

## Summary of RFP submissions for Village of Bensenville Lobbyist/Consultant

*Six firms in alphabetical order*

All firms have registered lobbyists. All would provide monthly activity reports.

Submissions summarized on all four requested components:

- 1) depth & comprehensiveness of legislative resources;
- 2) proposed team members experience with local government, legislative advocacy/analysis;
- 3) references – *not checked at this point*.
- 4) proposed solution and understanding of Village's legislative municipal government affairs needs.

### **B-P Consultants, Inc.**

Provided lobbyist and consulting services for clients in Springfield and Chicago since 1988 after Samuel Panayotovich and Joseph Berrios were Illinois State Representatives. Joseph Berrios currently services as Chairman of Cook County Democratic Party. Samuel Panayotovich was Director of Illinois Liquor Control Commission.

B-P would work collaboratively with law firm Zack Stamp Ltd. and government relations firm Zack Stamp Consulting, LLC. Kevin McFadden had been House Republican Staff and Zack Stamp held positions on Senate Republican Staff, as Director of Legislative Affairs for Governor Thompson and as Director of Illinois Department of Insurance. Kareem Kenyatta joined firm in 2014. Prior to that he was Director of Legislative Affairs for Illinois Attorney General Lisa Madigan.

B-P would serve as primary contact, but use Zack Stamp as needed.

References: Commissioner Peter Silvestri, Alderman Ed Burke, Angelo "Skip" Saviano

- Identify legislation, regulations and monitor same
- Secure sponsorship and introduction of legislation to advance Village interests
- Attend house and senate hearings
- Assist with and provide as needed House and Senate committee testimony
- Arrange and attend meetings with local officials, legislators, Exec Office personnel, etc. to inform and educate about Village positions.
- Assist with lobby days at Capitol.

Other: B-P Consultants Clients List: Chicago Heights Park District, City of Calumet, Illinois Gaming Machine Operators Association, Illinois Licensed Beverage Association

### **Timothy Sean McAnarney with Serafin & Associates, Inc.**

McAnarney Consulting formed in 1988, Tim registered lobbyist since 1988. Tim a strong proponent of "proactive" relationships with legislature and government agencies. Leads efforts with public communication, media strategy. Senator Dick Durbin is close friend.

Thom Serafin is a strategist and consultant. Contacts with media, business and government. 20+ years in full service communications and public affairs strategy.

Tim works next to State Capitol. Sees the players daily. Politics is in his blood. Available 24/7; personal friends of three D.C. Congressmen. Regularly testifies in House and Senate Committees to prepare bill sponsors. Attends every legislative session in Springfield. State

Senate president John Cullerton's Chief-of-Staff and Speaker Madigan's Chief Assistant are lifelong friends that assist Tim in committee assignments.

Other: In 1995, represented state of Missouri before the National Base Realignment and Closure Committee.

Efforts successfully passed National Association of Mental Illness two bills.

Retained by Chatham, Illinois – instrumental in developing new water plant, helped pass a bill to allow Chatham a bond issue to make project feasible.

Peru, Illinois, requested \$1.5m for new 911 call center of state. Also aided in securing a \$256K IDNR grant for splash pad. Additionally, over \$2M of state money secured for Peru.

Tim currently working on pension reform for Peoria and work on LGDF.

References: Mayors of Peoria, Peru and Chatham listed. Not yet contacted.

### **MRH Solutions, TLC and ALS&A**

Team members: Matt Hughes, President; Ann L. Schneider, President Ann L. Schneider & Associates LLC; Jeff Torricelli, President Torricelli Lobbying and Consulting

Matt Hughes – Former IDOT CFO. Specializes in state, local and federal transportation development. Also Bureau Chief of Personnel Management at IDOT.

Ann Schneider – former Secretary of Transportation for Illinois, Chair of American Association of State Highway and Transportation Officials Standing Committee on Rail Transportation; Assistant State Comptroller for General Assembly. Working relationships with Officials at FRA, FAA, FHWA and USDOT.

Ann services: General Assembly lobbying, develop opportunity for infrastructure projects; advise on federal funding with STP; rail freight funding.

Jeff: 20+ years public sector experience working for State of Illinois with economic development focus and legislative matters. TLC has represented Ottawa, Centralia and Jacksonville in addition to enterprise zones in counties and municipalities. Jeff is former Senior Policy Advisor to IL- DCEO

All three to serve as principals, estimating 95% of the work to be done by Matt, Jeff and Ann.

References: Municipalities: Freeport, Moline, Centralia, Jacksonville

Research and prepare lobby proposals; Position Village to maximize state and fed funding opportunity; Promote Village legislative proposals; Monitor legislation

### **Rory Group**

Relationships with IDOT, City of Chicago, DuPage County, Tollway; Dan Cronin-DuPage County Chairman and Bob Schillerstrom, Former DuPage County Chairman, current partner at Ice Miller Legal Counsel Public Affairs Group focused on local and state government issues.

Provided specific partnerships and agency connections to the Village of Bensenville such as introductions to City of Chicago Commissioner of Department of Aviation, Ginger Evans; Illinois Tollway Board of Directors, Robert Schillerstrom; Greg Bedalov, Executive Director of Tollway Authority; Randy Blankenhorn, IDOT Secretary.

Tom Manion, Principal is Lead Consultant for Village spending 80-90% of time on contract. Nancy Kimme spends 25-35% time on contract. Nancy Kimme was Chief of Staff to Illinois Comptroller and key member of Governor Rauner's transition team. Former Legislative Affairs Manager of Metra, Chief of Staff at Illinois Treasurer's Office. Michael Brown, Vice President will be Support Consultant spending 50-60% of time on contract. Jeffery Palo, Project Administrator spending 60% of time on contract. Jacob Miller, Contract Lobbyist spending 25% of time on contract.

References: F.H. Paschen/S.N. Nielsen; Oracle Corp; Johnson Controls, Inc.; DuPage Water Commission; Reliable Asphalt

Scope:

- O'Hare Modernization Program: enforce fly quiet, expand residential sound insulation & noise abatement procedures
- Elgin O'Hare Expressway: minimize impact & maximize benefits to Village; secure interchanges; maximize economic benefits of the interchanges
- Sivert Property & the Illinois Tollway Authority: Create legislative strategy for parcel;
- Department of Commerce & Economic Opportunity Enterprise Zone
- Property Tax Freeze Proposal: monitor legislation
- Budget Implementation for FY2016 and FY2017: monitor LGDF legislation

Additional specific items: Worked with Village of Bensenville since 2009, assisted with

- Railroad grade separation at York and Irving Park Roads. Facilitated \$64m funding
- Metra quiet zone
- Tollway – relocation of Elgin-O-Hare maintenance garage
- Tollway – frontage roads and side street beautification along Elgin-O-Hare
- Airport – legislation to reduce noise level standards
- Partnerships & Agency Connections – introductions to: City of Chicago Commissioner of Department of Aviation, Ginger Evans; Illinois Tollway Board of Directors, Robert Schillerstrom; Greg Bedalov, Executive Director of Tollway Authority; Randy Blankenhorn, IDOT Secretary.
- Land parcel for Village Gateway; facilitated meeting with Christy Webber Landscapers.
- Tollway, IDOT, DuPage County
- Grant funding assistance.

### **The Roosevelt Group**

Team Proposal from three separate entities, but share common ownership. Offices in Chicago.

- The Roosevelt Group - government relations and strategy firm. Over 50 years in business.
- Reyes Kurson, Ltd. – law firm specializing in government relations and public-private partnerships. Experience in legislative drafting, administrative policy and municipal law.
- Compass – public affairs agency. Over 60 years' experience in community outreach, government affairs and media relations.

Victor Reyes: repeatedly selected as an Illinois Leading Lawyer in areas of governmental, municipal, lobbying and administrative law. Began career as assistant to former Chicago Mayor Richard Daley.

Michael Noonan: directed Lisa Madigan's first statewide race; served as member of Speaker Mike Madigan's staff.

Joe Farwell: attorney focused on business, real estate, mergers and acquisitions. Legislative committee member of Northwest Municipal conference.

Amy Kurson: attorney with focus in real estate and land use matters, environmental compliance and municipal law.

Gerald Alder, Kathryn Grosso- media relations

Team would assist Village with relationships in Springfield, Chicago, DuPage and Cook Counties.

References: Interstate JCDeaux, Illinois Restaurant Association and Enterprise Holding Company of Chicago

Maximize state and federal funding opportunities. Promote legislative proposals. Monitor legislation, arrange bill sponsorship.

Work Plan: O'Hare noise and EOWA – team will help Village protect residents and expand economic development.

O'Hare – suggests using Chicago Aviation department next round of lease negotiations with Airlines as a point to garner more money for Village as well as possible flight schedule changes.

Tollway: suggest dialogue with IDOT and DuPage County to secure state and county road improvements to service new EOWA access points.

Public Relations campaign during construction phases: website and public access channel.

Other:

Did work for IDOT for Community engagement strategy.

Cicero: secured \$7m from State for construction of natatorium.

DuPage County: secured funds from Illinois Tollway authority

### **Thomas J. Walsh Consulting**

Vast bi-partisan relationships in Illinois General Assembly, Governor's office and State agencies.

Thomas Walsh, Former Illinois House and Senate member. Lobbyist for 12 years.

Miguel Santiago, Former Illinois House member; Former City of Chicago Alderman. Lobbyist for local governments for over 17 years; Treasurer's Office of Cook County;

Cheryl Axley, Former Illinois Senate member, attorney and has held various local government offices over 12 years. State lobbyist for 8 years. Primarily represents local governments' interests. Currently services as Village of Hoffman Estates Hearing Adjudicator

All three are fully registered as State of Illinois Lobbyist. Each member is present at State Capitol every normal session day.

References: Dan Cronin, Mayors of Lyons, Franklin Park, Rosemont, Hoffman Estates, Urbana to name a few.

Maximize Village state and federal funding opportunities; Promote Village legislative proposals; Monitor and draft legislation; - review all legislation to determine pros and cons for Village

- attend committee hearings to identify issues: red light camera, Enterprise Zones, pension legislation, TIFs, annexation, video gaming, MFT, meeting conduct, local taxation, LGDF, etc.
- create legislative measures for Village to accomplish its goals
- ensure adequate funding in State budget process for IDOT and Illinois Tollway to continue.

Firm Lobbying Experience: currently represents

- AT&T Illinois
- Chicago Transit Authority
- City of Champaign
- City of Urbana

Additional:

- Worked to successfully override Governor's veto allowing non-home rule municipalities to increase their sales tax
- Worked to defeat prevailing wage legislation