 election campaign. In this role, he managed the campaign field team and worked with volunteers, labor organizations, local Democratic Party groups, and precinct committee members to build grassroots support and plan campaign events.

Henry graduated cum laude from Northwestern University with a bachelor's degree in political science, international studies, and geography.



Mona Mohib, Senior Vice President

202-857-2912 | mmohib@mwcllc.com

Mona is a senior vice president in the Federal Public Affairs group at McGuireWoods Consulting (MWC) where she advises clients on a variety of issues and helps strategize their engagement with the U.S. Congress and the Biden Administration. Mona has been recognized by The Hill as one of the top lobbyists of 2018, 2019, 2020 and 2021. She is also a member of the firm's national practice where she serves as a primary liaison with Democratic state and local elected officials across the country. She also is co-chair of the MWC Pro Bono Committee and is a member of the McGuireWoods LLP Diversity and Inclusion Committee.

Prior to McGuireWoods Consulting, Mona was the director of policy and communications at the Democratic Governors Association. She also served in the Clinton/Gore Administration where she was associate director for the Office of Intergovernmental Affairs at the White House and was director of the Office of Intergovernmental Affairs at the U.S. Department of Labor under Secretary Alexis Herman.

Mona has more than 20 years of campaign and political experience. She has been involved in five presidential campaigns. She has also served as an advisor to Pennsylvania Governor Edward G. Rendell's re-election campaign and as Policy Director to Dan Malloy's first campaign for Governor of Connecticut. She also was political director for former Vice President Al Gore's political action committee Leadership '02. There she developed political strategies for the former vice president to support Democratic candidates nationally.

Mona is on the Executive Board of the Asian American Action Fund, a political organization dedicated to empowering Asian Americans and Pacific Islanders across the United States. She was also a member of the Democratic National Committee for eight years during which time she was Vice-Chair of the Asian American and Pacific Islander Caucus. She continues to serve as a surrogate speaker on behalf of the party.

Pricing and Terms (Fee Proposal)

MWC will assist Kane County in lobbying the United States Congress and pertinent federal executive branch agencies, as well as the Illinois General Assembly and state agencies.

To effectively represent Kane County, McGuireWoods Consulting suggests a flat rate per month of \$10,000 for both state and federal government relation service.

This fee will cover all MWC's expenses, and no additional reimbursement will be sought for operational expenses, travel to/from the U.S. Capitol and state capitol, transportation, food, *per diem*, etc. No additional expenses will be billed to Kane County without the company's express consent prior to such expenses being incurred.

Client List

TPE Development, LLC

1. Address – 3720 S Dahlia Street Denver, CO 80237
2. Telephone – (781) 325-2884
3. Contact Person – Michelle Carpenter
4. Date of Project – 12/13/2022
5. Email – mcarpenter@tpoint-e.com

Raytheon Technologies Corporation

6. Address – 1000 Wilson Blvd Arlington, VA 22209
7. Telephone – (415) 389-6800
8. Contact Person – Elli Abdoli
9. Date of Project – 12/02/2022
10. Email – eabdoli@nmgovlaw.com

OPUS Group AB

1. Address – 7 Kripes Road East Granby, CT 06026
2. Telephone – (520) 906-1784
3. Contact Person – William Dell
4. Date of Project – 10/26/2022
5. Email – bill.dell@opusinspection.com

Byte

1. Address – 1556 20th Street, Ste. A Santa Monica, CA 90404
2. Telephone – (424) 292-6891
3. Contact Person – Shirley Kim
4. Date of Project – 3/23/2022
5. Email – shirley.kim@byteme.com

Starship Technologies

1. Address – 535 Mission Street San Francisco CA 94105
2. Telephone – (209) 619-5425
3. Contact Person – Aileen Zhong
4. Date of Project – 9/29/2021
5. Email - aileen.zhong@starship.co

Trane Technologies

1. Address – 800 Beaty Street Building E Davidson, NC 28036
2. Telephone – (704) 655-4187
3. Contact Person – Craig Matthew Rushing
4. Date of Project – 8/24/2021
5. Email - Craig.Rushing@tranetechnologies.com

Second City Wind, LLC

1. Address – 633 West Fifth Street Suite 2700 Los Angeles, CA 90071
2. Telephone – (917) 838-1591
3. Contact Person – Chris Wissemann
4. Date of Project – 5/12/2021
5. Email – cwissemann@dowind.com

Town of Normal, Illinois

1. Address – 11 Uptown Circle P.O. Box 589 Normal, IL 61761
2. Telephone – (309) 454-9505
3. Contact Person – Brian Day
4. Date of Project – 5/06/2021
5. Email – bday@normalil.gov

Phantom Fireworks

1. Address – 2445 Belmont Ave Youngstown, OH 44505
2. Telephone – (330) 746-1064
3. Contact Person – Danial Peart
4. Date of Project – 1/19/2021
5. Email – dpeart@fireworks.com

TaskRabbit

1. Address – 425 2nd Street 2nd Floor San Francisco, CA 94107
2. Telephone – (713) 922-6541
3. Contact Person – Courtney Catharine Gillespie
4. Date of Project – 3/13/2020
5. Email - courtneyg@taskrabbit.com

Tricoci University

1. Address – 6625 N Avondale Ave Chicago, IL 60631
2. Telephone – (612) 805-9711
3. Contact Person – Nate Swanson
4. Date of Project - 3/09/2020
5. Email - nswanson@tricociuniversity.edu

ChargePoint, Inc.

1. Address – 254 E. Hacienda Ave Campbell, CA 95008
2. Telephone – (408) 851-4500
3. Contact Person – Anne Smart
4. Date of Project – 1/23/2020
5. Email - anne.smart@chargepoint.com

National Safety Council

1. Address – 1121 Spring Lake Drive Itasca, IL 60143
2. Telephone – (804) 370-7221
3. Contact Person – Michelle Gajda
4. Date of Project – 1/16/2020
5. Email - michelle.gajda@nsc.org

Illinois Manufactured Housing Association (IMHA)

1. Address – P.O. Box 2008 Springfield, IL 62705
2. Telephone – (217) 801-5900
3. Contact Person – Frank Bowman
4. Date of Project – 10/16/2019
5. Email - fbowman@imha.org

Fair Assessment Information Resources Committee FAIRCOM

1. Address – 550 S. Carbon Hill Rd Coal City, IL 60416
2. Telephone – (815) 634-2287 Ext. 2107
3. Contact Person – Jason Smith
4. Date of Project – 10/16/2019

Illinois Hearing Society (IHS)

1. Address – 1 N. Old State Capitol Plaza Suite 410 Springfield, IL 62701
2. Telephone – (217) 527-1279
3. Contact Person – Henry Mohn
4. Date of Project – 10/15/2019
5. Email - hmohn@mwllc.com

Retired State Employees Association (RSEA)

1. Address – P.O. Box 1974 Springfield, IL 62705
2. Telephone – (217) 546-5325
3. Contact Person – Raymond Bruce Strom
4. Date of Project – 10/15/2019
5. Email – retire@rsea4u.org

Illinois Economic Development Association (IEDA)

1. Address – 1 N. Old State Capitol Plaza Suite 410 Springfield, IL 62701
2. Telephone – (217) 527-1279
3. Contact Person – Beth Martin
4. Date of Project – 10/15/2019
5. Email - beth@ileda.org

Gift of Hope Organ & Tissue Donor Network

1. Address – 425 Spring Lake Drive Itasca, IL 60143
2. Telephone – (630) 758-2600 Ext. 2611
3. Contact Person – Ross Raspopovich
4. Date of Project – 10/01/2019
5. Email – info@giftofhope.org

Entertainment Software Association

1. Address – 601 Massachusetts Ave, NW Suite 300 West Washington, DC 20001
2. Telephone – (202) 223-2400
3. Contact Person – Tara Ryan
4. Date of Project – 10/01/2019
5. Email - TRyan@thesa.com

1-800 Contacts

1. Address – 261 West Data Drive Draper, UT 84020
2. Telephone – (415) 903-2800
3. Contact Person – Allison Fleming
4. Date of Project – 1/07/2019
5. Email - afleming@1800contacts.com

Salesforce

1. Address – 28 Liberty Ship Way, Suite 2815 Sausalito, CA 94965
2. Telephone – (415) 903-2800
3. Contact Person – Katie Meares
4. Date of Project – 12/14/2018
5. Email – kmeares@salesforce.com

Vistra Energy Corp.

5. Address – 6555 Sierra Drive Irving, TX 75039
6. Telephone – (217) 519-4762
7. Contact Person – Jeff Ferry
8. Date of Project – 7/18/2018
9. Email – Jeffery.Ferry@vistracorp.com

Illinois Interactive LLC

1. Address (Remote) – C/O 1230 N State Parkway 20B Chicago, IL 60610
2. Telephone – (804) 347-5969
3. Contact Person – Deanna Cook
4. Date of Project – 5/30/2018
5. Email - deanna.cook@egov.com

Maximus Inc

1. Address – 1600 Tysons Blvd Suite 1400 McLean, VA 22102
2. Telephone – (703) 251-8500 Ext. 11528
3. Contact Person – Pam Corbett
4. Date of Project – 11/06/2017
5. Email – pamcorbett@maximus.com

Midwest Gaming & Entertainment, LLC

1. Address – 900 N. Michigan Ave Suite 1600 Chicago, IL 60611
2. Telephone – (312) 806-0636
3. Contact Person – Michael Houlihan
4. Date of Project – 3/17/2017
5. Email – mike@drexwood.com

National Association of Energy Service Companies

1. Address – 1667 K Street NW Suite 700 Washington, DC 20006
2. Telephone – (202) 680-9939
3. Contact Person – Natasha Shah
4. Date of Project – 1/24/2017
5. Email - natasha.shah@naesco.org

WEC Energy Group

1. Address – 200 East Randolph Street Chicago, IL 60601
2. Telephone – (312) 240-3750
3. Contact Person – Deshana Forney
4. Date of Project – 3/11/2016
5. Email - dlforney@integrysgroup.com

QUALIFICATIONS RESPONSE FORM
For
Lobbyist Services

RFQ Due Date & Time: February 15, 2023 at 2:00 p.m.

To: <https://www.bidnetdirect.com/illinois/kanecounty>
County of Kane
Purchasing Department, Bldg., A, Room 211, 212, 214
719 S. Batavia Ave., Geneva, IL 60134

The Offeror shall return RFQ with all documents, as well as literature, samples, etc. as required within the specifications.

The undersigned Offeror, having examined the specifications and any other related documents, hereby agrees to provide Lobbyist Services per specification and to perform other work stipulated in, required by and in accordance with the qualification's documents attached for and in consideration of the Offerors prices.

The terms and conditions of the Kane County codes for competitive selection procedure applied to this (RFQ), but can be mutually negotiated at time of contract execution.

RECEIPT OF ADDENDA: The undersigned hereby acknowledges receipt of following addendum(s): 1; _____; _____.

By signing this response form, the firm hereby certifies that they are not barred from submitting on this contract as a result of a violation of either Section 33E-3 or 33E-4 of the Illinois Criminal Code of 1961, as amended. The awarding of any contract resulting from this SQPD will be based upon the funding available to Kane County. The terms of the SQPD and the response shall be incorporated by this reference as though fully set forth into the Contract notwithstanding any language in the contract to the contrary. In the event of any conflict between the terms of the Contract and the terms of the SQPD and the response, the terms of the SQPD and the response shall govern. Every element or item of the SQPD and the response shall be deemed a material and severable item or element of the contract. This is a one (1) year contract with option to extend for four (4) additional one-year renewal periods, if mutually agreed upon by both parties. **THIS SECTION MUST BE SIGNED BY AN AUTHORIZED REPRESENTATIVE OF THE COMPANY OR ENTITY RESPONDING TO THE RFQ.**

Signature 

Typed Signature Greg Bales

Company McGuireWoods Consulting LLC

Address 77 W Wacker Dr, Suite 4300, Chicago, IL 60601

Phone # 312-849-8241 Fax # _____ E-mail gbales@mwcllc.com

Federal I.D./Social Security # 54-0505857 Date 2/13/2023

ACCEPTANCE

The Offer is hereby accepted for Lobbyist Services.

The Contractor is bound to provide the materials and services listed in the attached agreement and based upon the Request for Proposal, including all terms, conditions, specification and amendments, the Contractor's offer is accepted by the County of Kane.

This contract shall henceforth be referred to as Contract Number 23-004. The Contractor has been cautioned not to commence any billable work or to provide any materials or services until this Contractor receives a purchase order and or notice to proceed.

Corinne Pierog MA, MBA
Chairman, County Board
Kane County, Illinois

Date

VENDOR CERTIFICATION

This information is collected for reporting purposes only and will not have any influence on vendor selection. It is required by the State of Illinois. Please check any of the following boxes that apply to the ownership of your firm.

- | | |
|---|--|
| <input type="checkbox"/> Minority-owned Business (MBE) | <input type="checkbox"/> Veteran-owned Business Enterprise (VBE) |
| <input type="checkbox"/> Woman-owned Business (WBE) | <input type="checkbox"/> Service-Disabled Veteran-owned Business Enterprise (SDVBE) |
| <input type="checkbox"/> Business Enterprise Program (BEP) | <input type="checkbox"/> Veteran-owned Small Business (VOSB) |
| <input type="checkbox"/> Small Disadvantaged Business (SDB) | <input type="checkbox"/> Persons with Disabilities-owned Business Enterprises (PDBE) |
| <input type="checkbox"/> Kane County Local Business | <input checked="" type="checkbox"/> N/A – These categories do not apply to my business |

Please Note: It is required that you check at least one box.

February 14, 2023

Should the County of Kane accept McGuireWoods Consulting LLC's (MWC) proposal for lobbying services, MWC would request the following provisions be included in the contract. We would suggest these provisions be included as Sections 4.1 and 4.2 in Appendix A, the Contract for Professional Services:

No Attorney-Client Relationship Established: The Consultant is a wholly owned subsidiary of the law firm McGuireWoods LLP ("McGuireWoods law firm"). Occasionally lawyers at the McGuireWoods law firm provide non-legal services to the Consultant's clients, but the Consultant does not provide legal services or advice, nor does this agreement include the provision of legal services by the McGuireWoods law firm or give rise to an attorney-client relationship between the McGuireWoods law firm and the County. No communications with anyone at the McGuireWoods law firm will be protected by the attorney-client privilege unless the County hires the law firm to provide legal services. This agreement does not affect the attorney-client relationship, or the privileged nature of any communications, between the County and the McGuireWoods law firm pursuant to a separate engagement for legal services, whether established before or after the date of this agreement. If the County desires legal services, the County may enter into a separate engagement with the McGuireWoods law firm; it is not necessary for the County to engage the McGuireWoods law firm in order to obtain the Consultant's services, or vice versa.

Conflicts of Interest: The County acknowledges that it is engaging the Consultant and is not represented by the McGuireWoods law firm under this agreement, and the County consents to the McGuireWoods law firm's representation of other persons and entities on legal matters, including litigation, that may adversely affect the County's interests, directly or indirectly, but are unrelated to the specific representation the County has asked the Consultant to undertake on its behalf. Additionally, the County consents to the Consultant's representation of other persons and entities on matters unrelated to the specific representation the County has asked the Consultant to undertake on the County's behalf under this agreement and that may adversely affect the County's interests, directly or indirectly.

McGuireWoods Consulting LLC
77 West Wacker Drive
Suite 4100
Chicago, IL 60601
Phone: 312.849.8100
Fax: 312.849.3690
www.mwcllc.com



CONTRACTOR DISCLOSURE

As of February 14, 2023, **McGuireWoods Consulting LLC**, to the best of our knowledge the Owners, Officers or Executives have not made any political campaign contributions to any Kane County Elected Official countywide in the last 12-month period.

McGuireWoods Consulting is a wholly owned subsidiary of the law firm McGuireWoods LLP:

McGuireWoods LLP
800 E Canal Street
Richmond, VA 23219

GREG BALES [Signature] 2/14/23
Officer Date

SENIOR VICE PRESIDENT
Title

Subscribed and Sworn this 14th day of February, 2023.

[Signature]
Notary Public



McGuireWoods Consulting LLC
77 West Wacker Drive
Suite 4100
Chicago, IL 60601
Phone: 312.849.8100
Fax: 312.849.3690
www.mwcllc.com



FAMILIAL RELATIONSHIP DISCLOSURE

As of February 14, 2023, McGuireWoods Consulting LLC, to the best of our knowledge the Owners, Officers or Executives do not have a familial relationship with any County Elected Official or County Department Director within the last 12-month period. "Familial Relationship" is defined in Public Act 101-0544.

The County may deny, suspend, or terminate the eligibility of a person, firm, corporation, association, agency, institution, or other legal entity to participate as a vendor for goods or services to the County, if the vendor, for contracts greater than \$30,000, fails to disclose to the County a familial relationship between a County Elected Official or County Department Director.

GREG BALES *Greg Bales* 2/14/23
Officer Date
SENIOR VICE PRESIDENT
Title

Subscribed and Sworn this 14th day of February, 2023.
Dianne Johnson
Notary Public

