

ALCALDE & FAY

**PROPOSAL FOR FEDERAL LOBBYING AND GRANT  
CONSULTING SERVICES FOR THE CITY OF HALLANDALE  
BEACH, FLORIDA**



**SEPTEMBER 19, 2017**

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ALCALDE & FAY**

**GOVERNMENT & PUBLIC AFFAIRS CONSULTANTS**

# ALCALDE & FAY

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September 19, 2017

Nydia M. Rafols  
Deputy City Manager  
City of Hallandale Beach  
400 S. Federal Highway  
Hallandale Beach, FL 33009

Dear Deputy Manager Rafols:

Alcalde & Fay is pleased to submit the following proposal to renew our existing agreement for Federal Lobbying and Grant Consulting Services for the City of Hallandale Beach.

We are extremely honored to serve as the City's federal lobbyists. We are proud that for the past five years we have successfully advocated for Hallandale Beach to secure and preserve millions of dollars in federal funding for the City.

Through our frequent firm communications and alerts, we work diligently to keep the City's elected officials, City Management, and City Department staff fully informed to serve as Hallandale Beach's "eyes," "ears" and "voice" in Washington. Over our tenure we have familiarized ourselves with the City's interests including those impacting your residential and commercial areas; roads and water infrastructure; beach; parks and recreation; emergency operations and public safety; as well as health and human services provided at the City's Hepburn Center. We have utilized this knowledge to effectively convey the City's unique priorities to decision makers in Washington in order to pursue and secure funding opportunities from every available source.

As a bi-partisan firm, founded over forty years ago, we are known as extremely effective and highly reputable federal advocates with an expertise in the representation of municipalities. There is no federal issue involving communities where we have not had experience, and Florida Trend recognized us as the "Dean of Florida Lobbyists." We use all of our firm assets, including excellent relationships with the entire Florida congressional delegation, as well as Chairmen and Ranking Members of key congressional committees and federal agency executives to effectuate the City's priority needs and goals.

Overall, we are proud to have helped the City with our legislative contacts and expertise to achieve key federal legislative and grant funding goals. Over the course of our advocacy these

past five years these achievements are measurable, as we helped secure approximately \$9.7 million for the City in federal funding. This included a two year intensive lobbying effort that preserved over \$9 million for flood mitigation that was in jeopardy of being lost after project extensions were denied by FEMA and the Florida Division of Emergency Management, and most recently the award of two firefighter grant awards to support over \$100,000 in interoperable communications, firefighter safety, and community fire education and prevention.

Our proposal below provides a detailed description of our firm's expertise and history of successful Washington representation, and our specific efforts on behalf of the City. It speaks to our firm's forty four years of proven success. This has encompassed helping our clients to secure millions of dollars in federal funding through appropriations, authorizations, and grants, as well as obtaining positive resolution of issues involving federal agencies ranging from expediting permits to modifications, waivers and extensions of grant obligations and liens.

As such, we would very much welcome the opportunity to continue our strong representation of Hallandale Beach here in Washington. We would propose extending our services for another five year term, starting on October 1<sup>st</sup>, or alternatively at the City's discretion a one year term, with four (4) one year extensions. Further, we would propose to maintain our current retainer, which we have not increased since the inception of our relationship with the City.

With pending Administration and Congressional proposals to enact a major infrastructure bill, as well as tax reform, we know that our history of representation and client service will continue to produce outstanding results for Hallandale Beach, and we would welcome the opportunity to continue to represent the City in the nation's capital.

Sincerely,



Maurice Kurland

Partner

[Kurland@Alcalde-Fay.com](mailto:Kurland@Alcalde-Fay.com)

## QUALIFICATIONS AND EXPERIENCE

### Hallandale Beach – Successes

Alcalde and Fay has been privileged to represent the City of Hallandale Beach since 2012. We are honored to work with you in support of the City's interests in Washington. Reviewing what we have achieved together, we are pleased to have been able to advance significant public works, community development, and public safety projects by helping to secure funding totaling approximately **\$9.7 million** in competitive and discretionary grant dollars:

- ✓ **\$298,570** under the Assistance to Firefighters Grant (AFG) program for Self-Contained Breathing Apparatus equipment
- ✓ **\$9,300,000** - Engaged in a multi-year lobbying effort to reverse a denial by FEMA of an extension of time to utilize grant dollars for a flood mitigation project. The City sought our assistance, and with our advocacy to FEMA Headquarters, an extension of fifty two months (4 years and four months) was secured preserving \$9.3 million in mitigation dollars that were otherwise in jeopardy, with the City allowed sufficient time to design, permit, and construct the unfinished portion of its drainage project.
- ✓ **\$12,858** under the Fire Prevention and Safety Grant (FP&S) program for an interactive robot and updated safety "mascot" for outreach to the City's families and children.
- ✓ **\$70,000** in competitive grant funding under the Assistance to Firefighters Grant (AFG) program to acquire twenty-two P-25 compliant mobile interoperable radios as part of an eight city \$722,273 regional request award.

In addition, Alcalde & Fay has assisted the City to secure support for a variety of policy positions of importance to the City, including:

- ✓ Preservation of overall CDGB funding
- ✓ Maintenance of Municipal Tax Free Bonding Authority
- ✓ Updated HUD and DOJ Guidance on application of Fair Housing Act to Sober Homes
- ✓ Advocacy against implementation of EPA "Waters of the U.S." rule
- ✓ Support for "Market Place Fairness" Act for state and local tax collect of "remote" sales
- ✓ Statute of limitations of three years on FEMA de-obligation of previously approved disaster reimbursement for debris removal and other clean up

## Firm History

Alcalde & Fay is a Federal government and public affairs firm located in Arlington, Virginia, a short distance from the U.S. Capitol. The firm was founded in 1973 by Hector Alcalde, after serving as chief of staff to former Florida Congressman Sam Gibbons for more than 11 years.

For over four decades, Alcalde & Fay has successfully managed issues and represented a broad range of clients before the United States Congress and the Executive branch. The firm has built a distinguished reputation for effective public policy representation on behalf of numerous public bodies including cities, counties, school districts, airports and seaports. In addition, the firm lobbies on behalf of a variety of corporations and associations including those in the transportation, maritime, environmental, agricultural, energy, and defense industries.



The firm counts 30 partners and professionals on its staff including a former Member of Congress, senior staff from Capitol Hill and the Executive Branch, and presidential appointees who reflect a rich diversity in both background and expertise. Other partners and associates have backgrounds in public relations, journalism, marketing and law. Drawing on the expertise of our staff, we are able to provide effective advocacy on behalf of clients with Congress, the White House and Federal agencies.

Along with Florida Trend magazine citing us as the “Dean of Lobbyists” for Florida communities; a George Washington University study rated us as among the “Top 10 Most influential Lobbying Firms” in America. These accolades speak to our firm’s ability to achieve measurable results on behalf of our clients and our dedication to client services such as those provided to Hallandale Beach.

We are not only experts in federal issues impacting communities, but our professionals maintain long term working relationships with congressional members and agency heads, including key congressional staff and political appointees in positions of seniority and leadership. These relationships, combined with our understanding and experience in the public policy decision-making process in Washington, enable us to be effective advocates for our clients’ goals.

Moreover, the longevity of our clients is evidence of our effectiveness and client satisfaction. Many of our clients have continuously retained our services for 5, 10, 15, and 20 or more years, including our first client, the Tampa Port Authority, who retained us 44 years ago. With our advocacy for Hallandale Beach, we are proud to include you among those clients. We have



pursued federal appropriations, authorizations, and grant opportunities for Hallandale Beach resulting in a strong return on investment, and actively advocated for and against legislation and regulations impacting favorably (or unfavorably) on the City.

### **Bipartisan Relationships**

Recognized as a bipartisan firm, the partners and personnel of Alcalde & Fay are drawn from both political parties and have close working relations on both sides of the aisle. These relationships, combined with our understanding and experience in the public policy decision-making process in Washington, enable us to be effective advocates for our clients' goals. At Alcalde & Fay that *is* our strength.

As a priority we maintain outstanding relationships with the City's members of Congress: Representative Debbie Wasserman Schultz (D), and Senators Bill Nelson (D) and Marco Rubio (R) as they provide the base of support for implementing your federal legislative agenda, along with the entire Florida delegation.



Additionally, we work closely with leadership and senior staff of key committees of importance to Hallandale Beach, including House and Senate Appropriations, Energy and Commerce, Environment and Public Works, Homeland Security, and Transportation and Infrastructure. Each of these Committees have important funding and authorization jurisdiction impacting communities, and our professional work with them is beneficial to the City's priorities. As a result, we are able to "stay ahead" of legislative developments and shape bills and amendments at the earliest evolutionary stages.

In addition, Alcalde & Fay's long-term relationships extend well into the ranks of political appointees and senior executive branch staff. Our contacts and experience include working with the Departments of Commerce, Education, Energy, Homeland Security, Housing and Urban Development, Justice, Labor, and Transportation, as well as the EPA, FEMA, and U.S. Army Corps of Engineers. These agencies issue rules and regulations that impact local community concerns, and administer programs that provide for competitive grant funding. We closely monitor agency notifications as well as grant programs, and work to help ensure that Hallandale Beach's interests are protected, and opportunities for funding are fully considered.



We are well versed on all federal matters, particularly in developing creative solutions to difficult issues, and we can do so with any agency, as we detail in the "Agency Advocacy" section of this proposal below.

With the annual appropriations and authorization process, we have successfully lobbied your Members of Congress and the key Congressional Committees to maintain adequate funding for transportation funding including for maintenance and development of roads, bridges, bike and pedestrian trails, sidewalks, and transit and transportation alternatives. Moreover, we have advocated to increase funding for federal programs in the areas of community development, infrastructure, and public safety, while opposing statutory provisions that would be detrimental such as eliminating the Community Development Block Grant (CDBG) program or Tax-Free Municipal Bonding.

Furthermore, while hurricanes Harvey and Irma focused the nation's attention on storm preparation and recovery, we know that emergency preparedness, disaster mitigation, and support for clean-up and restoration is an ongoing priority for Florida communities. With that in mind, we have continuously advocated to maintain hazard mitigation and emergency preparedness funding levels. We have successfully opposed efforts to consolidate individual FEMA grant programs, and ensured that targeted funds continue to flow directly to urban areas for facility hardening, shelters, utility enhancements, and improved evacuation. Moreover, we have fought for reimbursements for disaster response, and advocated against de-obligation of previously awarded disaster funds.

Likewise, to maintain the City's law enforcement and fire and rescue capabilities, we have successfully advocated for adequate funding for Byrne and COPS grants under the Department of Justice, and AFG (Assistance to Firefighter Grant) Programs under FEMA. These programs provide funding for personnel, technology, equipment, education and training.

We have been particularly pleased to assist the City in securing competitive AFG Grants over the course of our representation totaling almost \$400,000 for firefighter safety and communication equipment and technology, and fire prevention and education initiatives. This involved the utilization of our grant services, including pre-submission review and securing of letters of support that we discuss in greater detail below.

As to water and wastewater, we have advocated in support of a new Water Resources Development Act (WRDA) every two years. In line with the City's interests, Congress provided in the last bill a process to review water infrastructure projects whereby a public entity can seek the U.S. Army Corps participation. Similarly, we successfully advocated against a proposed EPA rule that broadly defined "waters of the U.S.," to encompass flood-control infrastructure

never envisioned under the Clean Water Act. Also, in conjunction with other municipal advocates, we helped obtain an agreement from EPA to defer to Florida in setting numeric nutrient limits for Florida waterways.

Finally, we know that cities want to preserve their ability to control taxation, zoning, and franchising. We have advocated for "market place fairness" for internet sales and we are currently lobbying against the elimination of state and local (SALT) tax deductions as part of the tax reform proposals the Administration is considering.

### Agency Advocacy

Along with our relationships with federal department officials, our understanding of executive branch processes and decision making will be an asset to Hallandale Beach if it encounters a problem under an agency's jurisdiction. Often, there is a need to cut through bureaucratic red tape, proceed through a complex appeals process, or secure a waiver or modification of agency policy or guidance. We have had decades of experience in successfully resolving issues where funding is at risk, or time is of the essence awaiting an agency decision.

A tremendous example of our agency advocacy in this regard took place last year for the City, as we secured the retention of \$9.33 million in flood mitigation grant dollars that were in jeopardy of being rescinded by FEMA. This was due to unanticipated delays in the City's flood mitigation project since its original award in 2006. Specifically, through our advocacy we secured from FEMA a full extension of 4 years and four months for the City to complete its "NE/SE-SW Drainage Improvement" project, and preserved the entire \$9.33 million for flood mitigation under an original grant to the City in 2006.

This issue was first brought to our attention in 2014. The City was getting no response to its request for an extension from the Florida Division of Emergency Management (FDEM) nor FEMA, and was under a timeline to complete the project by December of 2014. We immediately went to work in assisting the City to file two detailed appeals, lobbying FEMA Intergovernmental and its Mitigation division, and securing the assistance of Senators Bill Nelson and Marco Rubio, and Congresswoman Debbie Wasserman Schultz to intercede with the agency.

Through multiple formal letters of appeal, a site visit to Hallandale Beach by FDEM Director Brian Koon, and multiple teleconferences and a Washington "Fly in" meeting for the City that we arranged with FEMA headquarters, the City was ultimately granted an extension of 24 months for design and permitting, and an additional 28 months for construction on June 2, 2016.



We are pleased that through our intervention we were able to reverse FEMA's previous denials, including an untenable two year extension. We detailed the unique challenges of the project, and had FEMA acknowledge the project's constraints and agree to provide the maximum extension of 52 months that the City had been seeking and fully preserve \$9.33 million in funding. This was a major accomplishment, as FEMA had repeatedly advised that an extension beyond twelve months would be extremely unusual.

## Grant Services

First, we analyze annual appropriations bills for long standing grant programs as well as those newly created, and identify where advantageous funding opportunities exist. Second, we monitor the federal register and agency grant notifications, along with conducting “grant prospecting” of public and private funding sources. We compile these funding opportunities and send them to your attention via our frequent *Grant Alerts* that describe the programs, key grant criteria, and application deadlines.



Upon a City's grant application submission, we advocate to your congressional delegation for their support. For Hallandale Beach, we have secured numerous letters from your Members of Congress asking that your applications be considered fully and fairly by the issuing agency.

Further, we arrange meetings with key federal agency program officers as part of a strategy to glean additional grant application and program information, including upcoming grant notices of funding availability, as well as post-grant announcement debriefings. We do this to give increased time to prepare applications, and to also raise specific issues with program officers who can influence grant programs.

Overall, we are proud that grant services have assisted the City in securing multiple competitive grant awards that have amounted to hundreds of thousands of dollars. In sum, Alcalde & Fay's grant services offer a full range of assistance throughout the entire grant process:

- ✓ Targeted prospecting services to research grant opportunities for specific projects.
- ✓ Grant application development, drafting, and review prior to submission.
- ✓ Advocating congressional support for the City's applications including letters of support from your Members of Congress as part of your grant application package.
- ✓ Grant application debriefings to review scoring, and obtain input for future grant applications and resubmissions.

#### **HALLANDALE BEACH - CLIENT TEAM**

As with any good organization, our greatest strength and your best assurance of effective advocacy resides in the team that we assemble to represent your interests in Washington. We bring together firm partners who can best implement your legislative agenda based on their experience and expertise. Although different client team members may work on particular projects, each will remain knowledgeable about the City's overall agenda.

Alcalde & Fay believes in the value of continuity in project management. Thus, **Maurice Kurland**, will continue to provide overall legislative advocacy and strategy, and serve as the City's primary contact. The client team will also include: **L.A. "Skip" Bafalis, Jim Davenport, Danielle McBeth, and Trace Roller**. Each of these firm Partners has extensive experience representing public bodies in Washington and a wealth of knowledge about municipal issues.

#### ***MAURICE KURLAND, ESQ. – CLIENT TEAM LEADER***



Maurice Kurland, Partner, has been active in government and public affairs for more than 20 years working on behalf of Florida public bodies. He has extensive experience on behalf of numerous clients in transportation, economic development, federal appropriations, homeland security, and infrastructure. At Alcalde & Fay, Mr. Kurland applies his legal and legislative skills for local governments to secure federal funding and provide new business opportunities. Prior to joining the firm, Mr. Kurland served on the legislative staff of Congressman Silvestre

Reyes. Starting in 1997, he worked on a broad range of issues, including energy, economic development, criminal justice, housing, labor, small business, tribal, veterans, and appropriations. In 2000, as the Congressman's Senior Legislative Assistant, he also served as Telecommunications and Technology liaison working on mergers, media, and trade issues.

Mr. Kurland holds a Bachelor's of Business Administration from the University of Texas in Austin, and a J.D. from Washington University in St. Louis. He is a licensed attorney, and was Board Certified in Texas. As a former Assistant District Attorney in El Paso, Texas he conducted over 60 jury trials. In addition, he has served as a Board Member of a Federally Qualified Health Center and is a member of both the Texas and Florida State Societies.

***L.A. 'SKIP' BAFALIS - PARTNER***



A former five-term Congressman from Florida, L.A. "Skip" Bafalis, Partner, began his political career in Palm Beach County with election to the Florida House of Representatives and then served in the Florida Senate for two terms. He then served ten years in the U.S. Congress and subsequently was the Republican nominee for Governor of Florida in 1982. In Congress, Mr. Bafalis served on the Public Works Committee (now the Transportation and Infrastructure), and Ways and Means Committee. He became known for trade and tax matters and authored passage of wide-ranging estate and gift tax legislation. He has been lobbying for more than 25 years, and has extensive experience working on behalf of public clients. He maintains close working relationships with members of the House and Senate, many of whom are former colleagues. He holds a B.A. degree from St. Anselm's College in Manchester, New Hampshire, who honored him with its "Alumni Award of Merit."

***JIM DAVENPORT, ESQ., PARTNER***



Jim Davenport, Managing Partner, joined the firm in 1999. He manages many of the firm's public clients on a wide array of issues including economic development, transportation, education, environmental issues, and criminal justice. In this role, he works closely with numerous members of Congress and their staff, the U.S. Army Corps of Engineers, and the Departments of Justice, Housing and Urban Development, and Transportation, and various Federal agencies.

Mr. Davenport has been effective in helping secure millions of dollars in federal funding for bridges, roads, beaches, waterways, and water and sewer systems. He is an experienced tactician in navigating the legislative and agency process. He consults and advises on the Federal budget process, agency rulemakings, and Administration policy.

Previously he served as a Legislative Assistant for the late Congressman Gerald B. Solomon working on economic development and health care issues, and as an associate at Wehner & York, LLP, handling election law. He holds a B.A. degree from St. Lawrence University in New York, and obtained a J.D. degree from Catholic University in Washington, D.C.

***Danielle McBeth, Partner***



Danielle McBeth has 22 years of government affairs and media relations experience. She joined the firm in 1995 and has worked on issues related to education, transportation, economic development, technology, and immigration. She has led multiple coalitions and organizations lobbying before Congress. Her achievements include substantial appropriations and grants for water infrastructure, roadways, education, and law enforcement technology.

Prior to joining the firm, Ms. McBeth served as press secretary for the Florida Commission on Education Reform and Accountability where she coordinated public relations between media entities statewide. She also served as the information specialist for Florida State University's Center for Professional Development, and began her career working for the *New York Times* Regional Newspapers, the *Spartanburg Herald-Journal* and the *Tallahassee Democrat*.

A native of Jackson, Mississippi, she earned a B.A. in journalism from Florida A&M University where she received the "Outstanding Senior in Newspaper Journalism Award," and obtained a J.D. from American University. She currently serves as Vice President of the Washington Government Relations Group and is a member of the American League of Lobbyists.

***TRACE ROLLER, PARTNER***



Trace Roller works on behalf of Alcalde & Fay municipal clients on a broad range of issues, including workforce and economic development and public safety. Active in government for more than 15 years, Mr. Roller has extensive experience advocating at both the Federal and State government level. He assists the firm's clients in shepherding their requests through the legislative and grant process.

Mr. Roller began his public affairs career serving on staff with the Chairman of the Rules Committee Pete Sessions. He also previously served on the legislative staff at the Texas Department of Agriculture, and in the Texas House of Representatives. He holds a Master's in Political Management from the George Washington University, and a B.S. from Texas A&M.

In addition, other Alcalde & Fay partners and associates may be utilized to support the client team in support of a particular project, with no additional expense to the City.



## **Development and Implementation of Federal Agenda**

Alcalde & Fay's efforts on behalf of each client are tailor-made to meet that client's needs. We continuously review and update the City's federal legislative agenda based on current City objectives. This agenda results from discussions with City Management about particular issues and needs, and is implemented as follows: 1) Understanding client priorities and goals and strategic positioning; 2) Identification of federal programs and policy proposals that support the client objectives; 3) Continuous communication with the City; 4) Contacts and lobbying of decision makers in Washington; and 5) Creative and persistent pursuit of client's goals.



As a firm that has been representing public entities for over forty years, we are dedicated to each of our clients, and for Hallandale Beach we seek to continue our representation as follows:

- Identifying, pursuing and protecting essential Federal program funding critical to the City in appropriations and authorization legislation;
- Providing comprehensive grant services – working with the City to submit successful Federal and other grant applications;
- Expanding Hallandale Beach's role in Federal policy, working to develop new opportunities for economic development and grant programs;
- Working to support or oppose legislation, regulations and policy that would either benefit or harm the City of Hallandale Beach or its residents;
- Fostering and enhancing relationships with Members of Congress and Executive Branch officials; and
- Organizing Washington "Fly-In's" to meet with Congressional Delegation and Federal Agencies to advocate for Hallandale Beach's priorities.

## **Communication and Reporting**

Alcalde & Fay provides monthly legislative updates to the City Manager, Mayor and Commission of our efforts and developments in Washington. These reports are the primary vehicle for communicating statutory and agency action, and ensure that the City is continuously receiving thorough and timely updates regarding:



- ✓ Bills and legislation affecting City interests;
- ✓ Relevant testimony, hearings and briefings;
- ✓ Federal regulations, guidelines, directives, and other administrative policy;
- ✓ Grants and other funding opportunities; and
- ✓ Status of the City's legislative agenda.

Also, we provide frequent bill and regulatory notifications, grant alerts, and advisement of other congressional and agency action. We schedule calls and arrange teleconferences to facilitate broader discussions of City issues. Further, we are available to attend Hallandale Beach Commission meetings at the City's request to report on our legislative activities. We have done so several times, as we welcome seeing projects first-hand and meeting with the Commission, City Management, and department staff about developments in Washington.

As such, we place a high priority on communication with our clients. We will ensure you have the information you need, including the progress of our initiatives on your behalf. In this way, we allow you to know our work product and ensure that the City's expectations are fully satisfied, amidst Congressional and agency action that can be lengthy and protracted.

### **Meetings with Congress and Federal Agencies**

While the Alcalde & Fay Client Team regularly meets and communicates with Capitol Hill and federal departments and agencies, we encourage the City to make a trip to Washington, D.C. each year. This serves to reinforce the City's priorities, and additional program information is often gleaned from face-to-face contacts regarding the Hallandale Beach agenda.



Over the course of our representation of the City, we have arranged for productive meetings in Washington for the Mayor, Members of your Commission, and City staff with your Congressional delegation, and agencies including the Army Corps of Engineers, Department of Energy, Department of Homeland Security, EPA and FEMA. The firm handles all Washington arrangements including scheduling and transportation, and we maintain fully functional guest offices at our Arlington, Virginia headquarters for the use of City officials.

Prior to any visit to Washington, we assist in the preparation of briefing documents. These include backgrounders, "white papers," maps, and photographs that serve as useful "leave-behind" materials for meetings. After a Washington trip, we follow up with each office, and

prepare a summary of issues addressed. Overall, we utilize a “Fly in” to emphasize priority projects, obtain grant guidance, and urge policies and programs beneficial to the City.

### **Areas of Expertise**

A core part of our practice is assisting communities through the budget, appropriations and authorization process. With Congress operating under a moratorium on congressionally-directed appropriations (i.e. earmarks), the need to be creative in identifying sources of funding and strategically positioning the City’s priorities is more important than ever.



Alcalde & Fay is well equipped to continue to do this for Hallandale Beach in appropriations and authorization bills for federal programs that support City projects. We have been particularly successful in utilizing the amendment process and securing report language to expand existing programs, or create new policies. A few examples include:

- Authorizing language in MAP-21 that States consider certain criteria for highway projects.
- Language in the Energy & Water Development Appropriations to allow non-federal funds to be used for “any authorized water resources development study or project.”
- Maintaining our clients’ eligibility for DHS - Urban Area Security Initiative (UASI) funding, and raising their level of priority for funding toward infrastructure, equipment, and training.

Furthermore, the firm advocates to various agencies to ensure that programs of importance to our clients are included, retained, or modified as part of the President’s Budget.

### **Public Works – Water Infrastructure**

Alcalde & Fay has a long history of successfully advocating in support of the water and wastewater needs of cities. We are knowledgeable about the host of Federal programs that support these projects. The most prominent include: (1) EPA State Revolving Funds; and (2) Economic Development Administration Public Works programs. Moreover, our Vice Chairman, Kevin Fay has been recognized by the EPA for his global leadership in environmental issues, and serves the firm’s clientele in offering guidance on these issues.



## Transportation

Alcalde & Fay has long been considered an expert in the transportation field, and has an established track-record in obtaining funding for projects. We have effectively lobbied for highway, bridge, rail, bus and bike and pedestrian projects.

We have valuable working relationships with both the House Transportation and Infrastructure Committee and Senate Environment and Public Works Committee, as well as within the U.S. Department of Transportation (DOT), including the Federal Highway Administration (FHWA) and Federal Transit Administration. In fact, Paul Schlesinger, Partner, previously served as Staff Director of the Transportation and Infrastructure Committee, and ensures that municipal transportation requirements are understood by key decision-makers on Capitol Hill.



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### ***“WASHINGTON’S BIGGEST BATS IN THE TRANSPORTATION LINEUP”***

- Center for Public Integrity

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As such, the Center for Public Integrity rated us as one of “Washington’s biggest bats” in transportation based on our relationships and total client list. We frequently call upon these contacts to obtain clarification and assistance with a City’s transportation goals.

In short, Alcalde & Fay has successfully lobbied for local transportation priorities in multi-year transportation bills, appropriations, and major grant programs, and we will continue to do for Hallandale Beach’s transportation needs as future surface transportation legislation is considered, and grants and financing are made available.

## Law Enforcement



Alcalde & Fay has a tremendous record of helping clients obtain Federal funding for law enforcement and public safety. These issues generally have bipartisan support, particularly in regards to funding for first-responders, communication interoperability, and crime prevention. We continuously monitor and advocate that resources be directed toward crime-fighting technology, juvenile delinquency programs, emergency response, and other law enforcement related enhancements for our public clients. We work to alert our clients of the various Department of Justice (DOJ) programs, whether pertaining to violence against women, juvenile justice, gang suppression, Justice Assistance Grants, or COPS Hiring. As a

consequence, our clients have secured millions in grant funding for law enforcement equipment, technology and hiring of personnel.

### **Water Resources/Beach Renourishment**

Alcalde & Fay has a depth of knowledge pertaining to beach re-nourishment and shore protection issues with over four decades of representation of coastal communities in Florida. We are well aware of the challenges these communities face in obtaining federal funding for their beaches due to the current inability to secure congressionally designated spending for beach projects.



In response, we have successfully advocated for programmatic funding in the annual Energy and Water Appropriations Bills for beach re-nourishment and shore protection. At the same time, we have collaborated with members of Congress, the Assistant Secretary of the Army for Civil Works, and the U.S. Army Corps Jacksonville District Office, that priority projects be included in annual Army Corps work plans. As a result, our clients have received millions of dollars in reimbursements for the federal share of federally authorized beach projects they have constructed and paid for.

### **Economic Development**

Alcalde & Fay has worked effectively to obtain funding for downtown improvement, economic development, urban redevelopment and parks. We are quite familiar with funding available from a number of different agencies, particularly the U.S. Department of Housing and Urban Development (HUD), EDA, and EPA.



We have supported maintaining Community Development Block Grants (CDBG) along with Department of Commerce, Economic Development Administration (EDA) grants for revitalization of land and facilities. Moreover, we have supported New Market Tax Credits, and the HUD Section 108 program for communities to finance economic development, housing rehabilitation, public facilities, and other development projects.



## SUMMARY

Maintaining relationships is something as government relations professionals we don't take for granted, and we value the trust you have placed in us over the past five years.

We have developed an in-depth understanding of the City's needs and priorities, and combined with our experience, expertise, and contacts we are proud to have successfully advanced Hallandale Beach's objectives. Your Congressional delegation and various agency contacts know us as determined and honest advocates for your interests.

We would look forward to continuing to advocate on behalf of Hallandale Beach for the next 12 months, and for another five year term if acceptable, with our firm's dedicated commitment to the highest level of advocacy for you here in Washington.

As we work to identify and secure new sources of funding, and meet the City's current and future goals, we are prepared to continue providing the full spectrum of federal lobbying services for the City at the same monthly retainer under our existing contract.

We appreciate the City's consideration, and please do not hesitate to let us know if you have any questions.