



# **City of Carson**

## **Response to Request for Qualifications for RFQ 20-025: Legislative Advocacy State & Federal Combined**

**October 1, 2020**

**Submitted by**

**Ashley Walker & D. Michael Stroud Jr. | Nossaman LLP**

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## 1. STATEMENT OF QUALIFICATIONS

We believe Nossaman is well suited to provide the City with legislative advocacy services for the following reasons:

- Keen insight into the unique needs of the City.** Our policy advisors have a strong track record of successful legislative, administrative and funding advocacy on behalf of cities. We have represented dozens of California municipal entities, including the Cities of Antioch, Richmond, East Palo Alto and Inglewood. We are committed to upholding the City's guiding legislative principles, including preserving local control, promoting fiscal stability and supporting funding opportunities to maintain City's goals and standards. As an example, Ashley Walker who will lead the state advocacy efforts worked with the City of East Palo Alto to develop and implement a strategy to work with Senator Jerry Hill and his staff to protect local revenue sources by allowing the City repayment of \$12 million in Redevelopment Agency ("RDA") funds. The City had been previously required to return the funds to the State following the dissolution of redevelopment agencies, but Ashley strategized opportunities for funding to achieve the City's goals related to water conservation.

Michael Stroud will lead the federal advocacy efforts and his federal team has experience securing \$20 million in U.S. Department of Transportation ("USDOT") funding and helped draft and implement the INFRA and BUILD Development Grants programs, which results in our unique understanding of these programs and how to best position our clients to apply for and potentially use these funds

**MUTUAL RESPECT**  
Extensive Bipartisan  
Congressional Relationships—



respected on both sides of the aisle.

- Extensive Bipartisan Relationships.** Nossaman can leverage our relationships with key officeholders for the City's benefit. Due to our wide range of clients and deep roots in California public policy making and extensive experience in senior government roles in Washington, DC, our team is well respected and well connected on both sides of the aisle with the California Congressional delegation and Congressional Leadership in the House and Senate. We enjoy working relationships with many senior officials at the White House, USDOT and the Office of Management and Budget, many of which date back decades. Michael and Ashley currently represent several California municipal and educational entities at the state level. The Nossaman team also represents several large municipal entities at the federal level, such as the Port of Los Angeles and the Los Angeles County Metropolitan Transportation Authority. Nossaman's Sacramento team has staffed more than 125 bills and has extensive experience forming meaningful and necessary relationships with legislators, staff and the Governor's office. We compliment this by participating in the electoral process through a federal political action committee and a biennial program of budgeted Firm federal and state political expenditures.

- Funding success.** We assist clients in identifying and evaluating funding opportunities, preparing grant applications and executing advocacy strategies to ensure competitiveness. We directly helped secure more than \$1 billion in grant funds for clients ranging from cities, community-based organizations, local municipalities and government agencies and public corporations. Ashley alone has secured over \$500 million in public funding for community projects across the state including environmental enhancement and sustainable community strategy planning. At the federal level, our funding success includes shaping federal policy to reward local revenue generation and innovative project delivery.

.....  
 We played a  
 direct role in obtaining  
**\$450+**  
**million**  
 in grant funds  
 .....

Additionally, Michael and former Congressman Chris Carney, are experts with respect to evaluating potential uses of federal funding at the local and municipal levels, including disaster response, federal grant funds and other federal funding sources. If selected, we will provide the City with guidance regarding the submission of state and regional grant requests; and communicate with relevant committees and agencies, staff and members to secure approval of grant applications and keep the City apprised of the status of these submissions.

- Monitoring and Bill Tracking.** We will monitor all legislative bills as they are introduced and amended, and will provide the City with electronic copies of legislation relevant to the City's stated priorities as they move through the legislative process. We will submit timely, monthly legislative reports to the City, indicating the status of bills and other relevant information as identified by the City. One or more Nossaman team members will present legislative issues to the full City staff as needed or upon request.
- Legislative Platform.** We will lead the City in developing an effective advocacy strategy and an annual legislative program, including identifying and prioritizing its near-term and long-term objectives, requirements and concerns. We will host a productive annual Legislative kickoff meeting with the City's agencies and departments, and facilitate the translation of the identified priorities into a valuable advocacy strategy and dynamic legislative program. Elements of the proposed legislative strategies may include:
  - Sponsorship or support of legislation.
  - Opposition to legislation that will threaten City priorities, programs and operations.
  - Advocating for amendments to achieve positive outcomes.
  - Early identification and intervention with the Administration and legislative budget subcommittees regarding potential state budget problems or opportunities.
  - Identification of potential allies among related interest groups or associations.
  - Consideration of broader issues that may impact the City's objectives: advocating and protecting the City's interests and advising the City on the development of legislative positions and priorities.

While will lead monthly check in meetings with city staff regarding our legislative platform, objective and strategy, we pride ourselves on ensuring we have consistent and regular communication through phone calls, emails, and text messages.

Nossaman's core professional values of integrity, excellence and service set us apart from many lobbying firms. We have a strong record of delivering quality services that are timely and responsive to our clients' needs. All of our government relations and regulation advisors have strong political acumen and decades of experience. This hones the results of our research and analysis of key issues and strengthens the strategies we propose for accomplishing our clients' government relations and regulation agendas. We are accomplished public speakers, regularly testifying before legislative and administrative hearings and providing oral legislative updates to clients. We are also talented writers, routinely drafting persuasive communications from position letters to fact sheets that effectively advocate for clients' interests.

Legislative and regulatory decision-making can be hectic, last minute and done outside the public eye. We have the technological capability to track legislative and regulatory developments in real time, and we work with clients to quickly determine an appropriate response. By creating a strong, consistent and on-call relationship, we help clients respond to developments in order to shape policy decisions to fit their goals.

Our approach to protecting and advancing clients' interests is innovative and effective. Specifically, we:

- Assist in formulating and implementing sophisticated legislative strategies.
- Build coalitions to shape legislation and regulations at the state and federal level.
- Draft legislation, testimony, position papers and legal and regulatory analyses.
- Link public advocacy to federal and state rulemaking and related regulatory matters.
- Help clients establish a political profile through the formation of political action committees and grassroots lobbying networks.
- Assist clients in all aspects of compliance with federal and state ethics law and government ethics.
- Develop and implement regulatory and legislative initiatives that implement our client's policy positions and goals.

Our proposed team has extensive experience working in politics and has been successful in numerous legislative and funding efforts for our public agency clients. We work directly with City governments to determine legislative options that will generate the greatest positive outcomes in funding and legislative advocacy to benefit the residents of each City. Our approach has proven successful for conducting legislative advocacy for local governments on a number of priority issues including protecting local revenue sources, affordable housing and homelessness, water supply and conservation, public safety and environmental regulatory and conservation issues.

### **Representative Matters**



**City of East Palo Alto.** Developed and implemented a strategy to work with Senator Jerry Hill and his staff to protect local revenue sources by allowing the City repayment of \$12 million in RDA funds. The City had been previously required to return the funds to the State following the dissolution of redevelopment agencies. Strategized opportunities for funding for achieving the City's goals related to water conservation.

**City of Alameda.** We successfully secured funding for the City's priority projects including over \$12.6 million in grant funds to support climate change mitigation, parks and recreation and active transportation projects.

**City of West Sacramento.** In 2015, Nossaman worked with the City of West Sacramento to secure a \$6.7 million grant through the Affordable Housing and Sustainable Communities grant program administered by the Strategic Growth Council and the Department of Housing and Community Development. The funding allowed the City to make necessary transportation infrastructure-related updates to support a new mixed-use affordable housing project and a streetcar line servicing multiple cities in the region.

**Cities of Arcata in Partnership with DANCO Communities.** In 2019, Working with DANCO Communities, Nossaman secured over \$4 million in grant funding for an affordable housing development in the City of Arcata. These funds will create new housing opportunities for low-income families and seniors in rural California.

**Port of Los Angeles.** Nossaman represents the Los Angeles Harbor Department, commonly known as the Port of Los Angeles, before Congress and the Administration on the Port's digital infrastructure initiative or "Port Optimizer." This first-of-its-kind product has the potential to revolutionize the maritime shipping industry and we are proud to support this effort. Nossaman provides strategic advice, drafts legislative language, and has appeared before Senators, Members of Congress, senior congressional staff, USDOT officials and other stakeholders on the Port's behalf.

**County of Monterey.** Implemented a robust legislative agenda that included legislative proposal sponsorship, budget requests, supporting and opposing legislation and other special projects. Key issues have included homelessness, housing, cannabis and safe drinking water, protection of natural resources, wildfire mitigation and public health. In 2019, Nossaman Secured a \$17 million State budget earmark for the County's Interlake Tunnel project. In September 2020, we assisted the County with a nearly \$1 million grant that was successfully funded for a county-wide cannabis initiative. In total, we have secured over \$48 million in funding for the County since 2014.

**Yolo County.** Nossaman drafted a successful grant application to the U.S. Economic Development Administration to relocate rail service in the County of Yolo to increase economic benefits and create jobs. We also coordinated and sought consensus with multiple public agencies in the development and submission of the application.

**Village of Oak Park, IL.** Nossaman secured multiple pieces of legislative language to create an environmental cap that would not only mitigate the environmental impact of a highway expansion, but also rejoin the town center.

**Siskiyou County.** Since 2011, Nossaman has represented Siskiyou County on federal legislative and legal matters focused primarily on opposing the proposed removal of four dams located on the Klamath River. We have worked extensively with the County to develop an engagement strategy with key Members of Congress and relevant agencies, including the U.S. Department of the Interior.

**Castaic Lake Water Agency, Newhall County Water District, Valencia Water Company and Santa Clarita Water Company.** Nossaman secured \$100 million for four water agencies. The firm represented these water agencies in a federal action to force a cleanup of perchlorate contamination in the Santa Clarita Valley. We obtained summary judgment against defendants establishing their liability for cleanup costs in a decision reported at 272 F.Supp.2d 1053 (2003). The settlement agreement provided the agencies with an estimated \$100 million for cleanup. We worked with the U.S. Army Corps of Engineers in developing water quality remediation plans and treatment facilities for the treatment of contaminated soil and groundwater.

**Padre Dam Municipal Water Agency (“PDMWA”).** Nossaman represented PDMWA during the consideration of California drought relief legislation in the U.S. Congress and during the U.S. Bureau of Reclamation’s (“USBOR”) development of new guidance for its water recycling program. Nossaman’s federal lobbyists organized meetings and briefings for PDMWA’s CEO/General Manager on the merits of the East County Advanced Water Purification Project with key staff on Capitol Hill and the Deputy Commissioner and other officials at USBOR.

**Los Angeles Metropolitan Transportation Authority (“Metro”).** Nossaman focused on development of the Infrastructure Incentives Initiative, known as “I-3,” and led I-3 advocacy before the White House, Congress and USDOT. Our services included thought-leadership specifically focused on positioning Metro to capitalize federal funding opportunities and drafting a supportive white paper, legislative language and congressional testimony. In addition, Nossaman assisted Metro in overcoming federal regulatory and permitting hurdles regarding the Purple Line Extension Transit Project, Section 3, by leveraging relationships with senior officials at the White House and USDOT.

## **2. COMPANY CERTIFICATION & PERSONNEL VERIFICATION**

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October 1, 2020

**VIA EMAIL & PRINT**

City Clerk's Office  
City of Carson  
701 E. Carson Street Carson, CA 90745

**Re: RFQ 20-025: Legislative Advocacy State & Federal Combined**

To Whom It May Concern:

Nossaman LLP ("Nossaman") submits this response to the City of Carson's ("City") Request for Qualifications ("RFQ") to provide legislative advocacy services in Sacramento and Washington, DC.

Nossaman, a mid-sized law firm, is a limited liability partnership established in 1942. We have approximately 160 attorneys and policy advisors who work seamlessly across eight offices spanning the United States. Nossaman has five offices in California located in Los Angeles, San Francisco, Orange County, Sacramento and San Diego; as well as offices in Washington, DC; Austin, TX and Seattle, WA.

Our main areas of practice include government relations and regulations, infrastructure, construction, environment and land use, real estate, eminent domain and valuation, public finance and litigation. The Firm's primary clients include public entities and municipalities, as well as private entities.

We have a strong government relations and regulation legacy and are well regarded by the General Assembly and the United States Congress, as well as the Administration. We have an in-depth understanding of the political, policy and funding issues confronting public entities based on representation of public agencies at the local, state and federal levels through the past 75 years. With more than 30 years of experience advising more than 200 public agencies in funding, delivery and implementation of industry-leading programs, including experience representing California entities in Washington, DC, we stand ready to serve the City's needs. Our team has complementary skills and a history of working together to achieve funding and policy success at the state and federal levels.

Our proposed team of highly experienced policy advisors is dedicated to providing the services outlined in the RFQ in a manner that consistently delivers an exemplary work product. Our team has experience directly relevant to housing, revenue and taxation, transportation, communication and public works and administrative services. Nossaman's organizational approach in representing the City is to be strategic and hands-on, with all of the firm's resources made available to ensure success in achieving the City's goals and objectives.

Senior Policy Advisor [Ashley Walker](#) (registered state and federal lobbyist) from our Sacramento office and Partner [Michael Stroud](#) (registered federal lobbyist and Obama Administration appointee) from our Washington, DC office will lead state and federal advocacy efforts, respectively, as a cohesive team, as they do for several other clients located in California. Supporting them is a resource team made up of Senior Policy Advisor and former Congressman [Hon. Chris Carney](#) (Federal) and Policy Advisor [Nate Solov](#) (State).

The following is a brief summary of the Nossaman team members who would be most involved in your representation. The full resumes are included in **Appendix A: Team Resumes**.

#### Proposed Team Members

**Ashley Walker | Senior Policy Advisor.** Ashley has over a decade of experience providing legislative and regulatory solutions for a variety of clients in the State of California and in Washington, DC. She excels at building strategic coalitions and leverages her deep-rooted relationships in Sacramento to assist clients in forming meaningful collaborations. Ashley has secured millions of dollars in public funding honing her creative writing skills for a wide range of community projects across the State, including transportation and transit, affordable housing, parks and trails, cultural and recreational facilities, sustainable communities strategy planning, environmental enhancements and vital public safety equipment.



**Michael Stroud | Partner.** Michael brings more than 15 years of legal and legislative policy expertise in infrastructure, homeland security, tax, transportation, trade and state and local municipal government. He has advised clients on federal campaign and lobby laws, gift rules, ethics compliance and investigations.

Relevant experience includes serving as:

- A Department of Homeland Security ("DHS") Presidential appointee, holding the titles of Deputy Assistant Secretary for Legislative Affairs and Assistant Secretary (Acting) for the Private Sector. His work focused on trade, travel, port and transportation security and he assisted with serving as a liaison between the Hill, the private sector and DHS.
- Deputy Chief Counsel on the U.S. House of Representatives Committee on Homeland Security.

- o Worked as a lobbyist to secure a \$20 million TIGER/BUILD grant for a multi-model port client.

**Nate Solov | Policy Advisor.** Nate is a Capitol insider with more than 18 years of legislative experience and whose relationships with legislators, staff and the Governor's office allow him to achieve results for clients. He is well respected in the legislature and Governor's office for his knowledge, work ethic and ability to find compromise and get results. During his more than 18 years in the legislature Nate staffed more than 125 bills and, as chief of staff, helped Senator Hill get the most bills signed into law of any current legislator. As a lobbyist he's capitalized on these relationships to help clients advance their interests.



**Hon. Christopher Carney | Senior Policy Advisor.** Chris has found success through public service. He represented Pennsylvania's 10th Congressional District, and was a member of the Transportation and Infrastructure Committee and is steeped in transit and infrastructure experience. He served on the Subcommittee on Economic Development, Public Buildings and Emergency Management, as well as the Subcommittee on Highways and Transit, and the Subcommittee on Railroads, Pipelines and Hazardous Materials. Further, Chris has been a long-time proponent of multi-modal development projects as drivers of economic vitality, and understands the importance of "connected" modes of transportation. As a front line Democratic Member, Chris maintains close personal relationships with Speaker Pelosi and other Chairs and Members.

Senior Policy Advisor Ashley Walker and Partner Michael Stroud are authorized representative of Nossaman and are able to contract on behalf of Nossaman LLP. Their contact information is provided below:

**Ashley S. Walker**  
621 Capitol Mall, Suite 2500  
Sacramento, CA 95814  
Phone 916.930.7780  
[awalker@nossaman.com](mailto:awalker@nossaman.com)

**D. Michael Stroud, Jr.**  
1401 New York Avenue, NW, Suite 800  
Washington, DC 20005  
Phone 202.887.1416  
[mstroud@nossaman.com](mailto:mstroud@nossaman.com)

Thank you for the opportunity to submit this proposal. Please contact us if you have questions about Nossaman's capabilities to help the City realize its goals.

Sincerely,

Ashley Walker  
Nossaman LLP

D. Michael Stroud Jr.  
Nossaman LLP

### **3. COST PROPOSAL**

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Per the RFQ, our Cost Proposal has been submitted separately in accordance with special instructions in Exhibit C.

#### **4. CLIENT REFERENCE LIST**

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## 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: Nossaman LLP

Number of years as a contractor in the work of this type: 78

Three projects/clients references for this type of work:

Client Name City of East Palo Alto  
Address 2415 University Ave., East Palo Alto, CA 94303  
Contact Name Brenda Olwin Contact Email bolwin@cityofepa.org  
Contact Phone Number 650.853.3122  
Project Description Please see following page for a description of our work  
Project Start Date March 2013 Project End Date Ongoing  
Project Amount: Confidential

Client Name County of Monterey  
Address 168 West Alisal St., Salinas, CA 93901  
Contact Name Nick Chiulos Contact Email chiulosn@co.monterey.ca.us  
Contact Phone Number 855.755.5145  
Project Description Please see following page for a description of our work  
Project Start Date February 2010 Project End Date Ongoing  
Project Amount: Confidential

Client Name Mt. San Antonio College  
Address 1100 N. Grand Ave., Walnut, CA 91789  
Contact Name William Scroggins Contact Email bscroggins@mtsac.edu



Contact Phone Number 909.274.4250

Project Description \_\_\_\_\_  
Please see following page for a description of our work

Project Start Date February 2017 Project End Date Ongoing

Project Amount: Confidential

Bidder's Signature  Ashley Walker

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.

Client Name	Project Description
City of East Palo Alto	Nossaman provides legislative and grant services to the City of East Palo Alto. Nossaman worked with the City of East Palo Alto and Senator Jerry Hill to successfully negotiate a Letter to the Journal regarding SB 107 to clarify that intent of the bill be interpreted in a way that would allow repayment for transferred money to the former redevelopment agency, for use by the former redevelopment agency, for lawful purpose. This resulted in a repayment to the City of East Palo Alto of nearly \$12 million.
Monterey County	Nossaman serves as the primary lobbyist for the County, providing a full range of legislative representation, including sponsoring legislation, engaging in State budget advocacy efforts and advising on legislative strategies relative to the County's Legislative Program. In total, we secured \$27 million in State budget funding for water infrastructure projects. Additionally, we provide local, state and federal grant consulting services for the County, including researching grant programs, assisting in the development of competitive applications and narrative, developing relationships with key decision makers and securing community and political support for projects.
Mt. San Antonio College	Nossaman provide state and federal legislative advocacy services to the College, including coordinating annual lobby days both in Sacramento, CA and Washington D.C

## **5. MODIFICATION, CHANGES OR EXCEPTIONS TO THE CITY CONTRACT OF SERVICE AGREEMENT TEMPLATE**

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Nossaman respectfully suggests the following modification to help clarify provisions of the City's Contract Service Agreement.

### **Scope of Services**

In compliance with all terms and conditions of this Agreement, the Consultant shall provide those services specified in the "Scope of Services" attached hereto as Exhibit "A" and incorporated herein by this reference, which may be referred to herein as the "services" or "work" hereunder. As a material inducement to the City entering into this Agreement, Consultant represents and warrants that it has the qualifications, experience, and facilities necessary to properly perform the services required under this Agreement in a thorough, competent, and professional manner, and is experienced in performing the work and services contemplated herein. Consultant shall at all times faithfully, competently and to the best of its ability, experience and talent, perform all services described herein. Consultant covenants that it shall follow the highest professional standards in performing the work and services required hereunder and that all materials will be both of good quality ~~as well as fit for the purpose intended~~. For purposes of this Agreement, the phrase "highest professional standards" shall mean those standards of practice recognized by one or more first-class firms performing similar work under similar circumstances.

### **Insurance Coverages**

- a) Firm does not own any vehicles and thus we do not have coverage on "owned" vehicles.
- b) City cannot be named as additional insured on the PL insurance and the PL insurer will not waive subrogation.
- c) The retention on our professional liability insurance is \$1 million per claim and \$2 million in the aggregate.

### **Indemnification**

To the full extent permitted by law, Consultant agrees to indemnify, defend and hold harmless the City, its officers, employees and agents ("Indemnified Parties") against, and will hold and save them and each of them harmless from, any and all actions, either judicial, administrative, arbitration or regulatory claims, damages to persons or property, losses, costs, penalties, obligations, errors, omissions or liabilities whether actual or threatened (herein "claims or liabilities") that may be asserted or claimed by any person, firm or entity arising out of or in connection with the negligent performance of the work, operations or activities provided herein of Consultant, its officers, employees, agents, subcontractors, or invitees, or any individual or entity for which Consultant is legally liable ("indemnitors"), or arising from Consultant's or indemnitors' reckless or willful misconduct, or arising from Consultant's or indemnitors' negligent performance of or failure to perform any term, provision, covenant or condition of this Agreement, ~~and in connection therewith~~; except and to the extent that any such claims or liabilities arise from the acts or omissions of any of the indemnified parties constituting negligence or willful misconduct.

### **Ownership of Documents**

Except for third-party or Consultant pre-existing intellectual property or proprietary rights ("Pre-Existing IP") including without limitation legal research vendor results, reports or forms, and Consultant templates, ~~a~~All drawings, specifications, maps, designs, photographs, studies, surveys, data, notes, computer files, reports, records, documents and other materials (the "documents and materials") prepared by Consultant, its employees, subcontractors and agents in the performance of this Agreement shall be the property of City and All documents and materials, including any Pre-Existing IP shall be delivered to City upon request of the Contract Officer or upon the termination of this Agreement, ~~and~~ Except for Pre-Existing IP, Consultant shall have no claim for further employment or additional compensation as a result of the exercise by City of its full rights of ownership use, reuse, or assignment of the documents and materials hereunder.

### **Retention of Funds**

~~Consultant hereby authorizes City to deduct from any amount payable to Consultant (whether or not arising out of this Agreement) (i) any amounts the payment of which may be in dispute hereunder or which are necessary to compensate City for any losses, costs, liabilities, or damages suffered by City, and (ii) all amounts for which City may be liable to third parties, by reason of Consultant's acts or omissions in performing or failing to perform Consultant's obligation under this Agreement. In the event that any claim is made by a third party, the amount or validity of which is disputed by Consultant, or any indebtedness shall exist which shall appear to be the basis for a claim of lien, City may withhold from any payment due, without liability for interest because of such withholding, an amount sufficient to cover such claim. The failure of City to exercise such right to deduct or to withhold shall not, however, affect the obligations of the Consultant to insure, indemnify, and protect City as elsewhere provided herein.~~

### **Termination Prior to Expiration of Term**

This Section shall govern any termination of this Contract except as specifically provided

in the following Section for termination for cause. The City reserves the right to terminate this Contract at any time, with or without cause, upon thirty (30) days' written notice to Consultant, except that where termination is due to the fault of the Consultant, the period of notice may be ~~such shorter time as may be determined by the Contract Officer.~~ In addition, the Consultant reserves the right to terminate this Contract at any time, with or without cause, upon ~~sixty (60)~~ thirty (30) days' written notice to City, except that where termination is due to the fault of the City, the period of notice may be such shorter time as the Consultant may determine. Upon receipt of any notice of termination, Consultant shall immediately cease all services hereunder except such as may be specifically approved by the Contract Officer. ~~Except where the Consultant has initiated termination,~~ The Consultant shall be entitled to compensation for all services rendered prior to the effective date of the notice of termination and for any services authorized by the Contract Officer thereafter in accordance with the Schedule of Compensation or such as may be approved by the Contract Officer, ~~except as provided in Section 7.3. In the event the Consultant has initiated termination, the Consultant shall be entitled to compensation only for the reasonable value of the work product actually produced hereunder.~~ In the event of termination without cause pursuant to this Section, the terminating party need not provide the non-terminating party with the opportunity to cure pursuant to Section 7.2.

## **6. AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION**

**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

9/30/2020

\_\_\_\_\_  
Date

Ashley Walker

\_\_\_\_\_  
Printed Name

Senior Policy Advisor

\_\_\_\_\_  
Title



**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

9/30/2020

\_\_\_\_\_  
Date

\_\_\_\_\_  
D. Michael Stroud Jr.

Printed Name

\_\_\_\_\_  
Partner

Title

## **7. DEBARMENT AND SUSPENSION CERTIFICATE**

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## DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: Nossaman LLP

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 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: Ashley Walker

Title: Senior Policy Advisor

Date: 9/30/2020

## DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: Nossaman LLP

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:  \_\_\_\_\_

Title: Partner

Date: 9/30/2020

## **8. APPENDIX A: TEAM RESUMES**

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# Ashley S. Walker

Senior Policy Advisor  
Sacramento

awalker@nossaman.com | 916.930.7780



Ashley Walker is a Senior Policy Advisor providing legislative and regulatory solutions for a variety of clients with interests in education, transportation, sustainable communities, housing, and water issues in the State of California and in Washington DC. She is based in the Firm's Sacramento office.

She has many years of experience effectively representing client interests before the California Legislature and state agencies, Congress and federal agencies, and has in-depth knowledge of the state and federal budget process. Ashley excels at building strategic coalitions and leverages her deep-rooted political relationships to assist clients in forming meaningful collaborations.

Ashley excels at grant writing and advocacy, and has secured millions of dollars in state and federal public funding honing her creative writing skills, for a wide range of community projects, including transportation and transit, affordable housing, parks and trails, cultural and recreational facilities, sustainable communities strategy planning, environmental enhancements, and vital public safety equipment.

## EXPERIENCE

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**County of Monterey.** Serves as the primary lobbyist for the County, providing a full range of legislative representation, including sponsoring legislation, engaging in State budget advocacy efforts, and advising on legislative strategies relative to the County's Legislative Program. In total, secured \$27 million in State budget funding for water infrastructure projects. Additionally, provides local, state, and federal grant consulting services for the County, including researching grant programs, assisting in the development of competitive applications and narrative, developing relationships with key decision makers, and securing community and political support for projects.

**City of East Palo Alto.** Provides legislative and grant services to the City of East Palo Alto. Worked with the City of East Palo Alto and Senator Jerry Hill to successfully negotiate a Letter to the Journal regarding SB 107 to clarify that intent of the bill be interpreted in a way that would allow repayment for transferred money to the former redevelopment agency, for use by the former redevelopment agency, for lawful purpose. This resulted in a repayment to the City of East Palo Alto of nearly \$12 million.

**City of Alameda.** Has worked with the City of Alameda since 2014 on grant writing and related advocacy, including securing a \$2 million grant through the Land and Water Conservation Fund program administered by the Department of Parks and Recreation. In total, the Nossaman/City team has secured over \$12.6 million in grant funding for priority projects.

**City of West Sacramento.** In 2015, worked with the City of West Sacramento to secure a \$6.7 million grant through the Affordable Housing and Sustainable Communities grant program administered by the Strategic



Growth Council and the Department of Housing and Community Development. The funding allowed the City to make necessary transportation infrastructure-related updates to support a new mixed-use affordable housing project and a streetcar line servicing multiple cities in the region.

**North Orange County Community College District.** Serves as the State and Federal advocate for the District and provides support for the District's public policy priorities and grant needs. Maintains relationships on behalf of the District with the Governor's office, Legislature, legislative committees, and the California Community College Chancellor's Office, as well as Congress and relevant federal agencies. Providing the District monitoring of legislation, regulations, and grant programs in a proactive manner.

## INSIGHTS

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### SPEAKING ENGAGEMENTS

Speaker, "Community Services Programs," Association of Community and Continuing Education (ACCE) 2020 Annual Statewide Conference, Sacramento, CA, 2020.

Speaker, "Legislative Update," Association of Community and Continuing Education (ACCE) 2019 Annual Statewide Conference, San Diego, CA, 2019.

Speaker, "Telling Our Story: Helping Policymakers Understand Community Services," Association of Community and Continuing Education (ACCE) 2019 Annual Statewide Conference, San Diego, CA, 2019.

Speaker, "ACCE Legislative Platform Review," Fall 2018 Association of Community and Continuing Education (ACCE) Northern & Southern Drive-In Workshops, CA, 10.19.2018, 11.08.2018.

Speaker, "Legislative Guidance & Advocacy," Association of Community and Continuing Education (ACCE) 2018 Statewide Conference, Oakland, CA, 02.08.2018.

Speaker, "Legislative Update," Association of Community and Continuing Education (ACCE) 2017 Annual Conference, San Diego, CA, 02.02.2017.

Speaker, "State Legislative Update," Association of Community and Continuing Education (ACCE) 2016 Statewide Conference, Monterey, CA, 02.26.2016.

Speaker, "STRONG 2016: Developing Hornets' Hearts & Minds," Sacramento, CA, 04.29.2016.

## COMMUNITY & PROFESSIONAL

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Member, Capitol Network

Member, Institute of Governmental Advocates

Member, Metro EDGE, Professional Development Committee

## PRACTICES

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Government Relations & Regulation

California Advocacy

## EDUCATION

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California State University, Sacramento, B.A., 2009

# D. Michael Stroud Jr.

**Partner | Washington, DC**

**mstroud@nossaman.com | 202.887.1416**



Michael Stroud brings more than 15 years of legal and legislative policy expertise in border security, infrastructure, national security, tax, transportation, trade, state and local municipal government, and water and wastewater utility. He represents a massive multimodal transportation and urban redevelopment project in Maryland, several cannabis-related clients, and manages big box retailers, especially focusing in the pet supplies and pet retail areas. Michael also represents several international clients at the highest levels of government. He has advised clients on federal campaign and lobby laws, gift rules, ethics compliance, and investigations.

Prior to joining Nossaman, Michael held several roles in international trade and national security, serving as the Congressional Relations Officer for the U.S. International Trade Commission, serving as the principal liaison for the USITC to Congress.

Michael also previously served as Deputy Chief Counsel on the U.S. House of Representatives Committee on Homeland Security and held several roles at the U.S. Department of Homeland Security (DHS). At DHS, he was a Presidential appointee and held the titles of Deputy Assistant Secretary for Legislative Affairs and Assistant Secretary (Acting) for the Private Sector. His work focused on trade, travel, port and transportation security and assisted with serving as a liaison between the Hill, the private sector, and DHS.

After DHS, Michael served as the Director of Intergovernmental Relations for WSSC, nation's eighth-largest water utility, where he oversaw the government relations strategies for a \$1.1 billion water and wastewater utility.

## EXPERIENCE

### GOVERNMENT SUPPORT & FUNDING

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- Led the team to secure a \$20 million grant for a multimodal port client, assisted with solving issues pertaining to immigration and tax funding, especially around the EB-5 investor-based visa
- Arranged client meetings with the Cabinet and Sub-Cabinet-Level leadership of federal agencies, including Department of Homeland Security, Treasury, Commerce, and others, such as the Department of Transportation's Maritime Administration and the Department of Homeland Security's Customs and Border Protection and United States Coast Guard.
- Led efforts on appropriations legislation to obtain legislative changes to advance clients' interests in the alcohol and cannabis industries. Worked on projects to secure and help increase a client's profile during the legislative process for privately-held ports and maritime facilities.

### TAXATION REPRESENTATION

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- Led effort to obtain favorable tax legislation to assist national retailers, including securing the introduction of legislation to improve companies financial standing and to help retailers provide more high-paying jobs.
- Worked to advance changes to the Opportunity Zones legislation impacting zero-population and low-population industrial sites.

## **NATIONAL SECURITY**

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- Worked on efforts to advance aviation security and companies seeking to preview their technology before federal agencies. Secured Congressional interest to advance clients' goals and objectives. Worked to resolve various issues with the different components of the Department of Homeland Security, including U.S. Customs and Border Protection, Federal Emergency Management Agency, Transportation Security Administration, United States Coast Guard, and the Department's Headquarters.

## **DISASTER PREPAREDNESS & RESPONSE**

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- Advise clients on the FEMA and larger State and Federal government response to natural disasters, such as hurricanes and wildfires, and other emergencies, such as biological contaminations and critical infrastructure impact.

## **GOVERNMENT REPRESENTATION**

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- Prepared witnesses for congressional testimony.
- Secured appropriations language benefiting clients and the alcohol and cannabis industry.
- Worked to advance tax, trade, and transportation legislation impacting all modes of surface, rail, and maritime transportation.
- Represented clients during agency rulemaking and regulatory development processes.

## **COMMUNITY & PROFESSIONAL**

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District of Columbia Bar Association, International Section Member  
Washington Government Relations Group  
Cornell University Football Association

## **PRACTICES**

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Government Relations & Regulation  
Federal Advocacy

## **EDUCATION**

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George Washington University Law School, J.D., 1998  
Cornell University, B.A., 1995

## **ADMISSIONS**

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District of Columbia  
Connecticut  
Maryland

# Nate Solov

**Policy Advisor | Sacramento**

**nsolov@nossaman.com | 916.930.7727**



Nate Solov is a Capitol insider with over 18 years of legislative experience and whose relationships with legislators, staff, and the Governor's office allow him to achieve results for clients. Since joining Nossaman in April 2019, Nate has already secured success for clients. He connected the SF Bay Ferry with the California Transportation Agency Secretary to help them obtain needed funding. He led a coalition of construction defect firms to get balcony safety legislation through the legislature and signed by the Governor. He also is leading a coalition of state toll agencies to advance legislation preventing frivolous lawsuits. He worked to get unanimous legislative support and the Governor's signature for legislation to continue the state's Parkinson's Registry. He also secured millions in the state budget for San Mateo Community College District projects. Nate recently secured over \$500,000 for a client seeking competitive funding from the Governor's Office of Economic Development's California Competes Tax Credit Program for job creation at their state manufacturing facilities.

Nate is well respected in the legislature and Governor's office for his knowledge, work ethic, and ability to find compromise and get results. During his more than 17 years in the legislature Nate staffed more than 125 bills and as chief of staff, helped Senator Hill get the most bills signed into law of any current legislator. As a chief of staff Nate helped broker deals on many high-profile legislative reforms, managed communications and political strategy, and successfully secured millions in budget funding for local programs. As a lobbyist he's capitalized on his relationships to help clients advance their interests.

## COMMUNITY & PROFESSIONAL

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Board of Directors, Oak Park Neighborhood Association (2005-2007)  
Co-Chair, Sacramento City Unified School District, Bond Oversight Committee (2002-2006)  
Water Education Foundation, Water Leaders (2004)  
City of Sacramento's City Management Academy (2005)

## PRACTICES

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California Advocacy  
Government Relations & Regulation  
Governmental Advocacy

## EDUCATION

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San Diego State University, B.A., 2001

# Hon. Chris Carney

Senior Policy Advisor  
Washington, DC

ccarney@nossaman.com | 202.778.2102



Chris has found success through public service. He represented Pennsylvania's 10<sup>th</sup> Congressional District, and was a member of the Transportation and Infrastructure Committee and is steeped in transit and infrastructure experience. Chris served on the Subcommittee on Highways and Transit, the Subcommittee on Economic Development, Public Buildings, and Emergency Management, as well as the Subcommittee on Railroads, Pipelines, and Hazardous Materials. While in Congress, Chris leveraged his experience on Highways and Transit to resurrect the moribund Central Susquehanna Valley Thruway Project (CSVT) in Pennsylvania. By creatively blending federal monies, state monies, and Appalachian Regional Commission resources, Chris was able to kick start the nine-year, \$865M project scheduled for completion in 2024. Further, Chris has been a long-time proponent of multi-modal development projects as drivers of economic vitality, and understands the economic efficiencies gained by "connected" modes of transportation.

A Blue Dog Democrat while in Congress, Chris was also assigned to the Homeland Security Committee. With his significant experience on transportation security issues, he was appointed Chairman of Management, Investigations, and Oversight Subcommittee as a freshman Member. Moreover, as a member of the Subcommittee on Intelligence, Information Sharing, and Terrorism Risk Assessment, Chris had the opportunity to work directly with the Department of Homeland Security and the National Counterterrorism Center to develop policies pertaining to domestic, as well as international terrorism, and to counter threats to the nation's infrastructure.

Commissioned as an Ensign in 1995, Chris served as an Intelligence Officer for more than 15 years. Serving multiple overseas deployments, Chris left the military holding the rank of Navy Commander, operating as a combat Mission Operation Commander (MOC) for the MQ-1 "Predator", the MQ-9 "Reaper," and the RQ-4 "Global Hawk." platforms. Chris earned many personal awards, including the Defense Meritorious Service Medal.

## EXPERIENCE

### GOVERNMENT

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- Member of Congress 2007-2011
- Member of the House of Representatives Transportation and Infrastructure Committee
- Member of the House of Representatives Homeland Security Committee, Chairman of the Management, Investigations, and Oversight Subcommittee
- Presidentially-appointed Commissioner on the Military Compensation and Retirement Modernization Commission

## **PRACTICES**

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Federal Advocacy  
Government Relations & Regulation

## **INDUSTRIES**

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Government & Public Sector

## **EDUCATION**

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University of Nebraska-Lincoln, Ph.D., 1993, Political Science and Government  
University of Wyoming, M.A., 1983, International Relations and Affairs  
Cornell College, B.S.S., 1981, History, Environmental Science



## **9. APPENDIX B: CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

# **CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy or validity of that document.

~~STATE OF CALIFORNIA~~

DCN Maryland

~~COUNTY OF LOS ANGELES~~

Montgomery

On 9/25, 2020 before me, Doreen Chambers Hill, Notary Public, personally appeared D. Michael Stroud Jr., proved to me on the basis of satisfactory evidence to be the person(s) whose names(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature: D. Hill  
Doreen Chambers-Hill

## **OPTIONAL**

Though the data below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent reattachment of this form.

CAPACITY CLAIMED BY SIGNER		DESCRIPTION OF ATTACHED DOCUMENT
<input type="checkbox"/>	INDIVIDUAL	
<input type="checkbox"/>	CORPORATE OFFICER	
<input type="checkbox"/>	PARTNER(S) <input type="checkbox"/> LIMITED <input type="checkbox"/> GENERAL	TITLE OR TYPE OF DOCUMENT
<input type="checkbox"/>	ATTORNEY-IN-FACT	
<input type="checkbox"/>	TRUSTEE(S)	NUMBER OF PAGES
<input type="checkbox"/>	GUARDIAN/CONSERVATOR	
<input type="checkbox"/>	OTHER _____	
SIGNER IS REPRESENTING: (NAME OF PERSON(S) OR ENTITY(IES))		DATE OF DOCUMENT
_____		
_____		SIGNER(S) OTHER THAN NAMED ABOVE

# **CALIFORNIA ALL-PURPOSE ACKNOWLEDGMENT**

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy or validity of that document.

STATE OF ~~CALIFORNIA~~ Maryland

COUNTY OF ~~LOS ANGELES~~ Montgomery

On 9/25, 2020 before me, Doreen Chambers Hill, notary, personally appeared D. Michael Stroud Jr., proved to me on the basis of satisfactory evidence to be the person(s) whose names(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal

Signature: D. Hill

**DOREEN CHAMBERS-HILL**  
**NOTARY PUBLIC STATE OF MARYLAND**  
 My Commission Expires August 16, 2022

## **OPTIONAL**

Though the data below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent reattachment of this form.

### **CAPACITY CLAIMED BY SIGNER**

☐  
☐

INDIVIDUAL  
 CORPORATE OFFICER

TITLE(S)

☐

PARTNER(S) ☐ LIMITED  
☐ GENERAL

☐

ATTORNEY-IN-FACT

☐

TRUSTEE(S)

☐

GUARDIAN/CONSERVATOR

☐

OTHER \_\_\_\_\_

### **DESCRIPTION OF ATTACHED DOCUMENT**

\_\_\_\_\_  
 TITLE OR TYPE OF DOCUMENT

\_\_\_\_\_  
 NUMBER OF PAGES

\_\_\_\_\_  
 DATE OF DOCUMENT

### **SIGNER IS REPRESENTING:**

(NAME OF PERSON(S) OR ENTITY(IES))

\_\_\_\_\_  
 SIGNER(S) OTHER THAN NAMED ABOVE

## ACKNOWLEDGMENT

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of Maryland  
County of Montgomery

On 09/25/2020 before me, Doreen Chambers-Hill, Notary Public  
(insert name and title of the officer)

personally appeared D Micheal, JR Stroud  
who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

DOREEN CHAMBERS-HILL  
NOTARY PUBLIC STATE OF MARYLAND  
My Commission Expires August 16, 2022

WITNESS my hand and official seal.

Signature Doreen Chambers-Hill (Seal)  
Doreen Chambers-Hill