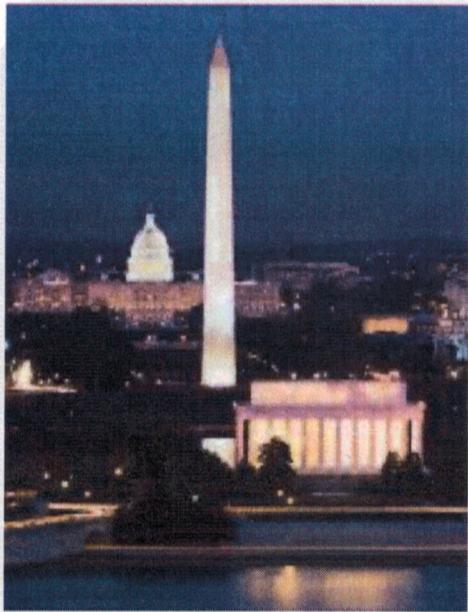


Section 1

Statement of Qualifications

Kiley & Associates

Proposal No. 20-024



CLIENT SERVICES INCLUDE:

- Washington, D.C., Senate, House, and White House advocacy
- Strategic analysis, planning, and positioning
- City grant development and proposal support
- Strengths, weaknesses, opportunities, and threats analyses and risk assessments
- Trip support for annual visit to Washington, D.C. with the Mayor, Council and Staff
- Regulation and policy drafting

CONTACTS:

Gregory Kiley-President
(202) 544-6897
gkiley@kileyassociates.org

Jayson Braude-Chief Counsel
(562) 818-6646
jbraude@kileyassociates.org

Kimberly VanWyhe-Vice President
(917) 678-0130
kvanwyhe@kileyassociates.org

Tyrone Bland-Senior Advisor
(214) 994-5658
tbland@kileyassociates.org

Kiley & Associates

Washington, D.C.

ABOUT K&A

Founded in 2009, Kiley & Associates provides analyses for states, cities and communities and delivers political strategy from both an industry and government perspective through a solution-driven and tailored approach. Our distinct background allows us to assist the strategic planning, interaction, and mutual economic development between local government and its neighboring communities. We also facilitate engagement between local government, state and federal entities to achieve community goals through the use of Strength, Weakness, Opportunity and Threat (SWOT) analyses and engage with key decision-makers.

We provide strategic economic development planning and positioning, business and product development, market penetration, Congressional and U.S. military situational awareness, due diligence and merger and acquisitions. We help our clients identify and develop new opportunities, improve operations, products and technologies, and plan and implement strategies to secure sustained success.

Kiley & Associates has an established, proven track record of navigating multi agency, multidimensional, complex issues. Recent efforts include work on cyber threats to our Nation's infrastructure and electrical grid, environmental risks to public health, Department of Defense's strategic basing decision-making, and managing interrelations between municipalities, states and the federal government.

SCOPE OF SERVICES

K&A collaborates with local governments to help develop their federal legislative priorities. A partnership would include:

- Working to raise local government's profile with the California Congressional delegation, federal agencies, Congress and the Executive Branch.
- Work to protect Carson's interests by changing laws or federal regulations.
- Coordinating with the dedicated day-to-day point of contact on identifying and refining local government's top project and policy priorities for their federal agenda (i.e. securing federal and state money for transit projects, roadway expansion, street repairs, tourism and policymaking).
- Building support for objectives and resources needed from Congress.
- Targeting key allies and influential lawmakers, Congressional Committees and Executive Branch policy makers.
- Developing a federal grants strategy and regularly updating the local government on federal grant opportunities and issues that are pertinent to the City's legislative priorities.
- Represent the City of Carson at Congressional and Executive Branch meetings and hearings.
- Coordinating an annual trip for Carson elected officials and staff to Washington, D.C. to meet with the Congressional delegation, White House officials and key staff in the federal agencies.
- Coordinating briefings by the client to Congressional staff, federal agency officials and other influential private sector political decisionmakers.
- Helping with issues that have a federal nexus, which include providing comments on federal regulations, connecting local officials to federal agency professionals and providing our expertise on federal grant programs, grant applications and other legislative and agency opportunities.

Examples of Recent and Ongoing Kiley & Associates Performance

2019-2020. **City of Carson, California.** Provide the Mayor and City Council guidance and counsel on various matters related to COVID-19, including updates on federal policy and federal grant opportunities. Organized a Federal Small Business Administration virtual meeting to educate Carson business owners on the Paycheck Protection Program. Coordinated meetings between Carson Councilmembers, the FAA, and the Long Beach Airport regarding noise complaints from Carson residents. Assisted the City to write and submit a number of letters to White House and Congressional leaders regarding funding requests related to COVID-19. Organized a meeting with Carson City Officials, the EPA and the office of Congresswoman Nanette Diaz Barragán regarding the Brownfields Program and potential grants and funding for the City of Carson.

2019-2020. **City of South Gate, California.** Developing federal funding and policy agenda for the Mayor, Council and City department heads. Creating federal government agendas and providing federal outreach and funding opportunities. Monitoring federal program requests, committee testimony, and United States House and Senate correspondence. Providing weekly Congressional and White House updates detailing legislative action in Washington. Providing the City with relevant hearing schedules and grant announcements.

2020. **University of Alaska, Fairbanks.** Developing legislative strategy and outreach plan with FAA and Congress to assist the University in developing their unmanned aerial systems (UAS) platforms. Effort includes assisting University with COVID-19 response strategy and planning.

2019-2020. **Guam.** Developing and implementing legislative strategy to assist local company with Shipyard development as well as assisting with United States Visa issues. Effort involves outreach on national level, affecting National Security Strategy, through local outreach to Guam Governor's office and its state senators.

2014-2020. **State of New Mexico.** Drafted State's strategic engagement plan for the Governor's Office of Military Base Planning and Support. Helped secure additional basing of 32 F-16 aircraft and accompanying support personnel. Provide biweekly updates on federal legislative and policy activities of direct relevance to the State. Support and enhance value of State's federal military installations.

2016-2020. **State of Florida.** Provide Governor's economic development council strategic planning and guidance support. Helped the State secure over \$250 million in additional military construction funding over five years. Authored community engagement plan for relief from adverse encroachment to mission and environmental issues. Assist in development of Florida Space Coast federal outreach and engagement plans.

2015-2019. **State of Indiana.** Drafted State's strategic engagement and economic development plan. Worked with local communities, military installations, State leadership to build consensus, and prioritize federal engagements. Coordinated Federal outreach activities with Congressional delegation.

2020. Global Technical Systems. Provide strategic business development and federal policy outreach advice and assistance. Assist in the development of marketing plans, business strategies, public relations and advertisement and in the preparation of appropriate presentation materials to market GTS products with the federal government. In legislative support, K&A focus effort on the executive branch with regards to the advancement of GTS's position on bases and installations. K&A also assist in advancing efforts in the House and Senate Authorizations and Appropriations Committees. GTS is on nation's forefront in alternate energy storage, domestically-sourced microelectronics and 5G network fielding and integration. Kiley & Associates' support is foundational to growth strategy for this billion dollar entity.

2018-2020. Space Florida. Engage appropriate Department of Defense, Military Service, U.S. Congressional staff and key stakeholders to understand requirements, processes and Congressional activities related to the stand up and site selection of USSPACECOM and its mission elements. Assist in articulating to stakeholders and decision-makers the strategic value of Florida's policies, industries and military installations, as well as their future capabilities. K&A develop detailed strategies and recommendations designed to enhance and secure the long-term viability, retention and growth of Florida's military missions and installations in support of USSPACECOM and the National Space Strategy and National Defense Strategy. Effort comprises management of public and private entity interrelations and coordination of effort.

Section 2

Company Certification and Personnel Verification

Kiley & Associates

Proposal No. 20-024

Kiley & Associates

636 North Carolina Ave SE
Washington, D.C. 20003
(202) 544-6897

September 29, 2020

Mr. David Roberts
Assistant City Manager
City of Carson
701 E. Carson St.
Carson, CA 90749

Re: Company Certification and Personal Verification for Legislative Advocacy, Federal Only

Dear Mr. Roberts:

Kiley & Associates is pleased to respond to the Request of Qualifications dated September 10, 2020 for federal legislative advocacy to support the City of Carson.

Since the founding of Kiley & Associates in 2009, we have provided legislative advocacy analyses for cities, states, and communities. We deliver political strategy from both an industry and government perspective through a solution-driven and tailored approach. We have a proven track record of successful engagement between local government, state, and federal entities to achieve community goals.

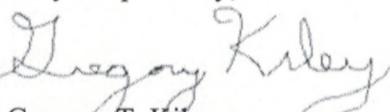
As owner and President of Kiley & Associates, I have full authorization to contract on the proposal we are submitting.

As a corporation, I certify that Kiley & Associates is in good standing with the California Secretary of State.

Our core team—Gregory Kiley, Jayson Braude, Kimberly VanWyhe, and Tyrone Bland—are eager to discuss our capabilities, experience, and ability to support the City of Carson. Our biographical sketches are attached.

We stand ready to answer any questions you may have and look forward to further communications. Please feel free to contact me if you have any questions.

Very Respectfully,



Gregory T. Kiley
President

636 North Carolina Ave SE
Washington, D.C. 20003
(202) 544-6897
gkiley@kileyassociates.org



Secretary of State Certificate of Status

I, ALEX PADILLA, Secretary of State of the State of California, hereby certify:

Entity Name: KILEY & ASSOCIATES, LLC
California Name: KILEY & ASSOCIATES, LLC
File Number: 202026610323
Registration Date: 09/22/2020
Entity Type: FOREIGN LIMITED LIABILITY COMPANY
Jurisdiction: DELAWARE
Status: ACTIVE (GOOD STANDING)

As of September 23, 2020 (Certification Date), the entity is qualified to transact intrastate business in California.

This certificate relates to the status of the entity on the Secretary of State's records as of the Certification Date and does not reflect documents that are pending review or other events that may affect status.

No information is available from this office regarding the financial condition, status of licenses, if any, business activities or practices of the entity.



IN WITNESS WHEREOF, I execute this certificate and affix the Great Seal of the State of California this day of September 25, 2020.

A handwritten signature in black ink, appearing to read "Alex Padilla".

ALEX PADILLA
Secretary of State

Certificate Verification Number: R3X9PJZ

To verify the issuance of this Certificate, use the Certificate Verification Number above with the Secretary of State Certification Verification Search available at bebizfile.sos.ca.gov/certification/index.

Kiley & Associates

Biographies

Gregory T. Kiley – President, Kiley & Associates

Gregory Kiley is President of Kiley & Associates, LLC, a Washington, D.C.-based policy development and advocacy firm. Since retiring from federal service, he has consulted to federal, state and local governments, and industry and non-profit entities on national security policy and processes. He has written for the Center for Strategic and International Studies (CSIS) among others, focusing on national security and economics. He has authored studies on defense spending, the U.S. shipbuilding industry, the costs of insourcing defense-related services sector jobs, and U.S. strategy in the Asia Pacific region. Recent consulting efforts include U.S. Air Force strategic basing decision-making, community relations with the Department of Defense, and interrelations between states and the federal government.

Prior to working in the private sector, Mr. Kiley served 25 years in the federal government, concentrating on defense and national security. He spent six years as a senior professional staff member for the Senate Armed Services Committee (SASC). As lead staff for two SASC subcommittees, his oversight portfolio included all military air and ground systems, military logistics and readiness, and the defense budget. His responsibilities included coordinating and conducting congressional hearings, developing and drafting legislation, and negotiating and staffing passage of annual National Defense Authorization Acts and supplemental spending bills.

Prior to the SASC, Mr. Kiley spent three years as a principal analyst for the National Security Division of the Congressional Budget Office (CBO), concentrating on military aviation, logistics and readiness issues.

Mr. Kiley began his professional career in the U.S. Air Force, culminating as a senior pilot, flying C-130 aircraft and deploying throughout the world. Greg also held positions as a wing plans officer, maintenance officer, and information management officer. Greg lives in Washington, D.C. with his wife and daughters.

Jayson J. Braude – Chief Counsel, Kiley & Associates

Jayson Braude is the Chief Counsel to Kiley & Associates. Jayson grew up in the Los Angeles area, and is the Grandson of former United States Congressman, Glenn Anderson. Jayson worked for United States Senators Kent Conrad and Sherrod Brown in Washington, D.C. After law school, he worked as Legislative Counsel for United States Congresswoman Janice Hahn, where he staffed the Congresswoman on the House Transportation and Infrastructure Committee. He then became the District Director for Congresswoman Nannette Diaz Barragán in her San Pedro office. Jayson has more than ten years of experience in government affairs and maintains contacts all over Capitol Hill and throughout federal, state, and local agencies. Jayson is a graduate of the UC Santa Barbara and received his law degree from Southwestern Law School in Los Angeles. Jayson is a member of the Washington Bar and resides in Washington, D.C.

Kimberly J. VanWyhe – Vice President, Kiley & Associates

Kimberly is currently Vice President of Kiley & Associates, focusing on business development and policy and strategy development. Kimberly received her BA in Political Science from St. Johns University in 2004 and received her MBA in International Business with a concentration in consulting, and holds a certification in Global Oil and Gas Management from the Thunderbird School of Global Management.

Kimberly's previous professional experience includes working on multiple political campaigns on both the state and federal level, working for the Alaska State Legislature as well as working for the Cohen Group, a defense-oriented consulting firm founded by former Secretary of Defense, William Cohen. She then served as the Director of Energy Policy at the American Action Forum, a D.C. think tank focusing on economic, domestic, and fiscal policy issues. Kimberly was raised in Fairbanks, Alaska and currently resides in Washington, D.C.

Tyrone D. Bland – Senior Advisor, Kiley & Associates

Tyrone Bland is a Senior Advisor to Kiley & Associates. He is also Vice President of state and local government affairs for global nutrition company, Herbalife. At Herbalife, Tyrone strategically and tactically manages Herbalife's state and local government affairs operations, while developing new and enhancing existing relationships with federal, state, and local leaders. Mr. Bland works with government officials to ensure they are aware of the positive impact his client and its members are having in communities across the country.

Mr. Bland recently served as the managing partner at Porter Tellus, LLC, where his focus areas included: land use and urban planning, tax, trade, transportation, utilities and business development. For nearly a decade, Tyrone provided strategic legislative and regulatory counsel to major corporations, non-profit organizations, labor unions, and a wide range of trade associations. Tyrone is a Carson native, attended UCLA and UC Berkeley. He resides in Los Angeles.

Section 3

Cost Proposal

Kiley & Associates

Proposal No. 20-024

For EXHIBIT “A”, “C” and “D”, which includes the Cost Proposal and related documents, please see separate envelope labeled “Cost Proposal RFQ-20-024”.

Section 4

Client Reference List

Kiley & Associates

Proposal No. 20-024

CLIENT REFERENCE LIST

In order to more fully evaluate your background and experience for the project herein proposed, it is requested that you submit a list of references and/or similar projects completed or in progress within the last 24 months or as noted in the requirements of the RFP or IFB. Your cooperation in this matter is greatly appreciated.

Company Name: Kiley & Associates

Number of years as a contractor in the work of this type: 10 Years

Three projects/clients references for this type of work:

Client Name City of South Gate

Address 8650 California Ave, South Gate, CA 90280, City of South Gate

Contact Name City Manager Mike Flad

Contact Email mflad@southgate.org

Contact Phone Number 323-563-9503

Project Description Federal Advocacy and Lobbying services for City of South Gate. Work with City and the Federal government to achieve the goals of the city, including a very close bridge between the City and Congresswoman Barragán.

Project Start Date September 2019

Project End Date Ongoing

Project Amount: \$40,000 per year

Client Name State of New Mexico

Address Office of Military Base Planning and Support, Alamogordo, NM 88330

Contact Name Ed Brabson

Contact Email mande@totacc.com

Contact Phone Number 575-430-1300

Project Description Support state & local communities in protecting and promoting military relations and New Mexico's military installations, relations, and interests.

Project Start Date January 2014

Project End Date Ongoing

Project Amount: \$90,000 per year

Client Name Global Technical Systems

Address 784 Lynnhaven Pkwy, Virginia Beach, VA 23452

Contact Name Kirk Clinkenbeard

Contact Email Kirk.Clinkenbeard@gts.us.com

Contact Phone Number 202-258-8548

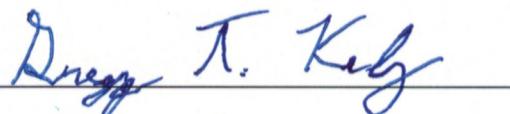
Project Description Federal business development and Congressional, White House and Federal agency outreach/advocacy.

Project Start Date January 2020

Project End Date Ongoing

Project Amount: \$120,000 per year

Bidder's Signature



NOTE: If requested by the City, the bidder shall furnish a certified financial statement, references, and other information sufficiently comprehensive to permit an appraisal of his current financial condition.

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Section 5

Modification, Changes or Exceptions to the City Contract of Service Agreement Template

Kiley & Associates

Proposal No. 20-024

EXHIBIT "B"
SPECIAL REQUIREMENTS
(Superseding Contract Boilerplate)

[Exceptions to the specifications of any proposed items stated herein shall be fully described in writing by the proposer in the space provided below]

Not applicable.

Section 6

Affidavit of Non- Collusion and Non- Discrimination

Kiley & Associates

Proposal No. 20-024

CITY OF CARSON
AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION

I hereby swear (or affirm) under the penalty of perjury:

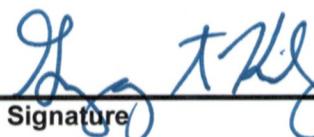
That the attached proposal or bid has been arrived at by the responder independently and has been submitted without collusion with and without any agreement, understanding, or planned common course of action with any other firm or entity designed to limit fair and open competition;

That the contents of the proposal or bid response have not been communicated by the responder or its employees or agents to any person not an employee or agent of the responder and will not be communicated to any such persons prior to the official opening of the solicitation responses; and

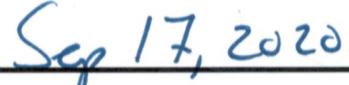
The proposer/bidder does not and shall not discriminate, will provide equal employment practices, and will adhere to an affirmative action program to ensure that in their employment practices, persons are employed and employees are treated equally and without regard to or because of race, religion, ancestry, national origin, sex, sexual orientation, age, disability, marital status or medical condition.

I certify that the statements in this affidavit are true and accurate.

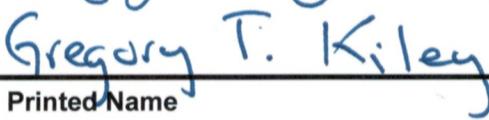
Signature



Date



Printed Name



Title



2019.05.08sh

Section 7

Debarment and Suspension Certificate

Kiley & Associates

Proposal No. 20-024

DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: Kiley & Associates, LLC

Acting on behalf of the above-named firm ("Consultant"), as its Authorized Official, I, the undersigned, certify as follows:

I am a duly authorized representative of ("Consultant"). Consultant certifies, to the best of its knowledge and belief, that Consultant, including its principals:

Is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency, and not does not have a proposed debarment pending;

Has not within the three-year period preceding this certification been convicted of or had a civil judgment rendered against it for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction, contract, or subcontract under a public transaction; for violation of federal or state antitrust statutes; or for commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;

Is not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (2) above; and

Has not within the three-year period preceding this certification had one or more public transactions (federal, state or local) terminated for cause or default.

Consultant further certifies that Consultant, including its principals, is not listed on the government-wide exclusions in the System for Award Management.

Consultant acknowledges that falsely providing this certification may result in criminal prosecution or administrative sanctions, and that this certification is a required component of all proposals in response to this RFP/IFB.

A proposal that does not include a completed and signed version of this certification will be deemed incomplete and materially nonresponsive, and will not be considered.

CONSULTANT

By: Bob Kiley

Title: President, K&A

Date: Sep 17, 2020