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Date May 7, 2012

**APPROVING ONE YEAR RENEWAL OF AGREEMENT WITH HOLLAND & KNIGHT, LLP TO PROVIDE FEDERAL GOVERNMENT AFFAIRS SERVICES**

WHEREAS, federal policy and funding issues have significant impact on City services and infrastructure; and,

WHEREAS, the opportunity to receive additional federal funding is significantly expanded with the authorization of the American Recovery and Reinvestment Act ("the Act"); and,

WHEREAS, the City is certain to benefit from the assistance of persons located in Washington, D.C. representing the City's interests; and,

WHEREAS, on April 20, 2009 by Roll Call No. 09-693, the City Council approved an agreement with Holland & Knight, LLP to provide professional federal government affairs services for an amount not to exceed \$7,500.00 per month, plus travel expenses, with an initial term of one year, with up to three one year renewal options upon mutual consent of both parties; and,

WHEREAS, on April 26, 2010, by Roll Call No. 10-617, the City Council approved a one year renewal of the agreement and on May 9, 2011, by Roll Call No. 11-0801, the City Council approved a one year renewal of the agreement which expired on April 30, 2012 and Holland & Knight, LLP has executed a Renewal Addendum to renew the agreement under the current terms until April 30, 2013, a copy of which is on file in the City Clerk's Office.

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Des Moines, Iowa that the agreement between the City of Des Moines and Holland & Knight, LLP is hereby renewed for a third renewal term of one year from May 1, 2012 until April 30, 2013, and the Mayor is authorized and directed to execute the renewal addendum for a period of one year, copy of which is on file in the City Clerk's Office, for and on behalf of the City of Des Moines, and the City Clerk is authorized to attest to his signature.

(Council Communication No. 12-231 ) Moved by \_\_\_\_\_ to approve.

APPROVED AS TO FORM:

Ann DiDonato  
Ann DiDonato, Assistant City Attorney

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
COLEMAN				
GRIESS				
HENSLEY				
MAHAFFEY				
MEYER				
MOORE				
TOTAL				

MOTION CARRIED APPROVED

\_\_\_\_\_  
Mayor

**CERTIFICATE**

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

\_\_\_\_\_  
City Clerk

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## Memorandum

Date: May 3, 2012  
To: City of Des Moines  
From: Rich Gold  
Lynn Cutler  
Lisa Barkovic  
Lauri Hettinger  
Re: Federal Legislative Report

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This memorandum outlines our federal advocacy efforts to-date on behalf of the City of Des Moines, IA ("the City").

## INTRODUCTION

Beginning in April 2009, Holland & Knight LLP (H&K) has provided federal advocacy services, including work on federal appropriations, legislation, grants and regulatory services, in support of the City's initiatives relating to transportation, flood control, housing and urban development, environment and energy issues.

Our approach during this time has been to function as an extension of the City in Washington to keep the City's voice on critical legislative issues front and center before the Administration and federal policymakers. As your advocates, we have helped the City shape public policy decisions through careful, strategic positioning.

### I. CORE ADVOCACY TEAM

#### **Rich Gold**

- Practice leader for the Public Policy & Regulation group in Washington, D.C.
- Previously served as staff for U. S. Senator Lloyd Bentsen & EPA Administrator Carol Browner.
- He has achieved numerous policy and project successes for state and local governments around the country.

#### **Lynn Cutler**

- Served in the Clinton White House as Deputy Assistant to the President for Intergovernmental Affairs.
- Previously served eight years as a county commissioner in Black Hawk County, Iowa.

**Lisa Barkovic**

- Has more than seven years of experience helping municipal and public sector clients achieve their policy and funding goals.
- As a former Congressional staffer, Lisa has extensive experience in the areas of federal appropriations, transportation, water, infrastructure, environment, and homeland security.

**Lauri Hettinger**

- Advocates for local government municipalities and industries for their infrastructure needs, including surface transportation, water resources, economic development and Army Corps of Engineers.
- Prior to joining Holland & Knight, Lauri served as staff director for the Senate Environment and Public Works Committee's Subcommittee on Transportation and Infrastructure for Ranking Member Senator George Voinovich.

**FEDERAL POLICY & APPROPRIATIONS ACCOMPLISHMENTS**

The Holland & Knight (H&K) Advocacy Team for the City of Des Moines is comprised of a core group of veteran advocates with the experience, contacts and access that the City needs to be effective at the federal level. In the past three years, we have successfully secured over \$8 million in federal funding for the City to include funding for the Des Moines and Raccoon Rivers, the Riverwalk and SE Connector. In a post-earmark environment, the H&K team is dedicated to ensuring that the City will continue to be successful in a highly competitive grant environment.

*Planning in the New Federal Funding Environment*

Clearly, the federal funding environment for the past two years has been significantly different from previous years when the City relied on receiving funding through the earmarking process for such projects like the Southeast Connector and the Riverwalk. Going forward, the federal grant process has and will serve as an important and growing tool for directing federal dollars towards important projects, like the SE Connector. We understand the policy goals for each grant program and how to optimize chances for funding when developing grant proposals. For example, we have guided the City throughout the TIGER grant process. Additionally, we have worked to secure congressional support for the City's grant applications and developed advocacy strategies at the agencies to increase chances of securing funding.

Twice a month, we hold a conference call with the City to maintain efforts and discuss strategy on City initiatives. These calls help to identify new opportunities, reengage on long-term projects and discuss trends in Washington. At any given point in the year new priorities may emerge and we regularly adjust our strategy. We help the City to prioritize both long and short term goals and balance policy and funding requests.

To assist the City in grant efforts, we developed an interactive Federal Funding Roadmap. The Roadmap is a comprehensive database that tracks priority grants and federal funding opportunities coming from the executive branch. The database enables the City to search with key words through important federal funding requirements and connects you directly to online

program descriptions and announcements. A team of 40 H&K professionals continuously track and research available agency funds to ensure no lost opportunity. In addition, we provide the City with a weekly grants newsletter that highlights the most current grant opportunities. We have also assisted the City by:

- **Drafting legislation language:** We have drafted limited provisions for language to be included in the Energy & Water Appropriations bill for benefit of the City to pursue funding for the levees in the post-earmark environment.
- **Preparation of congressional testimony:** We have assisted Senator Harkin's office with drafting questions and remarks during hearings with the Army Corps of Engineers.
- **Drafting letters of support** for city priorities and grant applications.
- **Drafting talking points** for the Mayor and Congressional delegation for key conversations with the Obama Administration on Des Moines initiatives.
- **Educating members of Congress and congressional staff** on opportunities, strategies and the history of important programs. We readily engage with the Congressional delegation to be of a resource to them.
- **Building coalitions** of similarly situated entities to advance a cause. Our active role in many national organizations, like the U.S. Conference of Mayors, provides us with the access and ability to generate advocacy campaigns. For the City, we have built a coalition of other local governments that faced the same challenges when the Army Corps implemented new crediting policies.
- **Track federal legislative and regulatory developments** of interest to the City, including ongoing insider discussions with the City's Congressional delegation, key Committee Members and agency officials, to gain insights on proposals and opportunities.
- **Webinars:** We conduct webinars for clients to gain in-depth knowledge on hot topics such as healthcare reform, COPS Hiring Grant Program and HUD Choice Neighborhood grants.

### OVERVIEW OF FEDERAL POLICY WORK

A significant amount of time has been dedicated in the past year on developing a strategy as a response to the 2010 Des Moines River Regulated Flow Frequency Study, undertaken by the Army Corps of Engineers. We have developed and drafted materials used to educate Des Moines' Congressional delegation on the complicated intricacies of Corps procedures and advocating a strategy. These materials included a comprehensive whitepaper describing the issue, its benefits and reason for federal support, talking points, draft Congressional appropriations request letters and draft support letters for the Congressional delegation.

H&K also coordinated several staff policy meetings for the City with the Assistant Secretary of the Army Corps of Engineers, Office of Management and Budget, Office of Vice President Biden and the White House Office of Intergovernmental Affairs. These meetings have been held in conjunction with Mr. Gerard Eads his trip to Washington, DC, in February 2010, in advocating for a solution to fixing and securing funding for the levees. These meetings have been extremely important to discuss not only the impact on Des Moines but also the impact at a national level of importance from the constituent perspective. H&K arranged and scheduled the meetings on behalf of the City. Prior to these meetings, we held discussions with Corps and City staff to provide background information in preparation of meetings.

In addition, as FEMA continues its nationwide map modernization process, we have been able to assist the City in both managing this process as well as monitoring legislative and regulatory changes to ensure that the City's ongoing flood control projects are not negatively impacted by new maps. We are currently in the process of discussing common sense changes to existing FEMA requirements at both the agency and congressional levels. While these changes will directly benefit the City, they will also serve communities across the country that seek to balance public safety with FEMA insurance requirements.

#### CONCLUSION

We recognize that accomplishing the City's priorities will continue to require a thoughtful, targeted and creative blend of federal grants, policy guidance, congressional advocacy and agency partnerships. We are proud of the work that we have been able to accomplish on behalf of the City and we are confident that we can continue to deliver positive outcomes for Des Moines into the future.