

PORTERTM

**GOVERNMENT &
BUSINESS SOLUTIONS**

THE CITY OF HOLLYWOOD RFP RESPONSE

CONTENTS

Letter of Transmittal 2

Lobbyist's Qualification and Experience 3

Location of organization 3

Firm description including size and range 3

Specific experience on key City issues referred to in the City’s Federal Legislative Priorities List... 7

List of current clients..... 9

Successful grant grid 10

Additional information 10

Relationships, Resources and Capabilities..... 10

Lobbyist's Understanding and Approach to Scope of Work..... 11

Understanding of key issues to the City 11

How the requirements within the Scope of Work will be met 13

Plans to provide services on issues and subject areas outside the expertise of its team members, specifically those that may be identified in the legislative priorities 13

Plans to enhance the City’s position with respect to legislation and budgetary authorizations and appropriations 13

Plans to establish, maintain, and enhance working relationships between City elected officials and staff and the executive and legislative branches of the federal government 15

Summary of the Proposer's Fee Statement..... 15

Additional References 16

LETTER OF TRANSMITTAL

Porter Group would be honored to work with the City of Hollywood to build out a robust agenda in support of the City's federal goals, including the areas of high priority identified in the RFP scope and other impending issues forecasted in 2024 and beyond. As further demonstrated in this RFP response, Porter Group possesses the experience and ability to assist the City in identifying, monitoring, providing information, and analyzing each of the issues identified in the scope as high priority, among others. As detailed in the responses to this RFP every person identified as key personnel for this assignment has years of experience working on behalf of government, business, nonprofits, political entities, and/or in elected positions which makes them uniquely qualified to achieve the scope provided by the City. Decades of federal government service and nationwide consulting opportunities have afforded us access to a strong, bipartisan network of relationships across the country and a broad perspective on issues comparable to those highlighted in the RFP that uniformly affect most [projectcategory]s. Porter Group will utilize its highly developed networks and experience with national and regional entities, local and state governments, and other organizations across the country to provide service to the City.

The key personnel for this project will be Stephanie Walker, Senior Vice President. She is also the authorized signatory for this submission. She can be reached at 775-684-9821 or swalker@portergs.com.

Additionally authorized representatives include:

Congressman Porter, CEO: 702-630-1342 or jporter@portergs.com

Chris Porter, Executive Vice President: 702-595-2683 or cporter@portergs.com

Ben Rosenbaum, Vice President: 202-641-4669 or brosenbaum@portergs.com

Brian Bates, Director of Government Affairs: 703-489-9693, bbates@portergs.com

All of our team members are authorized representatives of the firm. So if there is a need for additional contact information, it can be provided as necessary.

LOBBYIST'S QUALIFICATION AND EXPERIENCE

LOCATION OF ORGANIZATION

Porter Group is licensed to do business in Nevada and Washington, D.C. and has primary offices in Washington, D.C. Additionally, Porter Group is registered as a foreign entity in the State of Florida and Congressman Jon Porter's primary residence is in Amelia Island, Florida and Senior Vice President Stephanie Walker's primary residence and physical working location is in Jacksonville, Florida. Porter Group belongs as Trustees to the Jacksonville Chamber of Commerce and is committed to deepening business connections to the greater Florida region.

In addition to these primary working locations, Porter Group has clients with headquarters and interests across the entire country including Virginia, Iowa, and North Carolina.

FIRM DESCRIPTION INCLUDING SIZE AND RANGE

Porter Group is a bipartisan strategic consulting, advocacy and lobbying firm with its primary location in Washington, D.C. It has had and continues to build upon a strong presence and identity in Washington, D.C. with a base of operations near the United States Capitol and legislative office buildings. The firm provides a unique mix of expertise in legislative and regulatory solutions, public policy, government and legislative advocacy/lobbying services, bipartisan coalition building, business development and communications management services, and has personnel with a depth of experience and relationships. Throughout the years, the firm has focused daily on federal government representation including significant work with the federal legislative and executive branches of government.

Porter Group was formed as a Nevada corporate entity by former Congressman Jon Porter in 2011. It operated initially as an affiliate of the law firm, Gordon and Silver. After the affiliated law firm disbanded in 2014, the firm was re-organized as a Nevada limited liability company and has been operating as such to the present. There are currently twelve members of the Porter Group team. Having enjoyed growth in its client base since 2011, Congressman Porter has increased the firm's operations through the strategic hiring and development of a core team of highly skilled policy and process experts and advocates, with bipartisan relationships.

Porter Group's mission, philosophy and culture is centered around building long-term client relationships through its tenacious focus on obtaining successful results for clients and detailed attention to client service. Therefore, the company has been highly successful in retaining clients it has served for successive years, which has added to the firm's stability and growth.

Porter Group team members have decades of collective federal policy, legislative and political experience among them. Porter team members have worked in a professional and expert capacity on virtually all major federal matters impacting the health, safety and social and economic well-being of the citizens and stakeholders of their clients including the full array of federal spending bills and other budgetary measures. Our team has a particularly strong expertise in federal funding/appropriations and also excels in many other areas such as transportation, infrastructure, public lands, labor/workforce development, defense, veterans issues, housing and healthcare. The team's background is wide-ranging. It includes, among other things, the experiences of a prior U.S. Congressman, state Senator and Mayor; former business owners and CEOs; attorneys; and government affairs professionals with Congressional staff service. Porter Group excels in its commitment to bipartisan relationship building and networking to ensure meaningful access to both parties in the Administration (including Executive agencies) and Congress. For an organization to be successful, it must commit to maintaining bipartisan priorities which can appeal to a wide array of legislators and policymakers.

Congressman Porter, as the firm's leader, maintains an extensive network of colleagues with whom he served in Congress from both sides of the aisle and has continued to build and nurture bipartisan relationships and work closely and professionally with legislators, long-standing or newer. This is evidenced by the close relationships he enjoys with multiple members of Congress. He has instilled the commitment to bipartisan representation across the Porter team as one of the most important tenets underlying the culture of the firm. In steadfast practice, the entire team seeks out extensive bipartisan network building opportunities, spanning from the cultivation of business relationships to social and volunteer activities, and has been successful in expanding working relationships that are utilized continuously on behalf of clients. We have sponsored and hosted at our offices numerous State Society events, fundraising events for Members of Congress, receptions for organizations, individual local governments and government agencies, chambers of commerce and economic development organizations, and other entities to which we invite a number of relevant, key decision makers from Capitol Hill and the Administration.

Each member of the Porter Group team has extensive knowledge of, work experience and working relationships with multiple members of Congress. We work regularly in efforts to build cooperative and collaborative relationships and alliances among relevant organizations. Porter team members also have served and continue to serve on boards, councils and commissions.

Attached are the resumes for Congressman Porter, Stephanie Walker, Brian Bates, Ben Rosenbaum, Rachel Layher, and Haydyn Hendricks who will be taking the lead on the City with Stephanie Walker as the primary. Below see brief descriptions of the qualifications for our entire team who will all work together to serve the best interests of the City.

The Honorable Jon C. Porter, CEO, as a former Member of the U.S. House of Representatives, he served on the powerful Committees on Ways and Means and Transportation and Infrastructure and its Subcommittee on Aviation and Rail. He was also the Chairman of the Subcommittee on the Federal Workforce and served as Co-Chairman of the U.S. Congressional Travel and Tourism Caucus. Congressman Porter accomplished many successful projects for clients, including improvements in and funding for air traffic control, transportation, construction, and other projects. Clients benefit greatly from Congressman Porter's knowledge of Washington, D.C. and local systems, his keen political insights and knowledge, and his bipartisan network of local, state, regional, national, and international relationships with key business leaders, government and elected officials, government agencies, and decision-makers within Congress and the federal government. Congressman Porter handles all manner of work in areas such as technology, transportation, economic development, public lands, infrastructure, travel and tourism, aviation, insurance, health care, energy, defense, education, media and communications, and gaming, on behalf of domestic and international businesses as well as public agencies and professional organizations, including local governments, regional transportation agencies and airports, convention authorities, business and trade associations, and nonprofits.

J. Chris Porter, Executive Vice President, brings extensive knowledge to Porter Group's economic development, technology, health care, education and workforce, financial services, transportation, and infrastructure practices. He works directly with city, state, and federal lawmakers, government agencies, and business organizations to help clients execute federal priorities. Chris has also developed strong working relationships with many local, state, and national associations such as the Congressional Western Caucus, National League of Cities, National Association of Counties, United States Conference of Mayors, National Governors Association, and Western Governors' Association. He also has gained considerable expertise and success in obtaining federal dollars in the form of appropriations, Community Project Funding (CPF), grant funding, and other Congressional support.

Stephanie Walker, Senior Vice President has a special expertise in the appropriations process having served as Legislative Director for a member of the House Appropriations Committee. She has helped secure millions of dollars in federal funds for clients. With over 15 years of experience working with Congress, she has deep institutional knowledge of key policy areas including, without limitation, health care, public lands, water and other natural resources, tourism, economic development, and labor/workforce. Stephanie's success is bolstered by her keen instincts and insights when it comes to Capitol Hill strategy and the ability to guide clients on both policy goals and political realities.

Benjamin J. Rosenbaum, Vice President, joined the Porter Group in 2021 with nearly fifteen years on Capitol Hill working in leadership roles for two prominent Members of Congress, including as Deputy Chief of Staff for Congresswoman Dina Titus. In those roles, Ben served as a senior staff member on the House Transportation and Infrastructure Committee including the Subcommittee on Economic Development, Public Buildings and Emergency Management. A veteran of transportation policy, Ben has worked on every major infrastructure authorization bill since 2009 setting the programs and policies of various Department of Transportation agencies including the Federal Highway Administration, Federal Railroad Administration, Federal Aviation Administration, the Federal Transit Administration, and the U.S. Army Corps of Engineers. As staff director of the Congressional Travel and Tourism Caucus, Ben has a deep understanding of the link between tourism and economic development. Ben has extensive knowledge of the annual appropriations process, homeland security and emergency management, public lands and natural resources, and other issues areas important to states and municipalities.

Nathan Fiala brings extensive expertise in the defense industrial base, strategic minerals, small business, infrastructure, economic development, and the legislative process. With nearly a decade of experience, including a pivotal role with the Office of the Assistant Secretary of Defense for Acquisitions at the Department of Defense, Nathan possesses specialized knowledge in defense-related issues. He has a proven track record of working closely with key House and Senate committees, including Appropriations and Armed Services. Additionally, Nathan has substantial experience collaborating directly with cities, counties, and government agencies to secure federal appropriations and grant funding for economic development projects and local business initiatives.

Rachel Layher, Director of Operations leads all logistics and coordination efforts Washington D.C. visits and other event-related or operational duties. She has gained a stellar reputation in Washington, D.C. and among our clients for her collaborative work with Members of Congress and their staff, as well as the Administration and its agencies, with more than a decade of combined experience on Capitol Hill and with Porter Group. She understands how both Members of Congress and their staff, as well as the Administration and its agencies, with more than a decade of combined experience on Capitol Hill and with Porter Group. She understands how both Members of Congress and their staff, as well as the Administration and its agencies, think and function, which is essential when working in and around Capitol Hill. She oversees the planning and execution of client fly-ins, meetings, and events ranging in size and scale from a dozen attendees to more than 1000.

Brian Bates, Director of Federal Government Affairs, has extensive experience with infrastructure, health care, financial services, oversight, telecommunications, small business, and the legislative process, and has worked closely with the House Committees on Transportation and Infrastructure, Oversight, and

Science, Space and Technology. Brian has served with multiple Members of Congress in positions of staff leadership where he gained an in-depth knowledge of the appropriations and Community Project Funding (CPF) process, an expertise he utilizes to help secure federal funds for economic and community development. He also provides a wealth of knowledge and experience for Porter Group's transportation and local government practice.

Haydyn Hendricks, Government Affairs Analyst, joined the Porter Group in 2023 after the completion of graduate school that focused on public policy. While in school, he was able to gain valuable experience in a variety of policy areas interning in Congresswoman Sylvia Garcia's office; in addition to a background in international relations, research projects and client-focused objectives regarding transportation, energy, and rural development at the Porter Group has supplemented this versatility. Haydyn also assists with operational duties including calendar management for staff and external meetings for clients, in addition to assisting with the facilitation of event management for client fly-ins.

SPECIFIC EXPERIENCE ON KEY CITY ISSUES REFERRED TO IN THE CITY'S FEDERAL LEGISLATIVE PRIORITIES LIST

Porter Group has a deep history in the policy and issue areas of importance to the City. Our team has worked extensively with the Bureau of Indian Affairs, Department of Commerce, Department of Housing and Urban Development, Department of Transportation, Environmental Protection Agency, Federal Emergency Management Agency, Federal Highway Administration, Federal Railroad Administration, Fish and Wildlife Services, National Park Service, National Weather Service and the U.S. Postal Service either through experience working on Capitol Hill or with other clients.

In particular in regard to the Department of Transportation, Congressman Porter has a unique appreciation for the importance of transportation policy. Having served on the Nevada State Senate Committee on Transportation while a Nevada Senator, and the U.S. House Committees on Transportation and Infrastructure and Ways and Means while in Congress. In addition, multiple Porter Group staff members have worked for Members of Congress on key Committees including the House Committee on Transportation and Infrastructure, the House Committee on Ways and Means, and the Senate Committee on Environment and Public Works. As such, issues of transportation and infrastructure have been a significant focus of Porter Group's practice. Having been involved in the development and passage of a series of multi-year bills authorizing the programs and policies of the Department of Transportation and a deep understanding of the needs of the City, Porter Group is especially well placed to advocate for resources to support continued build-out of the State's transportation network whether that be expanding highways, improving transit services, investing in airport infrastructure, or supporting the development of high-speed passenger rail service. Porter Group currently represents multiple regional transportation authorities which gives our team unique insight into working with the Department of Transportation and regular issues which occur for local governments regarding federal transportation funding and policy.

Porter Group has a proven track record in securing federal funding for housing and related projects. For instance, we helped secure \$12 million for Washoe County's state-of-the-art campus for the unhoused community. Additionally, we obtained \$4 million for the City of Henderson to build a new navigation center serving those experiencing, or at-risk of, homelessness. Our expertise extends to supporting grant processes, including securing Congressional letters of support and partnering with client grant writers.

In addition, we have had success in supporting more unique housing issues for our local government clients, including elevating a particular HUD project for a city client to the level of the Secretary and resolving a workforce housing dilemma through the reclassification of federal land use.

Porter Group has vast experience in natural resources and the environment. Our firm has a close relationship with the Congressional Western Caucus which focuses predominately on issues and policies relating to the physical environment including, but not limited to, land use, environmental protection, and agriculture.

While working for a member of Congress, our Senior Vice President, Stephanie Walker, worked extensively on public lands and natural resources and continues to work in-depth on that policy area with an understanding of the key decision makers and benchmarks necessary to move land and resources related legislation. She has extensive working knowledge of all the natural resources, land and environmental protection agencies including Fish and Wildlife and the National Park Service. Additionally she has lengthy experience working with the Department of Interior including directly with the Bureau of Indian Affairs on matters ranging from law enforcement to gaming to long-term land leases.

Our firm has also worked closely with clients in natural disaster areas, including wild fire and flood and other challenges regarding natural disaster assistance and policy including through FEMA. We have worked on chronic flooding issues for other municipal clients through FEMA funded solutions.

Porter Group also has a long history working with the U.S. Postal Service including securing a new zip code for local government client and in fighting the move of a processing center from another client's area of jurisdiction. Due to it's pseudo private nature, Porter Group knows how difficult matters pertaining to the Postal Service can be and the level of escalation necessary to move priorities in this regard.

Porter Group's breadth and length of experience lends itself to be prepared to serve the City on any policy and issue areas that may arise regardless of who is sitting in the White House or in the relevant Congressional seats.

LIST OF CURRENT CLIENTS

See below a list of our current clients:

American Bakers Association
Balanced Rock Power
Bendito Resources
California/Nevada Credit Unions
Carson City
City of Ely
City of Fallon
City of Henderson
City of North Las Vegas
City of Sparks (as of Dec 1, 2024)
Coleridge Initiative
EO Solutions
Growth Holdings
Honeywell/Rocky Research
ICARUS

Inter-Coastal Electronics
L3 Harris
Lander County
Las Vegas Global Economic Alliance
Lulius
Lyon County
MiT Systems
MMESA 319
National Automatic Merchandising Association (NAMA)
Nevada Broadcasters Association
Nevada Northern Railway Foundation
Roseman University
Reno-Sparks Convention and Visitors Authority
Regional Transportation Authority of Southern Nevada
Regional Transportation Authority of Washoe County
Ruby Vista Ranch
SourceAmerica
Storey County
State Use Programs Association (SUPRA)
Vegas Chamber
Washoe County

SUCCESSFUL GRANT GRID

Porter Group has assisted its clients in applying for grants over its many years of operation through communication with the agencies of jurisdiction and through the securing of Congressional support. We have not kept an extensive record of every grant for which we have secured a letter of support or meeting with an agency for our clients over the years. We would be happy to keep such a record for the City. However, we have kept extensive records of the Community Project Funding we have successfully assisted our clients in applying for and in securing a request from their Senators or Member of Congress to the Committees of jurisdiction. A grid of those successes is attached as attachment A.

ADDITIONAL INFORMATION

Porter Group has not had any litigation filed against the firm at any time. Porter Group's primary office location is in Washington, D.C. at 101 Constitution Ave NW, Washington, DC 20001. We also have a secondary office location in Washington, D.C. at 428 New Jersey Ave SE, Washington, DC 20003.

RELATIONSHIPS, RESOURCES AND CAPABILITIES

Porter Group offers the City a robust suite of resources and expertise designed to advance your objectives. Our team, consisting of 12 professionals and led by a former Member of Congress, brings deep legislative knowledge and strategic acumen to your advocacy efforts.

Strategically located just steps from the House and Senate office buildings, our Washington, D.C. office provides the City with direct and convenient access to key policymakers. We offer high-quality, centrally located meeting spaces to facilitate your important discussions and engagements in the nation's capital.

Porter Group's distinctive advantage lies in our integration of policy advocacy with comprehensive event planning and management. We are adept at orchestrating a wide variety of events, including large-scale fly-ins, conferences, intimate networking dinners, strategic meetings, and targeted fundraising activities. Our dedicated team ensures that each event is tailored to meet the City's specific goals and maximizes its impact.

As described in section 2.2, Porter Group's team has a long history working in and around Capitol Hill including Congressman Porter's service as a Member of Congress. With our wide range of clients, we have had the necessity and opportunity to meet with and grow relationships with a broad array of the Florida Congressional delegation. This includes working relationships with those who represent the City directly such as Congresswoman Debbie Wasserman Schultz who served in Congress with Congressman Porter and Congresswoman Frederica Wilson. Porter Group has had active relationships with both of Florida's Senators and is confident in our ability to maintain those relationships going forward.

Beyond the Florida delegation, Porter Group has long established relationships with those working in the administration and those who are likely to work in future administrations of either party. Where we don't have an immediate contact, we take steps to ensure introductions and to make appropriate inroads.

LOBBYIST'S UNDERSTANDING AND APPROACH TO SCOPE OF WORK

UNDERSTANDING OF KEY ISSUES TO THE CITY

As described throughout the above proposal and particularly in section 2.3, Porter Group deeply understands policy and issues important to the City]. Our team has worked extensively with agencies such as the BIA, Commerce, HUD, DOT, EPA, FEMA, FHWA, FRA, USFWS, NPS, NWS, and the U.S. Postal Service.

In her time on Captiol Hill, Stephanie Walker our Senior Vice President who would be the key personnel for the City worked extensively on all things related to natural resources and Interior including BIA, EPA, USFWS and NPS. She and the rest of our firm (particularly Ben Rosenbaum and Brian Bates) have worked with all of these agencies on issues related to law enforcement, land use, historic sites, water, brownfield sites and beyond.

In addition to Congressman Porter's extensive knowledge on transportation policy and DOT having served on the House Committee on Transportation, Ben Rosenbaum and Brian Bates both served directly to committees of jurisdiction regarding transportation and infrastructure including both DOT and HUD. They have both successfully worked projects for [projectcategory] relating to infrastructure issues including housing, public transportation, and highways. Further, Porter Group currently represents a railway and has particular working knowledge of rail policy and regulators.

Through work on flooding and wildfires, Porter Group has a well established relationship with FEMA and is aware that the issue of hurricanes and weather related emergencies are of major concern to all Florida cities including the City of Hollywood. Porter Group is knowledgeable on how to engage FEMA in regard to ongoing emergencies and is prepared to assist the City in this capacity or any others as these issues arise.

Having worked with organizations and communities who rely on tourism for their thriving economies, Porter Group has unique experience with the Department of Commerce particularly in their tourism space. And finally, Porter Group has worked on issues with the U.S. Postal Service in multiple capacities and has in the past escalated a client postal service issue all the way to the White House. While this level of escalation is highly dependent on circumstances and who the current President may be, Porter Group knows how to keep Postal Service issues top of mind and aimed toward resolution.

HOW THE REQUIREMENTS WITHIN THE SCOPE OF WORK WILL BE MET

Porter Group utilizes a multi-dimensional approach to representation involving all necessary components to carry out a successful client plan, including the delivery of strategy, political, policy and technical consulting and expertise, combined with high-impact messaging and proactive advocacy and lobbying, utilizing the advantages of long-standing relationships. Porter Group's greatest strengths are its ability to work collaboratively, closely and in frequent communication with clients to strategically assess, evaluate and develop complex public policy priorities and approaches; influence legislative and government action through advocacy; and help clients build relationships and partnerships with third parties to help advance their goals. In furtherance of these major tenets, members of our firm possess strong policy backgrounds and deep institutional and current working knowledge of relevant issues. To serve its clients, Porter Group maximizes an efficient use of its exceptional team skills and, importantly, uses the access that team members have to a large bipartisan network of federal and state relationships developed over the years with key elected officials and their staffs, as well as relevant departments, agencies, and administrations.

Our next-generation culture and approach are also critical elements of the commitment we have to clients and the successes we help them achieve. We host events and fly-ins for our clients with key decision makers and work on building and strengthening relationships every day with Members of Congress and their staffs, as well as agency leadership and staff. Porter Group will continue to utilize these and other vehicles to create opportunities for the City to meet with key decision makers and influencers to educate them about the City operations and challenges and to enhance the City presence. As part of that effort, Porter Group will coordinate meetings with Members of Congress and staff, federal agencies, and Administration officials as needed and advisable to advance the City goals.

PLANS TO PROVIDE SERVICES ON ISSUES AND SUBJECT AREAS OUTSIDE THE EXPERTISE OF ITS TEAM MEMBERS, SPECIFICALLY THOSE THAT MAY BE IDENTIFIED IN THE LEGISLATIVE PRIORITIES

Where issues may arise for the City with which Porter Group is less familiar, our firm has a network of friends and colleagues who have knowledge of every possible issue area and subject. We lean on these relationships daily and have yet to meet a policy challenge we could not address. Porter Group is confident in our ability to connect the City with any relevant expert or resource to continue forward on more niche or difficult projects.

PLANS TO ENHANCE THE CITY'S POSITION WITH RESPECT TO LEGISLATION AND BUDGETARY AUTHORIZATIONS AND APPROPRIATIONS

Porter Group has a track record of success in directed appropriations for eligible clients. Senior Vice President, Stephanie Walker served as Legislative Director for a member of the House Appropriations Committee before joining the Porter Group team and even prior to the restoration of 'community project funding/community directed spending' (CPF) helped implement best practices for to optimize appropriations advocacy. In the three years since CPFs have been restored, Porter Group has partnered with clients to secure over \$200 million dollars in directed appropriations from Congress.

Where Porter Group has been the most successful in CPF has been in our work with local governments and government entities including cities and counties. For example, one of the first awards Porter Group helped to secure the first year which CPFs were restored was \$12 million for Washoe County's state-of-the-art campus for the unhoused community. Since then, with the assistance of Porter Group Washoe County has received over \$8 million in additional funding for numerous projects including stormwater management, emergency flooding, law enforcement, and human services.

Other key CPF successes which Porter Group has helped client's in securing include:

- \$2.64 million for the City of Henderson to upgrade their emergency dispatch consoles.
- \$4 million for the City of Henderson to build a new navigation center serving those experiencing, or at-risk of, homelessness.
- Over \$2 million for the Eldorado Valley Regional Public Safety Training Facility, a multi-jurisdictional police, firefighter, emergency medical response, and tactical team training facility operated by the City of Henderson and Boulder City, Nevada.
- \$3.5 million for the Regional Transportation Commission of Southern Nevada for Pedestrian Collision Avoidance System for 350 transit vehicles to improve safety for pedestrians, cyclists, and transit riders through real-time alerts for drivers.
- 911,000 for the Reno-Tahoe International Airport for the purchase of a new emergency and fire response vehicle.

In addition to CPF, Porter Group has successfully provide support to the grant process for many clients including securing Congressional letters of support and supporting related grant activities in partnership with client grant writers and professionals. These successes have included:

- \$7 million competitive grant from the Federal Aviation Administration for the Reno-Tahoe International Airport's terminal modernization efforts

- \$25 million Rebuilding American Infrastructure with Sustainability and Equity (RAISE) grant for the Regional Transportation Commission of Washoe County for the reconstruction of Lemmon Drive to address flooding concerns and ensure connectivity for underserved residential communities
- \$149.9 million under the Capital Investment Grant program for the Regional Transportation Commission of Southern Nevada as part of the Maryland Parkway Bus Rapid Transit project

Porter Group works without clients each step of the way. We assist our clients in selecting projects which have the best chance of success and in building applications which answer the questions Congressional offices and committee level decision makers will ask in determining the best use of their limited funding allotments. We ensure advocacy and communication with Congressional offices is optimally timed and that our clients applications are set up to the best extend possible for consideration and success.

PLANS TO ESTABLISH, MAINTAIN, AND ENHANCE WORKING RELATIONSHIPS BETWEEN CITY ELECTED OFFICIALS AND STAFF AND THE EXECUTIVE AND LEGISLATIVE BRANCHES OF THE FEDERAL GOVERNMENT

Porter Group believes a front-end approach and framework are essential to laying groundwork for the advocacy and lobbying effort. As such, when Porter Group takes on a new client, it normally performs a joint assessment to develop a plan with targeted strategies, tactics, and timelines to achieve desired outcomes. We then initiate the identified projects and prioritized plans, bringing our bipartisan relationships to the table and using next generation lobbying approaches to implement plans and execute client strategies, as discussed above. Along the way, we continuously review progress and modify strategies as needed to align with desired outcomes.

Always, Porter Group will work with key legislative and government officials and their staffs, as well as applicable departments, agencies, and White House personnel to advance the matters identified as objectives and priorities. Throughout, Porter Group will provide strategic guidance and play a key role in the overall advocacy/lobbying effort. Further, we will continue to provide political perspectives and updates of relevant legislative matters, administration and agency activities, hearings, as well as programs and grant opportunities. Porter Group also will its create opportunities for the City to strengthen visibility with government officials.

SUMMARY OF THE PROPOSER'S FEE STATEMENT

For the services identified in the scope of work Porter Group would request a fee of \$75,000 annually.

ADDITIONAL REFERENCES

Attached are three references from:

1. The City of North Las Vegas
2. Storey County
3. The City of Ely