


TO: BOARD OF DIRECTORS  
FROM: BRUCE BUEL   
DATE: SEPT. 7, 2007

**AGENDA ITEM**  
**E-1**  
**SEPT. 12, 2007**

**RETAIN LOBBYIST TO ASSIST IN SECURING FEDERAL FUNDING FOR SWP**

**ITEM**

Consider execution of agreement with Marlowe and Company to assist in securing Federal funding for supplemental water project [RECOMMEND ADOPTION].

**BACKGROUND**

The adopted FY07-08 Budget includes a \$50,000 line item to pay for the FY07-08 cost of retaining a lobbyist to assist in securing federal funding for NCSD's Supplemental Water Project. To implement this line item, staff circulated the attached RFP to four firms specializing in federal funding procurement. Three firms responded (copies previously supplied to the Board). Of the three responding firms, the firm that has the lowest cost quote and is the most responsive is Marlowe and Company. As detailed in Marlowe's attached proposal, Marlowe is willing to assist NCSD secure Federal Funding at a fixed cost of \$4,500 per month for an initial term of 14 months. Should Marlowe start on November 1, 2007 and work through December 31, 2008, NCSD would pay Marlowe \$63,000 (\$36,000 in FY07-08 and \$27,000 in FY08-09) excluding actual out-of-pocket expenses.

**RECOMMENDATION**

Staff believes that retention of Marlowe could yield more Federal Funds than NCSD's out-of-pocket cost and that it is unlikely that NCSD could secure these funds without the aid of a knowledgeable lobbyist. Staff recommends that your Honorable Board authorize the President to enter into a 14-month agreement with Marlowe at a fixed cost of \$63,000, of which, \$36,000 would come from the FY07-08 budget and \$27,000 would come from the FY08-09 budget.

**ATTACHMENTS**

- NCSD Request for Proposal
- Marlowe Proposal

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# NIPOMO COMMUNITY

## BOARD MEMBERS

MICHAEL WINN, PRESIDENT  
LARRY VIERHEILIG, VICE PRESIDENT  
CLIFFORD TROTTER, DIRECTOR  
ED EBY, DIRECTOR  
JIM HARRISON, DIRECTOR



# SERVICES DISTRICT

## STAFF

BRUCE BUEL, GENERAL MANAGER  
LISA BOGNUDA, ASSISTANT ADMINISTRATOR  
JON SEITZ, GENERAL COUNSEL

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July 3, 2007

Greg Burns  
Marlowe & Company  
1667 K Street, NW  
Washington, DC 20006

**SUBJECT:** FEDERAL FUNDING PROCUREMENT RFP FOR NCSD SUPPLEMENTAL WATER PROJECT

Dear Greg

Nipomo Community Services District ("NCSD") intends to develop a supplemental water project to alleviate the threat of sea water intrusion into the Nipomo Mesa Management Area (NMMA). NCSD's supplemental water project is intended to satisfy the District's obligation to import at least 2,500 acre feet of water per year pursuant to the Stipulated Judgment dismissing the Santa Maria Groundwater Basin water rights litigation of which the NMMA is a part. NCSD has not yet selected a specific project, but it has retained Boyle Engineering to evaluate alternatives and to recommend short-term and long-term options. The NCSD Board of Directors is expected to pick a project in early October.

This Request for Proposal (RFP) solicits proposals from qualified federal lobbying firms to assist NCSD in securing federal funding to offset the cost of the supplemental water project to NCSD's water rate payers. NCSD hopes to secure a State and Tribal Assistance Grant (STAG) in Federal Fiscal Year 2008-2009 and in subsequent years. NCSD would also like to approach the U. S. Bureau of Reclamation regarding the possibility of a subsequent appropriation for the project. NCSD is not interested in pursuing WRDA funding.

The term of this assignment would be from November 2007 through December 2008, with the possibility of subsequent assignments if the 2007-2008 engagement was satisfactory to NCSD.

## SERVICES REQUESTED

The District requires federal lobby services to:

- Develop an overall plan and time schedule for this 2007-2008 assignment;
- Develop an description of NCSD's Supplemental Water Project for lobbying;



- Develop a contact list of House Members, Senators, and respective staff; EPA staff members and House and Senate Committee Staffers responsible for STAG; and Bureau and House and Senate Committee Staffers responsible for Bureau funding;
- Make initial contacts with key staff members to advise these staff members of NCSD's Project;
- Arrange for NCSD's President and General Manager to visit the House Members, Senators, EPA representatives, Bureau representatives and Committee Staffers to discuss NCSD's Supplemental Water Project;
- Assist in listing NCSD's Supplemental Water Project as an earmark in the House and the Senate version of the STAG Funding Bill;
- Track the progress of the respective bills and provide input and support as needed to secure adoption of the funding;
- Develop a submittal projecting the feasibility and process for securing a Bureau appropriation for NCSD's Supplemental Water Project;
- Interact with the General Manager as necessary to achieve NCSD's objectives;
- Submit Monthly progress reports along with the invoices documenting the firm's efforts on NCSD's behalf.

### **PROPOSAL REQUIREMENTS**

Ten copies of the proposal package must be received by NCSD in a sealed envelope by 3 pm on Friday 8/3/07 to be considered. The exterior of the envelope must identify the proposal as "NCSD - Supplemental Water Project Services Proposal". Faxes, E-Mails, proposals not enclosed in a sealed/labeled envelope, and proposals received after 4pm on Friday 8/3/07 will be returned to the submitter. The main proposal shall be limited to 20 pages, with the exception of resumes and project lists, and include as a minimum the following:

1. Introduction
  - Provide a cover letter and executive summary
  - Present your understanding of the Project and the services requested
  - Discuss any proposed scope amendments and alternatives
  - Briefly discuss the team's qualifications
2. Scope of Services and Timeline
  - Detail your proposed approach to the assignment
  - Describe your proposed timeline for execution of the requested services
3. Personnel
  - Identify and define the experience of the design team leader and provide resume
  - Indicate the location of each team member and identify where work will be done;
  - Include an organization chart depicting the name and position of all team members including employees of sub-consultants and provide resumes
  - Describe the role of each team member

4. Cost

- Provide a not to exceed budget for the initial term for direct services
- Provide an estimate of NCSD costs related to lobbying in addition to direct services
- Provide a schedule of charges for the firm

5. Experience

- Describe your teams experience with procurement of federal funding for local projects.
- Describe your historic ratio of sponsor funds spent verses federal funds procured

6. References

- Provide references for projects of similar scope and nature performed within the past five years;
- List the client's name, address, and a description of the work performed. Include the name, phone, and e-mail for the client's key contact on the project.

7. Signature

- The proposal shall be signed by an official authorized to bind the firm and shall contain a statement that the proposal is valid for ninety (90) Days.

### **SELECTION PROCESS**

District will screen proposals and select a short list for interviews. Interviews are tentatively scheduled for late August. The Board is tentatively scheduled to select a firm for negotiation at its September 12, 2007 meeting. Assuming the negotiation with the top ranked firm is successful, consideration of the agreement by the District Board is tentatively scheduled for October 10, 2007.

### **PROPOSAL EVALUATION**

Proposals will be evaluated on the following:

- Responsiveness to Request for Proposal
- Team Qualifications and Expertise
- Prior Experience in Providing similar services to CA Local Government
- Cost
- References



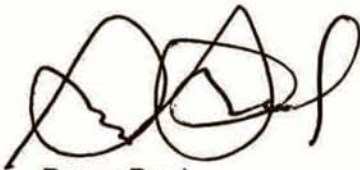
**Notes:**

This is a time sensitive project. The District requires prompt attention to these matters. The District uses a standard consulting agreement for all engineering services. District reserves the right to reject all submittals and/or re-open submittals at its discretion. District reserves the right to negotiate with lesser ranked firms if the negotiation with the top ranked firm is unsuccessful. The submitter retains no interest in the proposal once received by District.

For more information on the project or this RFP, contact NCSD Project Assistant Bruce Buel at 805-929-1133 or [bbuel@NCSD.CA.GOV](mailto:bbuel@NCSD.CA.GOV)

Sincerely,

NIPOMO COMMUNITY SERVICES DISTRICT

A handwritten signature in black ink, appearing to be 'Bruce Buel', written over a printed name and title.

Bruce Buel  
General Manager

CC: Board  
File

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# MARLOWE & COMPANY

Government Affairs Consultants  
Washington, DC

August 2, 2007

Bruce Buel  
General Manager  
Nipomo Community Services District  
148 South Wilson Street  
Nipomo, CA 93444-0326

Dear Mr. Buel:

Thank you very much for the opportunity to meet with you on April 5<sup>th</sup> and again on June 6<sup>th</sup> in Nipomo to discuss how we can help the Nipomo Community Services District with securing federal funding for the District's supplemental water project. I have appreciated our continuing conversation and hope we have the opportunity to work on your behalf.

This letter serves to inform the Nipomo Community Services District (NCSD) that Marlowe & Company, LLC proposes to provide NCSD with complete and comprehensive federal government affairs representation, including — but not limited to — direct lobbying services, strategic planning, a constant flow of information and analysis of federal events, briefings, and other aid for the effective achievement of goals set by the District in coordination with Marlowe & Company.

For more than two decades, Marlowe & Company has provided effective, results-driven representation in Washington, D.C. for government entities from across the country, including several in California. Our clients value our distinctive service, which is built on a solid foundation of knowledge and results. At the heart of every relationship with our clients is the personalized service that makes Marlowe & Company unique in Washington. We provide the level of attention and advocacy that you need in order to succeed in today's competitive environment.

Marlowe & Company's sole commitment is to serving public entities. We know how important it is for government officials to show taxpayers that their investment in federal legislative consulting services has paid off. Therefore, we operate with a level of transparency that enables our clients to know what we are doing on their behalf while being effective partners in our work. We also know the many pressures faced by

government staff and are used to taking work off their hands, not adding more work to their burdened days.

We are a firm with a 23-year record of accomplishment and credibility whose size enables us to treat each of our clients as the most important client we serve. At the same time, we have the experience necessary to cover a breadth of issues including water resources, economic development, surface transportation, environmental preservation, and public safety issues with a level of personalized service that is unmatched by other firms. We currently have over 40 government entities as clients and consider it a niche we are proud to represent and in which we are especially proficient.

Our success rate exceeds 90 percent on local government appropriations requests, and in Fiscal Year 2006, we returned over \$145 million for our clients, an average return of \$140 for every dollar invested in our services.

Thank you very much for the opportunity to present this proposal. Please let me know if you have any questions or need additional information.

Sincerely,

A handwritten signature in black ink, appearing to read 'GD Burns', with a long horizontal flourish extending to the right.

Gregory D. Burns  
Principal



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# **1) Marlowe & Company Introduction**

## **Executive Summary**

Marlowe & Company has a wealth of experience serving municipal, local, and regional government entities, primarily in the areas of water resources, economic development, surface transportation, environmental preservation, and aviation. We currently have over 40 government entities as clients and consider it a niche we are proud to represent and in which we are especially proficient.

We provide valuable representation for our clients to highlight their interests for the legislators who are important to them. Our firm has been highly successful in helping our clients utilize Congress to achieve their goals, whether that means securing funding for important infrastructure projects, working with Congress and federal agencies to solve policy problems, or ensuring our clients' views are heard via congressional testimony. Our work with Congress only tells half the story, though. Marlowe & Company has experience working with a large segment of the Executive Branch, including the White House, the Corps of Engineers, the Environmental Protection Agency, the Bureau of Reclamation, the Department of Interior, the Federal Highway Administration, the Federal Aviation Administration, and the Fish and Wildlife Service.

We engage these agencies at all levels, from the Department head to the regional and local levels. Our strong relationship with these agencies helps us smooth implementation of federal projects for our clients, as well as keeping us "in the know" on special funding opportunities for localities. Quite often, misunderstandings and misrepresentations between different levels of government lead to problems. The measure of our success will not only be in dollars obtained, but also in time saved and costs reduced.

## **Marlowe & Company Profile**

Of all the high stakes challenges facing our country, developing and maintaining funding sources for your priorities may be the most difficult. You want solutions now, not years down the road. Yet the costs involved are typically far beyond the ability of one single entity to shoulder alone.

At Marlowe & Company, we have been helping officials and groups from across the country succeed at meeting their challenges since 1984. We apply a combination of a broad understanding about government processes, an ability to build and mobilize powerful coalitions, and effective advocacy efforts before elected officials and their staffs, regulators, and others.

We are proud of the results we deliver to our clients, including passage of vital legislation, securing appropriations of federal funds for local projects, overcoming obstacles with federal agencies, and a host of other outcomes. With a success rate of over



90 percent, we are more than a strategic extension of our clients in Washington – we are their go-to resource for key issues affecting their community.

**Service:** At the heart of our philosophy is our dedication to providing you with the attention and service you deserve. We know how important these issues are to you, so we keep you up-to-date on all the latest developments. In Washington, situations are often volatile and can change overnight. To help you take advantage of the process, we make sure you know exactly what is going on – without bogging you down with minor details. And with our tight-knit team approach, you can be sure a staff member who is knowledgeable about your issues will be available when you need us.

**Knowledge:** Developing federal support for your issues can be a confusing and frustrating task, unless you know how the system works – and the key individuals involved. Each staff member of Marlowe & Company working on your project brings to bear years of personal experience on Capitol Hill. In addition, we have strong professional relationships with staff at the White House and a long list of federal agencies.

**Results:** From securing hundreds of millions of dollars in federal appropriations, to getting legislation passed that overturned a U.S. Supreme Court decision, to taking a lead role in negotiating a major authorization bill, we do what it takes to help you achieve your goals. We have earned the respect and trust of members of Congress and their staffs as a reliable resource for helping them understand their constituents' issues. The bottom line? We do not stop until your needs are completely addressed, whether in the form of funding, legislation, or other remedies.

## **Project Discussion – the NCS D Supplemental Water Project**

From our preliminary discussions with the Nipomo Community Services District on April 5<sup>th</sup> and then again on June 6<sup>th</sup>, we understand that the Nipomo area is expecting significant population growth but lacks the proper water infrastructure necessary to meet projected demand.

Since our meetings, we have followed this issue and some of the project proposals as the NCS D has moved forward with its exploration of possible options. Because we work for the City of Santa Maria, we became aware of the plans to pipe water to Nipomo from Santa Maria. When that plan was rejected as estimates rose to \$26 million for construction of the pipeline, we continued to follow the issue as the NCS D pursued alternative options under the advisement of Boyle Engineering. We were pleased to read of the May presentation reporting that for the time being, the Nipomo Mesa Management Area remains free of salt water intrusion.

Regardless of the final project the NCS D chooses to help solve its water issues, the project will be a strong candidate for federal partnership, first through the State and Tribal Assistance Grant (STAG) program, followed by the Bureau of Reclamation. This is the path we have suggested all along in our discussions with the District.



## **2) Scope of Services – Marlowe & Company Strategy for Success**

Our strategy for securing funding for the construction of the Nipomo Community Services District supplemental water project would be two pronged. Our goals would include authorizing the NCSD project as a Bureau of Reclamation project during calendar year 2008 so that the project could receive annual funding through the Energy and Water Appropriations Act beginning in federal Fiscal Year 2010 (calendar year 2009). In addition, Marlowe & Company would seek short term funding from the Environmental Protection Agency's State and Tribal Assistance Grant (STAG) program beginning in federal Fiscal Year 2009 (calendar year 2008). Eligibility for STAG funding does not require congressional authorization and is one of many programs which Congress regularly earmarks, directing funding to individual high priority projects around the country.

### **Bureau of Reclamation Authorization**

The Department of the Interior's Bureau of Reclamation oversees water resource management projects built in seventeen western United States. Bureau of Reclamation projects must be congressionally authorized. Authorizing bills must go through the Natural Resources Committee in the House of Representatives and the Energy and Natural Resources Committee in the Senate. Authorization bills for Bureau of Reclamation projects set funding limits for federal appropriations and establish a cost share for the project. Representative Lois Capps, who represents Nipomo in the House of Representatives, serves on the House Natural Resources Committee and will be an important ally in authorizing the project. Because of representation of other entities in her District, including the cities of Santa Maria and Pismo Beach, we have an excellent relationship with Representative Capps and her staff, both in Washington and in California.

As soon as we began representing the Nipomo Community Service District, we would approach Rep. Capps about a Bureau of Reclamation authorization for the project. We would brief the Congresswoman and her staff about the importance of the project, NCSD plans for the project, and the legislative strategy for establishing federal partnership through the Bureau of Reclamation. We would then work with Rep. Capps' staff and the House Natural Resources Committee to craft legislation authorizing the NCSD supplemental water project as a Bureau of Reclamation project. We would expect to have the legislation written and introduced in Congress by early 2008.

Shortly thereafter we would encourage hearings on the NCSD project authorization bill. We would expect to move the legislation through the Committee by the middle of the year. Following approval by the Committee, we would push to get the bill on the House of Representatives floor schedule for a vote by late summer.

Following passage in the House, we would then turn our attention to moving the legislation through the Committee and legislative process in the Senate with the goal of



having the bill signed into law by the end of 2008. Through our representation of several California government entities, including the cities of Carpinteria, Imperial Beach, Manteca, Pismo Beach, San Clemente, Santa Maria, Solana Beach, and Santa Barbara County, we also have excellent relationships with Senators Boxer and Feinstein as well as the staff of the relevant Senate Committees that would authorize the project.

A bill authorizing a similar Bureau of Reclamation project in the City of San Clemente, whom we represent, has progressed through the legislative process following closely to this timeline. We expect Congress to remain supportive of Bureau of Reclamation projects, and we expect similar success with the NCDS project.

### **FY 2009 State and Tribal Assistance Grant Funding (Interior – Environment Appropriations)**

Through our work crafting the authorization legislation for the NCSD project, Rep. Capps' office and Senators Feinstein and Boxer's offices will be very familiar with the project and well prepared for the District's FY 2009 (calendar year 2008) appropriations request. The NCSD will be requesting an EPA STAG grant through the Fiscal Year 2009 Interior – Environment Appropriations Act. Because Congress traditionally has been very supportive of EPA STAG grants improving water infrastructure and because water resource needs are common in California, NCSD's congressional delegation is extremely familiar with these types of projects. The challenge will be for us to distinguish the Nipomo project from the other projects.

What follows is a general guideline of the appropriations-related activities we would perform on behalf of the Nipomo Community Services District during a typical congressional cycle. What we actually do for the District, however, will be far more involved and in-depth than this summary. Also, please keep in mind that we will spend an equal amount of time working closely with various federal agencies that play a role in shaping policy and funding decisions for the District. This commitment to work with federal agency personnel at the field, regional, and headquarters levels is a unique feature of the services provided by Marlowe & Company.

1. **January:** Prepare supplemental materials to be used throughout the year to support our lobbying efforts. Also, meet with the staff of your congressional delegation to update them on the status of your project(s) and give them a heads-up as to what requests we expect will be made of them during the year.
2. **February:** Draft appropriations request letters and fill out appropriations request forms to be sent to your congressional delegation. Also, meet with members of your congressional delegation to go over these requests in person.
3. **March:** One or more elected officials or other local representatives should come to Washington, D.C. for appointments we will set up with the congressional delegation and others. We will brief those who travel to Washington on what



points need to be made as well as prepare written materials to be used during the visits.

4. **April and May:** The House and Senate Appropriations subcommittees are likely to mark-up and pass their respective versions of the appropriations bills that would contain funding for your project(s). We will work with the subcommittees and your congressional delegation to make sure all questions are answered related to your project(s) and that there are no loose ends. At the same time, we will make sure the subcommittee staff understands the importance of your project(s).

5. **June:** The House of Representatives is likely to begin acting on passage of its versions of the appropriations acts.

6. **July:** The Senate is likely to begin acting on passage of its version of the appropriations acts.

7. **August and September:** During all of August and some of September, Congress is out of session and only staff is left in Washington. This is actually some of the best time to affect change in Washington and real progress can be made on funding issues when working directly with committee and subcommittee staff, often alone or with the help of your congressional delegation.

8. **October to the end of the year:** The differences between the House and Senate appropriations acts will be resolved and final bills should be passed by Congress and signed into law by the President. We will work the "conference committee" process to make sure that the funds you need are included in these final acts.

9. **November:** We review with the NCS D what has occurred during the past several months and get your evaluation of our performance. We also prepare thank you letters and other follow-up materials for you to send to your congressional delegation.

10. **December:** We begin to prepare for the appropriations process again.

## **FY 2010 Bureau of Reclamation Funding (Energy and Water Appropriations)**

Following the successful Bureau of Reclamation authorization of the NCS D project, we would anticipate that the District would make an FY 2010 Bureau of Reclamation request through the Energy and Water Appropriations bill in calendar year 2009. The timeline for this appropriations request would also roughly follow the schedule outlined above.

### 3) Marlowe & Company Personnel – The Nipomo Community Services District Team

Marlowe & Company's team is comprised of experienced professionals who are committed to winning for you. Howard Marlowe, with over 30 years of experience as a lobbyist in Washington, founded the firm in 1984. Greg Burns and Steve Dye bring varied Congressional experience to the firm and act as lead lobbyists for many of the firms' clients. Josh Gaboton, Thomas Bradshaw, Chris Wagner, James Alfano, and Melissa Goldszer, along with five additional seasoned consultants, bring a new dimension of experience to our fourteen-person team that also includes our Office Manager, Teresa Jamison, a veteran of another lobbying firm.

The Nipomo Community Services District will have access to each member of our firm, but the team will be led by President Howard Marlowe and Principal Greg Burns and directly assisted by Public Affairs Advisor Thomas Bradshaw. This team has a proven track record of securing appropriations and legislative victories for our clients in California.

Each of these team members is located in Washington, D.C. and will perform the work on behalf of the District from our main office. However, we are in California often, and would expect to have face-to-face meetings with the Nipomo Community Services District at least two times per year in California, as well as at least once in Washington.

**Howard Marlowe** is **President** of Marlowe & Company, LCC, a Washington, D.C. lobbying firm established in 1984. He has over 30 years of experience as a lobbyist working with Congress and the executive branch.

Prior to founding Marlowe & Company, Mr. Marlowe spent four years working on Capitol Hill as the Legislative Director for a United States Senator and a counsel to a subcommittee of the Senate Finance Committee. That was followed by five years as an energy and transportation economist, after which he served another four years as Deputy Director of Legislation for a major trade association.

At Marlowe & Company, he has taken the lead in the firm's representation of cities, counties, and other public entities, nonprofit organizations, and associations. In addition to his work with the firm, Mr. Marlowe served two terms as president of the American League of Lobbyists, followed by two terms as president of the League's Educational Fund.

Mr. Marlowe received his Bachelor of Science in Economics from the Wharton School of Finance and Commerce of the University of Pennsylvania, and his Juris Doctor from New York University Law School. He has also served as a member of the Adjunct Faculty of American University in Washington, D.C.

**Greg Burns** is a **Principal** of Marlowe & Company, LLC. He lobbies Congress and the Executive Branch on a wide range of issues, including appropriations, water



resources, transportation, economic development, water and wastewater infrastructure, law enforcement, and not-for-profit issues for the firm's clients in Florida, California, and Texas. He also leads the firm's business development efforts.

Mr. Burns has an extensive background in politics, having served on the legislative staff of a member of Congress and supporting the Member on issues such as telecommunications, health care, campaign finance reform, judiciary, and science. He also spent additional time in the Member's office working on issues as varied as financial services, transportation, foreign affairs, defense, and the environment.

Mr. Burns has also had experience implementing and executing a lobbying agenda for a non-profit organization in Washington, D.C.

Mr. Burns graduated from the University of Virginia with a Bachelor of Arts in Government and English where he focused on campaign finance reform, and 20th Century literature.

**Thomas Bradshaw** serves as a **Public Affairs Advisor** for Marlowe and Company, LLC. Mr. Bradshaw assists the firms' California and Texas clients on a wide range of issues including appropriations, water resources, water and wastewater treatment, and economic development initiatives. He also monitors congressional developments in various areas of interest, and researches federal funding opportunities. Finally, Mr. Bradshaw participates in the firm's business development efforts and helps maintain the firms' website.

Mr. Bradshaw previously worked for over three and a half years on the legislative staff of a member of Congress who sat on the Appropriations Committee. In that office he acted as a liaison to the Member's constituency, researched federal legislation, and supported the Member on a wide array of legislative issues, including telecommunications, the environment, transportation, and Social Security.

Mr. Bradshaw graduated from the University of the South with a Bachelors of Arts in English.

#### **4) Proposed Fees**

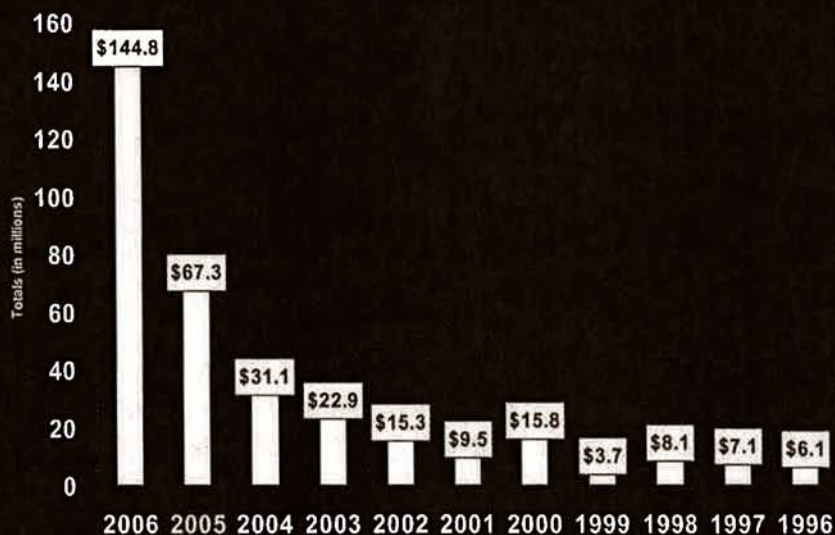
We propose an all-inclusive, not to exceed fee of \$63,000, or \$4,500 per month to represent the Nipomo Community Services District's entire legislative agenda from November 1, 2007 to December 31, 2008. The NCSD would also incur costs related to travel to Washington at least once per calendar year, with those including travel to and from Washington, hotel rooms, and meals.

#### **5) Marlowe & Company Accomplishments and Experience**

The chart below shows in a graphical format our successes in securing federal funding for our clients over the past several years. We have consistently delivered results

for our clients, particularly in the area of water resources, with a success rate of over 90 percent and a rate of return for FY 2006 of roughly \$140 for every \$1 invested in our services.

### Marlowe & Company Appropriations Accomplishments Fiscal Years 1996 - 2006



\*Figures do not include \$70.5 million secured through various Transportation Reauthorization Bills

At Marlowe & Company, we specialize in helping government entities and non-profits secure federal appropriations and achieve legislative victories. We have successfully obtained funding for projects as varied as historic building rehabilitation, streetscape improvements, business park development, road construction, economic redevelopment initiatives, aviation needs, and environmental water quality issues. We have also secured tens of millions of dollars for environmental restoration and beach nourishment projects on the shores of our clients. In addition, we have been able to successfully obtain several hundred thousand dollars in funding for non-profit interests.

To be more specific about some of our most recent water infrastructure and water ecosystem accomplishments, we secured funding in FY 2006 for the following water storage, quality, and ecosystem restoration projects:



- \$800,000 for a comprehensive regional water storage and quality project in southwest Florida;
- Obtained over \$2.8 million to study the feasibility of restoring a fragile lagoon ecosystem in southern California;
- Secured over \$16.5 million in funding for environmental restoration projects that will protect essential migratory bird refuges and horseshoe crab nesting areas in New Jersey;
- \$400,000 and authorizing language for a local water quality project in North Carolina; and
- We followed that success up with \$210,000 in Planning Assistance to the States funding through the Army Corps of Engineers for the same local water quality and storage project.

In terms of other water resource infrastructure projects, we have successfully secured recent funding for the following projects:

- \$23,025,000 to make Operations and Maintenance repairs to a major Texas ship channel connecting multiple ports and other facilities to the Gulf of Mexico; and
- \$985,000 to continue a Corps of Engineers feasibility study to widen and deepen a 40-foot ship channel to 48-feet.

Relating to economic development initiatives and historic preservation, we have recently obtained funding and legislative language for the following projects:

- \$475,000 to the City of Fort Myers, Florida for the restoration of the Edison & Ford Winter Estates;
- Another \$200,000 to the City of Fort Myers, Florida for the continued implementation of the Edison & Ford Winter Estates Master Plan;
- \$200,000 to the City of Sarasota, Florida for the Fredd "Glossie" Atkins park expansion;
- Another \$250,000 to the City of Sarasota for the Robert Taylor Community Center;
- Secured language in the Agriculture Appropriations bill to waive certain restrictions for a client in North Carolina so they may be eligible for Rural Community Development loans and grants through the Department of Agriculture; and
- \$53.8 million to construct a federal courthouse in the City of Fort Pierce, Florida which will not only serve the strained judicial system in southeast Florida, but will be an economic catalyst for the downtown rebirth of Fort Pierce.

Marlowe & Company also represents several clients with surface transportation requests, both large and small. Some of our most recent transportation accomplishments include:

- \$5 million for the construction of a new bridge at Indian Street, Martin County, Florida;
- \$1 million for the acquisition of Americans with Disabilities Act compliant buses in St. Lucie County, Florida;
- \$500,000 for the Treasure Coast Connector bus system in St. Lucie County, Florida;
- \$4 million for the West Virginia Corridor Expansion Project between I-95 to US Highway 1 in St. Lucie County, Florida;
- \$2 million for the I-95 interchange at Becker Road in St. Lucie County, Florida;
- \$4.5 million for an inter-modal facility in Galveston, Texas;
- \$4 million for land acquisition and construction of the Englewood Interstate Connector, a vital evacuation route for Sarasota, Charlotte and Lee Counties, Florida;
- \$2 million for the construction and engineering of the Central Sarasota Parkway Interchange at I-75, an evacuation route for Sarasota and the barrier islands, Florida;
- \$48 million for improvements to Interstate 75 between Daniels Parkway in Lee County, Florida, and Golden Gate Parkway in Collier County, Florida; and
- \$1.6 million to plan and construct 17<sup>th</sup> Street in the City of Sarasota, Florida.

We have also been successful in securing funding for safety personnel and first-responder technology upgrades. For example:

- \$100,000 for Jefferson County, TX, for law enforcement technology upgrades.

The successes we have achieved for our clients go beyond delivering federal funds. We have also worked to pass legislation of importance to our municipal clients interested in their public infrastructure.

## 6) Marlowe & Company References

### Santa Maria, CA

- **Projects for Fiscal Year 2008: 1) Santa Maria River Levee, CA, 2) Santa Maria Intermodal Transportation Facility, 3) Santa Maria Library renovation project.**

Rick Sweet  
 Director of Utilities  
 City of Santa Maria  
 (805) 925-0951 ext. 7216



[rsweet@ci.santa-maria.ca.us](mailto:rsweet@ci.santa-maria.ca.us)

**San Clemente, CA**

- **Projects for Fiscal Year 2008: 1) Coastal Trail Bikeway Improvements, 2) San Clemente Water Reclamation Expansion Project, 3) San Clemente, CA shoreline protection project.**

George Scarborough  
City Manager  
City of San Clemente  
(949) 361-8322  
[scarboroughg@san-clemente.org](mailto:scarboroughg@san-clemente.org)


**Solana Beach, CA**

- **Projects for Fiscal Year 2008: 1) Solana Beach shoreline protection project.**

David Ott  
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City of Solana Beach  
(858) 720-2431  
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**7) Statement of Validity**

This proposal to provide the NCSD with complete and comprehensive federal government affairs representation for the period of November 1, 2007 to December 31, 2008 is valid for 90 days.

Signed: 

Position: Principal

Date: 8/2/07