

PROPOSAL RESPONSE

Request for Proposals: Federal Lobbying Contract



KOTZEBUE
Gateway to the Arctic Alaska



COMMONWEALTH
STRATEGIC PARTNERS

Commonwealth Strategic Partners
50 F Street, NW, Suite 1240
Washington, D.C. 20001

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COMMONWEALTH
STRATEGIC PARTNERS

September 26, 2024

Tessa Baldwin
City Manager
258A Third Avenue
PO Box 46
Kotzebue, AK 99752

Re: Request for Proposals: Federal Lobbying Contract

Dear Ms. Baldwin,

Please accept our proposal in response to the City of Kotzebue's Request for Proposals for Federal Lobbying Services. Commonwealth Strategic Partners (CSP) is pleased to submit this proposal for exceptional advocacy representation in Washington, D.C.

Since 2015, CSP has worked tirelessly to achieve our clients' goals. We are a bipartisan public policy firm providing expert federal and state government relations and lobbying services to corporations, trade associations, non-profits, and state and local governments. From aiding municipalities with congressional funding requests to helping our clients' champion legislative proposals, we are committed to achieving our clients' goals. CSP has more than 65 years of combined experience of federal and state politics working on a variety of challenging issues.

CSP understands that the City of Kotzebue is seeking the services of a qualified firm to provide federal representation and strategic services to advance the City's federal funding efforts and public policy initiatives with the U.S. Congress and Executive branch agencies.

CSP's offices at 50 F Street NW, steps from the U.S. Capitol, would serve as the City of Kotzebue's homebase while in D.C. CSP looks forward to the opportunity to work with the City to provide exceptional advocacy representation in Washington, D.C.

We look forward to the opportunity to discuss how we can translate our services to the City of Kotzebue. Should you have any questions regarding this proposal, please contact me at (202) 390-1278 or by email at gmcElwee@commonwealthstrategic.com.

Very respectfully,

George McElwee, Co-Founder & Managing Partner
Commonwealth Strategic Partners



Table of Contents

Our Understanding of the Project, Qualifications, & Experience 4

Resumes and Key Personnel..... 8

References..... 13

Scope of Work 14

 Proposed Strategy and Methodology 14

 Education and Outreach..... 14

 Meeting Organization 15

 Legislative Tracking & Reporting 15

 Federal Funding Opportunities & Advisory Services..... 16

 Activities to Convey the City of Kotzebue’s priorities to Congress and the Administration... 16

Fee Schedule 17



Our Understanding of the Project, Qualifications, & Experience

Commonwealth Strategic Partners (CSP) understands that the City of Kotzebue is seeking the services of a qualified firm to provide lobbying services to advance the City's priorities, Capital Projects, funding efforts, and public policy initiatives at the federal level with the U.S. Congress and departments and agencies of the federal government, in addition to fostering positive working relationships with Members of the Congress and their staff and federal agency staff.

CSP is a bipartisan professional advocacy firm specializing in strategic counsel, skillful government relations, and public affairs services. **With more than 65 years of combined experience in Washington, D.C. – and more than 35 years working in senior level positions in the legislative and executive branches – CSP is recognized for its rare and valuable bipartisan ties across party lines with policymakers and staff in the U.S. House of Representatives, the U.S. Senate, and the Executive Branch.** CSP will use its proven skills to empower Kotzebue to meet its government and public affairs objectives.

The political environment in Washington, D.C. is more dynamic than ever. Over the past decade the White House, Senate, and House of Representatives have shifted between Democratic and Republican control. During that same time, Capitol Hill has been governed by four (4) different Speakers, three (3) different Senate Majority Leaders, and four (4) different House Majority Leaders. To complicate the environment even further, we have seen the traditional two parties splinter into numerous competing factions—Congressional Progressive Caucus, Congressional Black Caucus, Congressional Hispanic Caucus, Congressional Asian Pacific American Caucus, New Democratic Coalition, Blue Dog Coalition, Republican Governance Group, Republican Main Street Partnership, Republican Study Committee, and House Freedom Caucus.

The shifting of power and diversity within the political parties requires a bipartisan public policy firm nimble enough to adapt to the ever-changing dynamics of our nation's capital. Our unique experience will empower CSP to understand the needs and challenges faced by Kotzebue and create public policy strategies that will allow the City to meet its federal lobbying and advocacy goals.

Above all, CSP understands the timing and inner workings of federal, state, and local government offices. Developed over years of public service, CSP maintains critical relationships with key decision makers that impact and shape public policy. We know how to break through the barriers quickly and position Kotzebue to deliver their messages in a strong, clear voice to the right people at the right time. By combining unique experience, knowledge, and relationships, CSP will provide highly effective and cost-effective government and public affairs services to Kotzebue.

From 2021-2023, CSP was recognized as a Top-Performing Lobbying Firm by *Bloomberg Government*, George McElwee and Keith Pemrick were recognized as two of *The Hill's* Top Lobbyists for 2021-2023, and Keith Pemrick and Katie Hazlett were recognized by *the National Institute of Lobbying and Ethics* as Top Lobbyists in 2023.



The team working with Kotzebue would include all three federal lobbyists on CSP's team: Co-founders and Managing Partners George McElwee and Keith Pemrick, and Vice President for Federal Government Affairs Katie Hazlett. Additionally, the team would be supported by Mackenzie Campbell, CSP's Government Affairs Manager.

George and Keith started CSP almost ten years ago and Katie has been with the firm since 2021. All three have extensive experience in Congress and have had significant successes in securing federal funding for municipalities and state efforts as both Congressional staff and for clients of CSP. All are available and reachable to clients at all hours.

CSP has a depth of understanding on federal funding issues unmatched by other firms. George McElwee, CSP's co-founder and managing partner, served for nine years as Chief of Staff to a senior House Appropriator. During George's time as the Congressman's lead strategic advisor, he helped secure tens of millions of dollars for various local projects including intermodal transportation centers, bus purchases including hydrogen fuel cell vehicles, community centers, enhancing institutions of higher learning and bridge enhancement projects. George's team led projects for traffic calming efforts, streetscaping improvements, road widening, and prioritized projects that alleviated congestion and enhanced safety on critical roads. During all of this work, George worked regularly with program managers and administration officials for various agencies and program offices.

As a federal lobbyist, George has interacted with hundreds of municipal governments while advocating for improved housing options for first responders and educators. George is the lead lobbyist for legislation, H.R.3170/S.1514, the Homes for Every Local Protector, Educator, and Responder (HELPER) Act. The legislation was an idea of a CSP's client who saw a need for affordable housing options for first responders. CSP worked with the client to strategize on the legislative idea and helped craft legislative language to create a Federal Housing Administration (FHA) home loan program for police officers, firefighters, emergency medical technicians, paramedics, and preK-12 teachers. CSP assisted the client with identifying Congressional champions to shepherd the proposal. The legislation has been introduced in the House and Senate and has the support of over 172 Members of Congress (117 Democratic, 55 Republican) **including Sen. Lisa Murkowski (R-AK) and Rep. Mary Peltola (D-AK-At Large)**. During the 118th Congress, CSP has facilitated more than 100 Congressional meetings with both personal offices and committee offices. Thousands of emails and calls have been made to secure national, state, and local endorsements of more than 150 local elected officials, **including the Kotzebue Police Department and the Mayors of Cordova, Kodiak, Valdez, and Wasilla**. CSP has leveraged those endorsements with op-eds running in major media markets and press events in multiple states. CSP made introductions to Administration officials, and at CSP's urging, the Administration has weighed in with positive comments at Congressional hearings and provided technical assistance with the bill's drafting.

Keith Pemrick, CSP's other co-founder and managing partner, has specific expertise in federal transportation issues and appropriations. As a legislative director, Keith was the lead staff member



to a senior member of the House Committee on Transportation and Infrastructure. In this role, he wrote the legislative language included in transportation authorization bill that allows for state autonomy for culvert pipe selection and led the Pennsylvania Congressional Delegation's effort against de-combining air traffic control facilities at seven Pennsylvania airports. During his twelve-year tenure, Keith was also responsible for all of the Congressman's federally directed appropriations, securing hundreds of millions of dollars for critical projects in the congressional district for municipalities including multiple intermodal transportation centers and bridge projects.

In his current role, Keith led CSP's representation of the State of Pennsylvania during Governor Tom Wolf's Administration. Pennsylvania hired CSP to be the link to D.C., where decisions are made every day at the Federal level that impact Pennsylvania residents. CSP served as the information conduit between Pennsylvania and the federal government and vice versa. On the federal side, that includes the Pennsylvania delegation, congressional committees, and federal departments and agencies. With so many people and agencies to work with, CSP's bipartisanship was one of the determining factors in Pennsylvania choosing CSP to be their eyes and ears in Washington. CSP's workhorse credentials, experience in Congress, and the fact that we have worked successfully with so many different people on the Hill regardless of party really made CSP stand out among the various options during PA search process. During their representation, CSP assisted PA with the federal funding application process for programs like DOT's Mega Program (National Infrastructure Project Assistance program) and secured tens of millions of dollars for PA for reasons such as:

- Ensuring six PA counties would be declared disaster areas after recent historic flooding in order to receive federal aid;
- Establishing a multi-state study on levels and impacts of perfluoroalkyl and polyfluoroalkyl substances (PFAS) in drinking and ground water; and
- Installing perimeter fencing around Fort Indiantown Gap, Lebanon County, PA, one of the largest military facilities in the U.S. that previously had no security fencing.

Keith currently leads CSP's representation of the Aircraft Mechanics Fraternal Association (AMFA), the independent aviation union representing only aircraft maintenance technicians and engineers. This year, Keith secured language in the Federal Aviation Administration Reauthorization Act to advance several of AMFA's priorities, including \$20 million in funding per year for the FAA's aircraft maintenance technician (AMT) workforce development program. Most recently, **Keith organized a congressional site visit for AMFA in Alaska with Rep. Mary Peltola (D-AK-AL)**. AMFA hosted Rep. Peltola for a tour of Alaska Airlines Maintenance and Engineering Facility and Hangar in Anchorage.

Katie Hazlett, Vice President for Government Affairs, served for fourteen years working for a senior appropriator and Chairman of the full House Committee on Appropriations including as Chief of Staff and Senior Advisor to the Committee. During her time in the Congressman's office, she worked on variety of projects for local governments including the creation of a new multimodal transportation hub in NY Metropolitan Area. She is an appropriations expert and has led efforts on securing emergency spending legislation for natural disasters including the Hurricane Sandy Disaster Relief Appropriations Act. She secured funding for projects for law enforcement hiring



and upgrades, renewable energy facilities, flood mitigation efforts, preserving open spaces and community health centers. Katie successfully executed multiple events where administration officials attended site visits to see the need for projects firsthand. Throughout this work, Katie traveled with several federal agencies to view projects firsthand including a trip with the **National Science Foundation (NSF) to Alaska**. Katie also spent 2 years in the Administration including leading an office responsible for state and local engagement and gained further insight into the working of federal agencies on grants. She was at the **Department of Energy when the Artic Energy Office** was established.

Katie has performed similar work for clients. Specific examples include Katie's work with the City of Aberdeen, Maryland on their efforts to rehabilitate a train station and make it a multi-modal transportation hub. In Fiscal Year 2023, Katie helped **secure \$4 million in congressionally directed funding for this project through the Federal Transit Administration**. She has also identified multiple Department of Transportation (DOT) grant opportunities to assist the municipality. She has guided the client through the grant process including identifying opportunities, reviewing and editing grant proposals, arranging in-person one-on-one collaboration sessions with DOT and securing Congressional letters of support. In 2024, these efforts have resulted in the Client being awarded both a **Rebuilding American Infrastructure with Sustainability and Equity (RAISE) grant program** and a **Reconnecting Communities and Neighborhoods grant**. Katie has also executed site visits from both Administration officials and Congressional representatives.



Resumes and Key Personnel

George S. McElwee is a founding member and managing partner of CSP. He brings more than 20 years of experience in both the public and private sectors, including work in the federal government and as a commissioned officer in the U.S. Navy Reserve. For his work in 2021-2023, George was recognized as one of The Hill's Top Lobbyists, and CSP was recognized as a Top Performing Lobbying Firm by Bloomberg Government.

George provides CSP's clients with government relations support and guidance on a wide range of legislative and regulatory issues. This role includes serving as the point person in Washington, D.C. for clients such as Salute Home Loans, Invest in the USA, Lendmark Financial Services, National Technology Security Coalition, and People for Ethical Treatment of Animals.

In the 118th Congress, George successfully introduced four bipartisan pieces of legislation including:

- HR3170 and S1514, the **Homes for Every Local Protector, Educator, and Responder (HELPER) Act**. The HELPER Act would establish an FHA first-time homebuyer program for law enforcement, firefighters, teachers, EMTs, and paramedics by eliminating the downpayment requirement and eliminating the monthly mortgage insurance premium. The HELPER Act is sponsored by 173 members of the House and Senate, including **Sen. Lisa Murkowski (R-AK) and Rep. Mary Peltola (D-AK-At Large)**. The HELPER Act is endorsed by more than 500 national, state, and local organizations, and elected officials, including the **Kotzebue Police Department, Alaska Association of Chiefs of Police, the Alaska Fire Chiefs Association, the Alaska State Firefighters Association & the Mayors of Cordova, Kodiak, Valdez, and Wasilla**. Additionally, the HELPER Act is endorsed by over 20 Alaskan police departments, including the Anchorage, Fairbanks, and Juneau Police Departments.
- HR4757, the **Cease Animal Research Grants Overseas (CARGO) Act** would prohibit the National Institutes of Health (NIH) from sending taxpayer-funded grants to foreign laboratories for experiments on animals. The CARGO Act would not impact research conducted in the United States.
- HR7220, the **EB-5 Regional Center Program Advisory Committee Authorization Act** would establish an advisory committee composed of experts in the EB-5 Regional Center Program space. The advisory committee, hosted by the U.S. Citizenship and Immigration Service (USCIS), will bring together Regional Center owners and state and local officials to communicate, coordinate, and advise USCIS on administering the Regional Center Program.



In the 117th Congress, George worked with members of the House and Senate to introduce bipartisan legislation to reauthorize the EB-5 Regional Center Program through Fiscal Year 2026. HR2901 and S831, the **EB-5 Reform and Integrity Act of 2021** was incorporated in an omnibus spending package and enacted into law.

In the 116th Congress, George worked to introduce bipartisan HR1975 and S4024, **Cybersecurity Advisory Committee Authorization Act**. Enacted into law through its inclusion of the National Defense Authorization Act of 2021, the legislation established a new committee of industry experts to advise the U.S. Department of Homeland Security and Director of the Cybersecurity and Infrastructure Security Agency (CISA). George was able to secure language to establish the Cybersecurity Advisory Committee in the FY21 National Defense Authorization Act, which was enacted in January 2021.

George's knowledge of politics and his instinctive ability to connect people of varying backgrounds has led him to consistent success and respect among his colleagues. For example, while working as Chief of Staff to U.S. Representative Charles W. Dent (R-PA), George was elected by his peers to serve as President of the House Chiefs of Staff Association, a position he held for three years, making him the longest-serving president in the association's 36-year history.

After working for Mr. Dent, George served as the Organization for International Investment's Vice President, Public Policy & Government Affairs, as the association's chief lobbyist. He also spent five years as Director, Federal Government Affairs for the American Financial Services Association and worked on the staff of U.S. Senator Rick Santorum (R-PA).

Lt. Cmdr. McElwee is currently assigned to the Navy Public Affairs Support Element East and serves as Assistant Officer in Charge (AOIC). As AOIC, Lt. Cmdr. McElwee oversees the administration and operation of a 40+ member unit of officers and enlisted personnel. His previous assignments include Flag Assistant to the U.S. Navy Vice Chief of Information, Navy Office of Community Outreach, U.S. Navy Chief of Information, and U.S. Fleet Forces Command. **Lt. Cmdr. McElwee's service has taken him to Alaska.** Earlier this year, in June, Lt. Cmdr. McElwee supported a mission that included time at **Joint Base Elmendorf-Richardson**.

Nominated by Pennsylvania Governor Tom Wolf and confirmed by the Pennsylvania Senate, George is a proud member of the Shippensburg University Council of Trustees.

George holds an M.A. in Strategic Security Studies from National Defense University at Fort Lesley J. McNair, a graduate certificate in PACs and Political Management from George Washington University, and B.A. in Political Science from Shippensburg University of Pennsylvania. George is also a graduate of the Air Command and Staff College at Maxwell Air Force Base and the Defense Information School at Fort George G. Meade.

George lives in Fairfax, VA, with his wife and their two daughters.



Keith J. Pemrick is a founding member and managing partner of Commonwealth Strategic Partners (CSP). He brings over 20 years of experience working with many facets of the political landscape, including in Congress and leading campaigns, as well as working in the private sector. For his work in 2021-2023, Keith was recognized as one of The Hill's Top Lobbyists, and CSP was recognized as a Top Performing Lobbying Firm by Bloomberg Government. In 2023, Keith was also recognized by the National Institute of Lobbying and Ethics as a Top Lobbyist.

Keith provides CSP's clients with government relations expertise, including advice and support on a wide range of legislative and regulatory issues. From 2016-2020, Keith served as the point person in Washington, D.C. for the Governor of Pennsylvania, Tom Wolf. As the Governor's liaison to the Pennsylvania congressional delegation, Keith ensured the delivery of timely and accurate information designed to assist the Governor's office and the state's congressional offices as they worked to protect the health and safety of all Pennsylvanians during the COVID-19 pandemic.

Over the years, Keith has become especially adept at issues of defense, transportation, and appropriations. On behalf of his CSP clients, **Keith recently secured legislative language in both the National Defense Authorization Act for FY24 and the FAA Reauthorization Act of 2024.**

Keith has never been one to shy away from long odds or avoid speaking up as a different voice in the conversation. His tenacity and demeanor came in useful when working for Blue Dog Democrat Congressman Tim Holden (D-PA) in a majority-Republican district. Keith forged bipartisan relationships to advance Congressman Holden's efforts to best represent his constituents' interests.

The effects of his work are seen every day in the district that he served thanks to his hard-won successes during his time with Congressman Holden. For example, he secured more than \$80 million for critical projects in the congressional district, including the creation of the Penn State Cancer Institute; secured more than \$32 million for fire companies in the congressional district through the Assistance to Firefighters Grant Program; was the point person in bringing nonstop service from Harrisburg International Airport to Denver International Airport through the Small Community Air Service Development Grant Program; and wrote the legislative language included in MAP-21 that allows for state autonomy for culvert pipe selection.

In 2018, he took on the challenge of managing the campaign of Denny Wolff, a Democrat seeking the open Pennsylvania 9th congressional district seat in a district President Trump won with 68%. As campaign manager, Keith developed and implemented the election strategy, oversaw all components of the campaign, and served as campaign spokesperson. While Wolff did not get elected, he forced the Republican establishment to fight in a seat that should have been a lock for them.

Bringing his expertise to the classroom, Keith serves as an adjunct professor in the School of Public Affairs at American University during the spring semester and an adjunct professor in the School of Public Affairs at Penn State-Harrisburg during the fall semester.



Keith sits on the Blue Dog (Democrat) Coalition Steering Committee, is President of the Pennsylvania Society of Washington, DC, serves on the Board of Directors for the non-profit Making a Difference of Lebanon, PA, and is a recipient of the Patrick Henry Award for his outstanding and exceptional service to the Armed Forces of the United States and the National Guard.

Keith holds an M.A. in Public Management from Johns Hopkins University and a B.A. in Political Science from American University.

Katie Hazlett, CSP's Vice President for Government Affairs, served for 14 years working for the **Chairman of the Full House Committee on Appropriations as Chief of Staff and Senior Advisor to the Committee**. She staffed the Congressman as his top advisor for all 12 Appropriations subcommittees and through multiple leadership posts at various subcommittees including Defense; Energy and Water Development; Homeland Security; and Commerce, Justice, and Science. During her time on Capitol Hill, Katie was involved in all aspects of the legislative process and developed in-depth knowledge of an array of issues including transportation, homeland security, environment, energy, and infrastructure projects.

Prior to CSP, Katie served as Principal Deputy Assistant Secretary at the Department of Energy (DOE), where she led DOE's relationship with Congress including the Committees on Armed Services, the House Committee on Energy and Commerce, and the Senate Energy and Natural Resources Committee. In that role, she supported the Secretary of Energy, the Department, and the Administration's policies before the Senate and House of Representatives, while managing and overseeing the external affairs engagement activities and the intergovernmental relationships with state and local governments. Katie also served as Chief of Staff for COE's Office of the Chief Financial Officer, which is responsible for the formulation and execution of DOE's nearly \$40 billion annual budget with an office staff of over 100 employees.

Since joining CSP in 2021, Katie has worked with a municipal client on their efforts to rehabilitate a train station and make it a multi-modal transportation hub. In Fiscal Year 2023, CSP helped secure \$4 million in congressionally directed funding for this project through the Federal Transit Administration. CSP has also identified multiple Department of Transportation (DOT) grant opportunities to assist the municipality. Katie has guided the client through the grant process including editing an \$800,000 award winning grant proposal under the Reconnecting Communities and Neighborhoods program, securing meetings with administration officials and the Congressional delegation for one-on-one collaboration sessions and grant reviews.

Katie also made great strides for a construction company that had not retained a federal lobbying firm in recent years. Prior to CSP's involvement, the company primarily relied upon the trade associations it was a part of for most of their lobbying efforts. The client brought in CSP to help identify federal funding opportunities through the Bipartisan Infrastructure Act, the Inflation Reduction Act, and the annual appropriations process. For funding efforts for this client, CSP identified a Department of Energy Inflation Reduction Act funding opportunity to assist the company with their decarbonization efforts. The project spans 24 plants across 6 states. CSP



facilitated over 40 meetings and outreach with the Congressional representatives for each plant. To show Congressional support, CSP worked a letter of support writing campaign and obtained 23 Congressional letters of support for this project to the Secretary of Energy. Katie also worked with the Administration to obtain a one-on-one meeting for the company with the office in charge of the program. During the course of working on this grant application, Katie was made aware of a years-long problem in construction contracting that the company had not been able to address. CSP drafted language and worked with a diverse, bipartisan group of Members of Congress to get it successfully included in the House National Defense Authorization Act, and also the House Veterans Affairs and Military Construction Appropriations bill. Throughout the work for this client, Katie engaged the entire **Alaska Congressional delegation** due to the company's presence and work in the state.

Katie earned a Master of Arts degree in Government with a concentration in Global Security Studies from Johns Hopkins University. She graduated magna cum laude with a Bachelor of Arts degree from The Catholic University of America.

Mackenzie Campbell, CSP's Manager, Government Affairs, provides support to CSP by managing outreach, scheduling, research tasks, and overseeing interns. New to federal advocacy, her journey began with a yearlong internship at CSP in 2022 where she took the lead on gathering local endorsements for the HELPER Act.

Mackenzie spent time working at American University's Development Office as a student assistant. There she supported donor outreach and stewardship by assisting with donor recognition initiatives, database management, and research.

Mackenzie is currently working toward a Bachelor of Arts degree in communications, legal institutions, economics, and government (CLEG) at American University in Washington, D.C. Additionally, she is pursuing minors in anthropology and public health.



References

City of Aberdeen, Maryland

Phyllis Grover, Director of Planning and Community Development
60 North Parke Street, Aberdeen, MD 21001
phyllis@aberdeennmd.gov
(410) 272-1600
Project Name: Aberdeen Station Square Improvements Project
Project Date: 2021 to Present

Commonwealth of Pennsylvania, Office of the Governor

TJ Yablonski, Secretary of Legislative Affairs
508 Main Capitol Building, Harrisburg, PA 17120
tyablonski@pa.gov
(717) 787-2500
Project Name: Representation to U.S. Congress and Executive Branch
Project Date: June 2015 to January 2023

Granite Construction

Gary Johnson, Vice President, Land and Quarry
AK Location: 11471 Lang Street, Anchorage, AK 99515
gary.johnson@gcinc.com
760-578-2407
Project Name: Decarbonization Upgrades and Improvements to Asphalt Production Facilities funding project, and Progressive Design Build legislative language.
Project Date: 2023 to Present



Scope of Work

Proposed Strategy and Methodology

At CSP, we undertake an extensive process for achieving client objectives. First, following initial meetings with the City of Kotzebue, a *Client Needs Assessment* is conducted and benchmarks for success will be established.

Second, CSP will develop a **Strategic Plan** outlining required actions for attaining the City's government affairs objectives. Third, **the firm executes the Strategic Plan** by educating and working with decision makers and providing them with timely, accurate, and credible information promoting Kotzebue's issues effectively and efficiently. Ever mindful of providing a return on Kotzebue's investment, tactics and timing are adjusted along the way to accommodate changes in the political and policy environment. Finally, the firm provides monthly **Status Reports** over the life of each assignment, acknowledging and embracing the individual needs for Kotzebue.

As part of the *Client Needs Assessment*, we will:

- Develop, in coordination with Kotzebue, a strategy to assist the City in developing priority relationships with stakeholders, achieve key policy objectives, and secure federal funding via grants and congressional directed funds.
- Identify officials and relevant staff members to assist Kotzebue in fulfilling its mission and, if requested, arrange briefings or other meetings to inform them of Kotzebue's significant benefits.

After conducting a Client Needs Assessment, we will develop, in consultation with Kotzebue, a Strategic Plan with clearly defined goals and objectives and the tasks necessary to achieve those goals.

Education and Outreach

- Assist Kotzebue in developing targeted relationships with Members of Congress, including but not limited to, any new member elected to the 119th Congress that will represent Kotzebue & the members of Congress who currently represent Kotzebue: Rep. Mary Peltola (D-AK-At Large), Sen. Lisa Murkowski (R-AK), and Sen. Dan Sullivan (R-AK).
- Assist Kotzebue in developing key relationships with congressional personal offices and Committee staff including, but not limited to:
 - House and Senate Committees on Appropriations
 - House Committee on Homeland Security
 - Senate Committee on Homeland Security and Governmental Affairs
 - House Committee on Natural Resources
 - Senate Committee on Environment & Public Works
 - House Committee on Transportation and Infrastructure
 - Senate Committee on Commerce, Science, and Transportation



- Assist Kotzebue with developing relationships with relevant federal government agencies, including, but not limited to:
 - Denali Commission
 - Department of Homeland Security
 - Federal Emergency Management Agency
 - Department of Energy
 - Department of Transportation
 - Department of Housing and Urban Development
 - Department of Agriculture
 - Rural Development
 - Department of Justice
 - Environmental Protection Agency
- Assist the City in formulating a list of federal legislative advocacy items.
- Facilitate conference calls, letters, emails, and other necessary communications to key Members and staff with the latest updates regarding the City's ongoing work in Kotzebue.
- Advise the City on opportunities to enhance regular communications with Members and staff to share key findings regarding recently introduced or amended legislation, feedback on policy-based initiatives, providing nonpartisan research analyses, etc.

Meeting Organization

- Plan and execute legislative visits to Capitol Hill each year for Kotzebue's city council, city manager, and senior leadership to develop priority relationships with members of the Alaska delegation and others.
- Provide Kotzebue's city council, city manager, and senior leadership with all necessary information and materials prior to visits to Capitol hill to ensure successful meetings.
- Plan and execute events in Kotzebue to host Administration officials and Congressional members to highlight the City's needs.

Legislative Tracking & Reporting

- Monitor and report the activities of the House and Senate related to the City's public policy goals, including key committees of jurisdiction.
- Remain current on legislation affecting city governments in rural Alaska.
- Provide continuous assessment of the political landscape to help guide Kotzebue's lobbying strategy.
- Report on Administration initiatives of interest to Kotzebue.
- Provide and present a written report as needed for city council meetings to provide updates on developments in Congress that align with Kotzebue's priorities, including, but not limited to:
 - A summary of all recent activity undertaken by CSP to further Kotzebue's goals such as meetings and communication with key officials.
 - Summary of status and movement of key legislation affecting Kotzebue's public policy goals.
 - Summary of developments on key grant programs of interest to the City.



- Analysis of any newly introduced or amended legislation affecting Kotzebue's public policy goals.
- Participate in a scheduled bi-weekly call between the City and CSP to strategize, organize objectives, funnel questions, and provide timely updates on congressional and administrative initiatives of interest to Kotzebue.

Federal Funding Opportunities & Advisory Services

- Identify and monitor all opportunities for engagement with federal government agencies including flagging grant opportunities to achieve Kotzebue's Capital Projects funding goals.
- Provide strategic advice and timelines for action to the City's council and city manager on the regulatory process and grant eligibility, criteria, and all necessary requirements.
- In collaboration with the City, develop grant proposals and provide guidance on drafting, reviewing, and editing grant proposals.
- Draft and obtain letters of support from the congressional delegation for grant applications.
- Provide strategic advice on obtaining Congressional Community Project Funding and complete necessary application steps.
- Remain current on other local and state governments' efforts to obtain funds through similar programs.

Activities to Convey the City of Kotzebue's priorities to Congress and the Administration

- Attendance at Full Committee and Subcommittee hearings in both the House and Senate considering legislation germane to Kotzebue's objectives.
- Attendance at Administration briefings germane to Kotzebue's objectives.
- In-person meetings in Washington with Members of Congress and Kotzebue's city council, city manager, and senior leadership.
- In-person meetings in Washington with senior executives in the relevant federal agencies and Kotzebue's city council, city manager, and senior leadership.
- In-person meetings in Washington with key congressional staff members, from both Members of Congress' personal offices and key Committee staff, and Kotzebue's city council, city manager, and senior leadership.
- Official visits by Members of Congress, the Administration, and staff to Kotzebue's operations to provide a first-hand experience for federal policy makers.
- Conference calls, letters, and emails to key Members and staff with the latest updates regarding Kotzebue or key findings regarding recently introduced or amended legislation.
- In-person attendance at any event or meeting where a federal affairs update and status report on Kotzebue's federal policy priorities would be beneficial.



Fee Schedule

In consideration of the performance of the aforementioned scope of work, Commonwealth Strategic Partners will be paid a retainer of \$3,000.00 a month (\$36,000.00 annually) for services. This fee will remain consistent for one year.

September 26, 2024

Mayor Saima Chase and City Council
City Manager Tessa Baldwin
City of Kotzebue
PO Box 46
Kotzebue, Alaska 99752
Submitted electronically to customerservice@kotzebue.org

Re: Request for Proposals (RFP) for State and Federal Lobbying Contracts for Services October 2024 – October 2027

Dear City Manager Baldwin, Mayor Chase, and City Council:

Thank you for the opportunity and your consideration of our proposal for Federal Government Lobbying Services for three years beginning in October 2024. This proposal outlines an offer of engagement in advocacy and the development and implementation of strategies to address municipal infrastructure development and funding, opportunities for additional federal grant funding, and improvement of partnerships with federal agencies to facilitate finding solutions to meet specific objectives before Congress and key agencies. Other topics, interests and issues will no doubt arise for which the City will benefit from having a team in DC to act quickly on your behalf.

Change is ever-present in U.S. politics, and you have seen firsthand that maneuvering through the political landscape in Washington requires nearly constant adjustment. After Congressman Young's death, the Alaska Delegation found itself in the minority in both the House and Senate where the divided Congress and White House have had radically different agendas. Their productivity has suffered, and Washington has come to a near standstill as the November election looms. The inaction presents challenges as fewer opportunities exist to get funding or language changes in legislation. It is more important today to have a DC presence than it was in 2022.

Both Holland & Hart and I have a proven history spanning decades and are well positioned to assist the city in advancing its federal presence, interests, and reputation with official Washington. Furthermore, my Alaska roots date back nearly 50 years; I am a former Kotzebue resident who managed the Alaska National Bank of the North branch in the early 1980s. It has been a true pleasure to renew acquaintances with former customers and to meet the new generation of leaders in the city and the Northwest Arctic region while serving as your federal lobbyist since 2022. Having lived in rural Alaska, I fully understand the unique challenges faced by the Council, Tessa, and her team. As an example, during my tenure at the Bank, I dealt with a 133% staff turnover.

Location

420 L Street, Suite 550
Anchorage, AK 99501

Contact

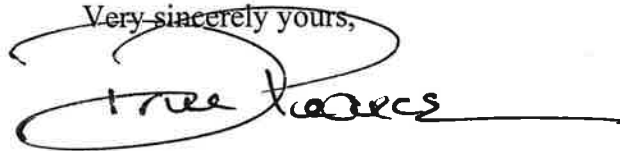
p: 907.865.2600 | f: 907.865.2680
www.hollandhart.com

What sets Holland & Hart apart is our stellar reputation for addressing our clients' needs in a professional and responsive manner. Specific to this proposal, the team of myself and Kaleb Froehlich, in partnership with our DC Government Affairs and Anchorage legal teams, bring together unprecedented skills and experience. I have served in elected and appointed positions at the highest levels of state and federal government and have broad experience in policy, regulatory, and government affairs. Among government affairs professionals working in Washington, I am unique in my knowledge of the Northwest Arctic Region, having lived and worked there during the historic implementation of ANILCA.

Kaleb Froehlich was born and raised in Alaska. He brings personal insight into issues, including first-hand knowledge of and relationships with rural Alaska communities and Alaska Native stakeholders. He previously served as Senior Counsel to the US Senate Committee on Energy and Natural Resources. He served as Chief of Staff to US Senator Lisa Murkowski from 2021 – early 2024. This extensive combination of Alaska-oriented strengths allows us to provide in-depth government affairs services across a broad range of policy areas and to foster meaningful relationships with federal officials.

Please find specific responses to the RFP on the following pages.

Very sincerely yours,



Drue Pearce

Attachments:

Drue Pearce Resume

Letter of Reference from Jason Brune

Introduction

Prime Contact:

Drue Pearce
Government Affairs Director
Holland & Hart LLP
420 L Street, Suite 550
Anchorage, AK 99501
and
505 9th Street NW, Suite 700
Washington, DC 20004

907.865.2600 (AK) 202.393.6500 (DC)
907.230.8558 (mobile)
DPearce@hollandhart.com
www.hollandhart.com

Firm Profile

Established in 1947, Holland & Hart is a full-service law firm of approximately 450 lawyers in 15 offices across the Rocky Mountain West, in Alaska and in Washington, D.C. We have a long-standing reputation as one of the premier firms in the region. We offer a client-driven culture with service that is personalized, responsive, cost-effective, and innovative. Holland & Hart's Washington, D.C. office would continue to serve as the primary office for the City of Kotzebue's federal lobbying services.

Our government affairs professionals, who manage both state and federal affairs in our offices across eight states, have served throughout the executive and legislative branches and leverage their experience to assist clients in a wide range of government matters. The Firm is particularly known for our expertise in environmental, natural resources, land use, oil and gas, and mining law.

Holland and Hart is distinctively well positioned to assist the City of Kotzebue in a wide range of federal matters because of our deep knowledge and understanding of the politics and people of Alaska. We have extensive experience at the state level, as well as at the federal level. We are unique among federally focused DC firms due to our ability to advocate for the city's requests and issues from the standpoint of extensive local and regional knowledge. Our relationships with the Alaska Delegation and their staff are unparalleled.

The 2022 loss of House seniority and Senate majority status rendered our relationships with key committees such as both Appropriations Committees, House Natural Resources; Transportation and Infrastructure; and Energy and Commerce; the Senate Committee on Indian Affairs; Senate Energy and Natural Resources; Environment and Public Works; Commerce, Science, and Transportation; and Armed Services, more important than ever. Those personal relationships allow us to not only hear about issues before they become public but often afford an opportunity to help fashion the direction Committees will take.

Experience and Qualifications

Our team consists of savvy lawyers and government relations professionals who provide strategic lobbying, public policy, and political services. Holland & Hart focuses on collaboration in our work. Our team is viewed and trusted as outside advisors by our clients as well as many federal officials and Members of Congress.

Drue Pearce will serve as the lead for the team that will design and execute strategies on your behalf. She will be your day-to-day point of contact. Drue is an Alaska resident who divides her time between the DC and Anchorage offices. She has extensive elected experience, having served in the Alaska Legislature with both Senator Murkowski and Representative Peltola. She served as the Secretary's Senior Arctic Advisor at the Department of the Interior, was nominated and confirmed to a senior natural resources infrastructure position and also served in an appointed position at the USDOT. Clients benefit from her experience engaging with regulatory agencies and key policy makers at the federal level.

Her lengthy service in the State Legislature left her with an invaluable understanding of the importance of federal funding to the State and its municipalities. Her service at three federal agencies gives her an uncommon understanding of the federal agency budget and grant processes. She is experienced at educating officials in DC and regional offices about what makes Alaska different and why a one size fits all approach seldom works to address Alaska issues or to set grant criteria, especially for our remote communities. Because of her ability to divide her time between Holland & Hart's Anchorage and DC offices, she can keep her finger on the pulse of Alaska's people and the issues of the day.

Drue's resume is attached. Her experience includes:

- Representation of the City of Kotzebue, AIDEA, Governor Dunleavy's Statehood Defense Subcabinet, the North Slope Borough, a number of private sector firms and the National Propane Gas Association before federal agencies and Congress.
- Deputy Administrator at USDOT
- Oversaw regulatory agenda and grant administration at PHMSA
- Nominated and confirmed Federal Alaska Pipeline Coordinator
- DOI Senior Advisor for AK to Secretary

- Represented Secretary at Arctic Council meetings and on working groups
- State Department Delegate at international meetings to organize the Arctic Economic Council
- While at DOI, provided direction to Federal Subsistence Board and selected Advisory Council Members
- Directed DOI participation in Arctic Climate Impact Assessment
- Extensive experience at the table in Government-to-Government Tribal consultations in Alaska and well versed in Biden Administration implementation of Executive Orders directing Environmental Justice agenda and changes to ANC and Tribal Consultation policies and procedures
- Implemented Alaska Native hire provisions in federal contracts
- Knowledge of Biden consultation policy changes
- Deep political strategy expertise and experience – building coalitions to achieve successful outcomes
- Extensive infrastructure federal permitting experience
- Extensive knowledge of ANCSA, ANILCA, and Alaska Public Land Laws
- Intimate knowledge and appreciation for Alaska political history as well as of the politics and people of the moment
- 17-year Member of the Alaska Legislature
- Senate President/Finance Co Chair/Rules Chair; 9 years in senior leadership
- Successfully lobbied the FTC to force spin off of Alaska assets during the BP – ARCO merger
- While managing Bank of the North branch in Kotzebue, she visited every village in the NANA Region as well as Point Hope
- Represented former North Slope Borough Mayor at federal and international level on arctic issues
- Represented State and Local Government, as well as ASRC and the North Slope Borough, during lobbying for the opening of ANWR to environmentally responsible exploration and development

Kaleb Froehlich will be the second principal on the Kotzebue team. Kaleb is a problem solver, helping clients cut through regulatory, legislative, and political noise to find workable and durable policy solutions.

Kaleb leverages significant regulatory, political, and policy experience to advise a broad range of clients with respect to challenging federal and Alaska regulatory processes. With ties at federal and state agencies, legislatures, and executive branches, he knows the decision makers and how to get things done. He focuses on advising clients in the mining, oil and gas, public lands, tourism, fisheries, arctic, and renewable energy industries.

Kaleb provides strategic counsel to advance clients' policy and business objectives, ranging from project-specific government engagement to holistic campaigns that can include grass roots advocacy to secure local and state-wide community buy-in.

Born and raised in Alaska, Kaleb brings personal insight into issues affecting the state, including first-hand knowledge of and relationships with Native Alaska stakeholders.

As former Chief of Staff to US Senator Lisa Murkowski of Alaska, Kaleb was the principal architect of policy, legislative, and communications strategies affecting the interests of Alaska and Alaskans. Even in a gridlocked Congress, Kaleb cultivated productive working relationships with legislators and policy advisors on both sides of the aisle that allowed him to achieve consensus and implement solutions.

Kaleb's congressional experience also includes serving for over five years as Senior Counsel to the US Senate Committee on Energy and Natural Resources, where he was on the front lines developing policy recommendations and drafting legislation relating to energy, oil and gas, mining, public lands, wildlife management, environmental regulation, and a range of other issues.

Scope of Work

Kotzebue would benefit from renewing our contract due to our extensive knowledge of the city's government, your priorities, the status of funding for all the grants and loans you have been awarded, the levels of collaboration between the city and the Tribe, the Borough, NANA and NWALT, and the issues facing the community.

We will continue to work to obtain funding through existing programs and through the Congressional appropriations process. With the enhanced federal focus on climate change and environmental justice overlain with Kotzebue's Arctic coastal location, this continues to be a favorable time to look for opportunities in Washington. While we do not know what the outcome of the November election will be, we can expect a continued focus on rural and disadvantaged communities.

The City's priorities will inevitably be evaluated by federal agencies and even by the Alaska Delegation in the context of the myriad priorities advanced by the Northwest Arctic Borough, the Northwest Arctic School District, other villages in the Region, by NANA, by the State of Alaska and by local utilities and other interests, such as AIDEA. Close coordination, collaboration, and consultation (the three C's) with all the players is essential to the City's success; you need allies, as do they. Drue Pearce brings over thirty years of government service and experience to your priorities; She has written both the State capitol and operating budgets as well as federal agency budgets, lobbied for local, state and federal projects, managed federal grant programs resulting in the issuance of millions of dollars of grants, and managed large

projects that required federal, state, local and Tribal coordination. Drue and Kaleb understand the promises of ANCSA and ANILCA, the Statehood Compact, and the differences faced by Alaska and its people. We know the Region and are gifted advocates who will use those three C's to build support for the City's priorities in a very crowded setting.

The Holland & Hart team believes effective agency relations and governmental affairs begins with a full understanding of a client's perspective, needs, and specialized issues. While we have a deep background on the issues relevant to the City of Kotzebue and the region, it would be our priority to establish a strong understanding of the Mayor and City Council's federal policy goals for 2025 and beyond. We recognize that there will be fresh faces at the local, state, and federal level with whom we need to become familiar. If Holland & Hart is again selected to represent the city in a government relations capacity, we would meet to set new goals and expectations, as well as to develop a strategy to accomplish those goals.

If retained, Drue would begin work immediately, along with Kaleb, to put the city in the best strategic position possible by:

1. Meeting prior to the convening of the new Congress and the Presidential inaugural, either in person or virtually, with the Mayor, Council and City Manager to map a strategic plan to accomplish your goals,
2. Advising the city's leadership as you set capital priorities and searching for potential funding opportunities,
3. Learning applicable details and becoming more familiar with current issues and challenges that are relevant to the federal government,
4. Coordinating our work with that of your state lobbying team and keeping apprised of any policy changes by the state government that would affect the federal strategic plan,
5. Analyzing federal regulatory activities and legislative proposals with an emphasis on notifications and warnings when Administration, legislative or public activities introduce the opportunity of adverse impacts to the city and region as well as those that provide an opportunity for beneficial impacts,
6. Providing timely reporting of important federal developments affecting the city or region with suggestions for a city response, if necessary,
7. Implementing effective lobbying efforts based on the strategic plan,
8. Supporting Congressionally Directed Spending request submission and then collaborating with the Delegation and later the Appropriations Committees to secure funding,
9. Supporting collaborative efforts between the city and the Tribe to help secure funding or permission that allow you to achieve specific joint goals and objectives,
10. Organizing and coordinating meetings for the city council and city manager with relevant stakeholders in DC,
11. Providing written reports and attending City Council meetings to keep abreast of government actions while also reporting on relevant federal activities, and

12. We will ensure that we comply with all respective state or federal rules and regulations relevant to our representation of the city.

The team will maintain strong contact with the city to assure consistent and frequent communications. A Council Report will be presented by our team in writing or through an oral presentation monthly. These updates will include relevant information on issues affecting the city to include suggestions for strategic intervention where necessary. In person meetings, conference calls and virtual communications will increase and decrease in frequency based on the strategies and potential actions at the agency level and on the Hill, but weekly contact is to be expected.

We will provide advocacy and strong lines of communication on behalf of the city, as appropriate, to executive agencies and other stakeholders through meetings, lobbying, and position papers. We will work with your leadership team and any other contractors you or hire to strategize and implement any advocacy related to specific issues on the Hill. Holland & Hart will prioritize and strategically arrange for the proper officials to be present at meetings, building strong relationships and increasing the “brand” of the client.

Ensuring a strong and unified position on key policies or decision-making is vital to moving the agenda forward. Holland & Hart will notify and invite the city in advance to any meetings or events that would be beneficial to have representatives attend.

In support of our representation, we will prepare or adapt your extensive briefing materials, testimony, talking points, and correspondence as needed. In addition, we will identify the most relevant decision makers and schedule high-value meetings for your leadership team in DC and in Alaska. We will collaborate with you to coordinate and implement your initiatives and advise you regarding necessary follow-up.

As issues are identified, we will collaborate with the you to develop a strategy to help promote and protect the city’s interests and the culture of the NANA region as public policy is developed.

Experience

The team’s most relevant experience is, of course, our present representation of the City of Kotzebue. In addition, Kaleb was involved directly with Senator Murkowski as she made decisions about funding of grants as well as development of or changes to policies that affect the city and region.

Our additional experience is detailed throughout this proposal. We have had considerable success in advocating for federal funding for projects as well as for securing legislative language and agency decisions for our clients.

A reference for Drue Pearce and Holland & Hart from former Alaska Department of Environmental Commissioner Jason Brune is attached.

It is important to note that we pride ourselves on our bipartisan relationships we have and our ability to advocate on behalf of clients across key federal agencies and on the Hill, where our relationships with Mountain West delegations are exceptionally strong.

Pricing

It is our preference to represent government affairs clients on a flat-fee retainer basis. For many reasons, the work does not lend itself to hourly billing. Government relations work is very much tied to sessions of Congress, the work schedule of federal agencies and other vagaries that are completely beyond our or your control. Retainers allow you and us to budget more reliably. We are also conscious of the city's present financial situation.

For these reasons, Holland & Hart proposes to again operate on a monthly retainer basis of \$4,500 plus overhead expenses (out-of-pocket expenses, such as transportation, meals and other expenditures). These charges will be added to the regular monthly invoice.

This retainer fee would cover all time that any Holland & Hart personnel spend on this engagement. It does not include any legal engagement outside of the government affairs scope nor any preparation of grant application documents. Work outside of the lobbying scope would be billed at the employee's Alaska rate. We would propose that during preparation of the city's next fiscal year's budget, that Holland & Hart and the city manager meet to evaluate the retainer and assess whether the amount is fair to the parties considering the work that has been done.

If we are again retained, we will execute a new engagement letter for our services that will provide detail as to our billing procedures and other engagement protocols.

We have very much enjoyed our relationship with the city since Drue Pearce won the contract for calendar year 2022. We look forward to what we hope will be continued collaboration as we represent you at the federal level. We are passionate about Alaska, especially about the Arctic and we have a very personal affinity for the Northwest Arctic region and the City of Kotzebue.

Drue Pearce

221 East Seventh Avenue, #313, Anchorage, AK 99501 15415 Tanyard Road, Sparks Glencoe, MD 21152
907.230.8558 Mobile druepearce@att.net

Present and Past Positions

Director of Government Affairs

Holland & Hart, Anchorage, AK and Washington, D.C.

March 2021 – Present
January 2021 – August 2017

Provide strategic government affairs services to clients in the energy, utility, local and state government sectors focused on Alaska, Arctic Council, Arctic Policy, energy security and resource development issues.

Deputy Administrator, Pipeline and Hazardous Materials Safety Administration (PHMSA) at USDOT

President Donald W. Trump Administration, Washington, D.C.

August 2017 – January 2021

Non-career SES Appointee: served as the Agency's second in command; responsible to the Administrator for providing overall leadership, planning and policy direction for the agency. Had direct responsibility for Rulemaking. TS/SCI security clearance.

Senior Policy Advisor

Crowell & Moring, LLP, Anchorage, AK and Washington, D.C.

November 2010 – January 2017

Provide strategic government affairs services to clients in the energy, utility, local and state government sectors focused on Alaska, Arctic Council, Arctic Policy, energy security and resource development issues.

Federal Coordinator for Alaska Natural Gas Transportation Projects

President George W. Bush Administration, Washington, D.C.

December 2006 - January 2010

Presidential appointee confirmed by the U.S. Senate. The Office of the Federal Coordinator (OFC) was responsible for advancing the nation's energy, environmental, and economic security by expediting the delivery of Alaska natural gas to North American markets. This Executive Level III position entailed the startup of an independent agency of the federal government responsible for coordinating the activities of more than 20 federal agencies, the State of Alaska, the Government of Canada, project proponents, and myriad stakeholders. As Federal Coordinator, I was responsible for all aspects of managing the agency, including policy development, staffing, budget, strategic planning, implementation, and governmental and public affairs. TS security clearance.

Senior Advisor to U.S. Secretary of the Interior

U.S. Interior Department, Washington, D.C.

June 2001 - December 2006

Federal Schedule C Political Appointee. Directed Secretarial level activities of seven U.S. Interior Department agency Alaska regional offices and served as Alaska intergovernmental and congressional liaison. Participated in decision making and advised on policy decisions of national importance, including National Energy Policy implementation. TS security clearance.

State Senator, Alaska Legislature

January 1989 – June 2001

Elected to the Alaska State Senate for four terms, first woman to serve two terms as Senate President, twice as co-chair of the Senate Finance Committee and as Rules Committee chairman.

State Representative, Alaska Legislature

January 1985 – January 1989

Elected in 1984 to the Alaska House of Representatives for two terms, Minority Whip in second term.

Accomplishments

- Member of Coordinating Subcommittee of the National Petroleum Council's Arctic Research Report: *Arctic Potential: Realizing the Promise of U.S. Arctic Oil and Gas Resources, 2015*, and *Dynamic Delivery: America's Evolving Oil and Natural Gas Transportation Infrastructure, 2019*.
- Signatory for Department of the Interior to 2006 Memorandum of Understanding Related to an Alaska Natural Gas Transportation Project and coordinated project activities (2004-2006).
- Appointed by Secretary of Transportation to Pipeline and Hazardous Materials Safety Administration Technical Liquid Pipeline Safety Standards Committee (2003-2009).
- Appointed by Secretary of the Interior as Federal Trustee to the Exxon Valdez Oil Spill (EVOS) Trustee Council and as Interior Representative to the Inter-Agency Research Policy Council (IARPC) (2001-2006).
- Appointed by Secretary of Defense to Defense Advisory Committee on Women in the Services (2001-2002).
- Chaired Alaska Legislative Committees of jurisdiction that authored complete rewrite of Alaska's oil and hazardous waste prevention, contingency planning, and response statutes, as well as the state pilotage laws and other updates because of the Exxon Valdez oil spill. Prime sponsor of legislation to bring non-tanker vessels into compliance with prevention and response statutes.
- Served as Chair and Executive Committee member of The Energy Council, a legislative organization of energy-producing states in the United States, Canadian provinces, and the nation of Venezuela (1989-2001).

International Experience

- Engaged all levels of Canadian federal, provincial, and First Nations officials in coordinating activities on both sides of the international border to permit a 2,700-mile natural gas pipeline. Developed close working relationships in Ottawa, Calgary, Yellowknife, Whitehorse, and Vancouver.
- Co-led Alaska Legislature and Business Delegation to Alberta and Northwest Territories to establish intergovernmental protocols (2001).
- Member of the U.S. Delegation to the Arctic Council. Directed Interior Department participation in the Arctic Climate Impact Assessment (ACIA), Oil and Gas Assessment, and other working group projects. Served on the Sustainable Development Working Group and participated in Arctic Council Senior Arctic Official (SAO) and Ministerial Meetings in Finland, Russia, Iceland, and Norway. Member of Executive Committee that organized the first U.S.-Canada Arctic Research Forum (2001 – 2009).
- American Co-Chair, U.S. West Coast – Russian Far East Business Commission Ad Hoc Working Group. Chaired numerous meetings in the U.S., Sakhalin Island, and Vladivostok. Hosted Sakhalin and Khabarovsk regional Duma delegations in Alaska and signed official protocols with both (1996 – 1998).
- As officer of the Energy Council, led delegations to Venezuela, Mexico, Bolivia, Costa Rica, and Canada. (1993 – 2000).
- Associate Fellow, The Nautical Institute, London, United Kingdom.
- Co-Chair of the Arctic Circle Task Force on Shipping and Ports.

Civic and Professional Positions

- Principal Owner, Cloverland Farm, White County, IL and Hunt Valley, MD (1990 – present).
- Founding Board Member of the Damage Prevention Action Center (2024).
- Former Chair & Member of Executive Committee, Institute of the North Board of Directors (2010 – 2017).
- Member of the Board of the Marine Exchange Alaska (2011 – 2017).
- Vice Chair, Alaska Aerospace Corporation Board of Directors (2011 – 8/2016).
- Vice Chair, Alaska Gasline Development Corporation Board of Directors (2013 – 2015).
- Member of the Executive Committee, Arctic Power (2010 – 2016).
- Resources Consultant, Arctic Slope Regional Corporation (1987 – 2000).
- Legislative Ex Officio Member of the Boards of Anchorage Economic Development Corporation and the Alaska Women's Aid in Crisis (1990 – 2001).
- Alaska National Bank of the North, Fairbanks, Anchorage, and Manager in Kotzebue

Education

- The Executive Program (TEP), Darden School of Business, University of Virginia (1989).
- MPA, Kennedy School of Government, Harvard University (1984).
- BA, Biological Sciences, Indiana University (1973).

Jason Brune
Director, Environmental Management
North Slope Borough
P. O. Box 69
Utqiagvik, AK 99723

Mayor Saima Chase and City Council
City Manager Tessa Baldwin
City of Kotzebue
PO Box 46
Kotzebue, Alaska 99752

Madame Mayor, Council and City Manager;

I write to recommend that you continue to retain Drue Pearce as your DC lobbyist.

Drue Pearce was engaged by the State of Alaska's Statehood Defense team in January 2022 to provide legislative/regulatory services with respect to strategy advice concerning public policy related to State's rights and natural resources extraction. Ms. Pearce's hourly contract was renewed twice.

I worked with Drue in my capacity as the Commissioner of the Department of Environmental Conservation. The Statehood Defense team was comprised of Governor Dunleavy's Resources Subcabinet, the Department of Law and the Governor's Office, as well as Ms. Pearce.

Drue provided invaluable services to the team. She provided input as the team identified its priorities, kept us informed with real time intelligence about efforts adverse to Alaska being undertaken by the Administration, whether through their regulatory agenda, permitting actions, or other activities; lawsuits affecting States Rights and court decisions. She also liaised with the Congressional Delegation when requested and participated in/ monitored Administration and Congressional action related to critical and strategic minerals and metals resourcing. Please note that the State doesn't "lobby", per se, but Drue often carried our messages and advocated for our positions.

Along with those duties, she also provided us with timely information about efforts of interest by third parties, whether friend or foe. She paid particular attention to the Arctic Council's activities and national security concerns related to Alaska and its Arctic.

My Deputy and I found her knowledge of the federal government's internal processes alongside her knowledge of our priority State's Rights issues and of the state's government and its people and places to be unmatched by anyone in DC. And she is indefatigable when pursuing a winning strategy for a solution to an issue.

I've known and worked with Drue since she served in the Alaska Legislature. It was a pleasure to have her join the State's team. Even though I've moved on to new challenges, I consider Drue an important resource who I know will answer my call to work on any issue.

I would hire Drue to bring her vast knowledge to support any efforts involving the federal government or NGOs without any reservation.

Feel free to contact me with any questions at JBrune@me.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Jason Brune", with a long horizontal flourish extending to the right.

Jason Brune

OVERVIEW



City of Kotzebue
P.O. Box 46
Kotzebue, AK 99752

Dear City Officials,

Thank you for the opportunity to offer you this proposal to represent the City of Kotzebue and respond to the Request for Proposal seeking a federal lobbying firm. We are excited about the opportunity to work with the city and feel that our experience and expertise will be a vital asset for the success of the city's goals.

Capitol Hill Consulting Group (CHCG) is a full-service, bipartisan government relations firm dedicated to providing comprehensive and individually tailored strategies to help our clients succeed in any environment. Our staff possess more than 150 years of combined congressional and political experience including a former Member of Congress, former Chief of Staff, and former policy advisers to federal agencies, the Speaker of the House, House and Senate Majority Leaders, and House and Senate Committee Chairs.

Our team has developed enduring bipartisan relationships throughout Congress, as well as with key White House staff in the Biden Administration, prospective future Administration staff, and agency officials. These relationships will allow us to relay information to key policymakers and make the necessary introductions on behalf of our clients. CHCG boasts expertise in a wide array of policy portfolios. We pride ourselves not only on the breadth, but the depth of our impact in Alaska and Washington, D.C. Many people have contacts, but we foster relationships. No matter which political party is in control of the White House, Congress, or state government, we are confident we can be an effective partner to the city of Kotzebue.

As a firm, we appreciate the uniqueness of rural Alaska and strive to ensure that all of our efforts reflect the realities of life in villages and hubs. Unlike many D.C. firms that see rural Alaska in terms of statistics and a potential paycheck, we know the joy and challenges of the remote parts of the state. There are not many lobbyists in this city who have used a honey bucket or developed legislation with whaling captains, as we have.

We appreciate your consideration of this proposal. We are excited about the possibility of working together to elevate the city's priorities at the federal level. We look forward to further discussions, and please do not hesitate to reach out with any questions.

Sincerely,

Alex Ortiz
Senior Vice President
Capitol Hill Consulting Group
aortiz@capitolhillcg.com
(919) 260-1055

Kristina Wilcox
Partner & Chief Operating Officer
Capitol Hill Consulting Group
kwilcox@capitolhillcg.com
(607) 759-4527

OUR PLAN

Introduction

CHCG represents a wide array of clients including a portfolio of Alaska entities and several municipalities. This experience will help our firm's representation of Kotzebue. CHCG has scored a number of "wins" for our clients through specific legislation, regulatory approval of projects, coordinating briefings for Representatives and Senators, and facilitating witness testimony.

Our proposal is for Alex Ortiz and Kristina Wilcox to provide joint federal representation for the city, with occasional assistance from Congressman Steve Southerland on an as-needed basis. This partnered approach provides benefits compared to other firms given the diversity of Alex and Kristina's experience, along with the larger capacity of having two principals acting on Kotzebue's behalf. Further, it allows Congressman Southerland to tag in and provide the city with high level access to Members of Congress, based on his extensive bipartisan relationships, and systems within the House and Senate that only a former Member can provide.

Alex Ortiz, Senior Vice President, served as Congresswoman Mary Peltola's (D-AK) first Chief of Staff and was the last Chief of Staff to former Dean of the House Don Young (R-AK). During his over 15 years working in Congress, Alex shepherded many pieces of legislation from conception to enactment and successfully pursued Congressional oversight to overcome barriers with federal agencies.

During his time with Congressman Young, Alex worked directly on issues that are relevant to Kotzebue. This included leading the Congressman's efforts during the development and passage of the Bipartisan Infrastructure Act. This legislation, which had its origins based in part on conversations Alex facilitated between the Congressman and the White House, is currently responsible for sending millions of dollars to Alaska. Alex's efforts helped shape the Act such that rural and remote communities received priority in much of the formula and grant money that it allocated. For example, there was a debate about whether broadband funding should include a population preference, which would have benefitted urban areas, or focus on buildout to un- and under-served communities. Alex's push with the Alaska Delegation ensured that the latter won out. Ultimately, final passage of the legislation hinged on Congressman Young, with Alex's support, rounding up Republican votes to secure House passage.

Alex led Congressman Young's team during the re-establishment of Congressionally Directed Spending, also known as earmarks or Community Project Funding. He was also responsible for setting up Representative Peltola's system for reviewing and requesting earmarks as part of setting up her office. Alex's experience on this front, and his familiarity with the annual appropriations process in general, will give Kotzebue an edge in obtaining funding for its capital projects and other programs of importance to the community.

Alex has a strong appreciation for housing policy and understanding of how limited housing availability is hampering sustainability and growth in rural Alaska. His time with Congressman Young and Representative Peltola included spearheading efforts with the Alaska Housing Finance Corporation and the Rural Alaska Community Action Program (RurAL CAP). Over the years, he fought to secure passage of a bill to reauthorize and improve the Native American Housing Assistance and Self Determination Act of 1996 (NAHASDA). This multi-year endeavor positioned Alex to work well on finding creative solutions for housing needs.

Certain federal programs have an outsized relevance to rural Alaskan municipalities. In his years serving in the Alaska Delegation, Alex has fought to protect and expand many of these programs. This includes the Impact Aid program, which reimburses school districts for tax revenue lost from the presence of federal land and facilities and for carrying out federal obligations. Alex worked with a bipartisan coalition in the House to ensure that Alaskan communities received Impact Aid funding when it was due and received back payments when disbursements were initially missed because of interruptions like government shutdowns.

Circumstances in rural Alaska can sometimes take a devastating turn. We have seen this recently with the landslide in Alex's hometown of Ketchikan. During his time with Representative Peltola, Alex led the office's response to Typhoon Merbok. In particular, his efforts in coordination with the rest of the Delegation made sure that the federal government was responsible for 100 percent of the share of the eligible disaster assistance costs. This lifted a major burden for the affected communities that had critical infrastructure damaged by the storm along with families seeking individual assistance.

Alex's unique trajectory working on Capitol Hill resulted in him building relationships with staff that will be helpful to Kotzebue. Mike Songer, who was his defense staffer in Congressman Young's office, is now Senator Murkowski's defense staffer. The same is the case for Kevin Swanson, who is now Senator Murkowski's transportation and infrastructure staffer. Alex has worked in the same office as a significant portion of Senator Sullivan's senior staff. In addition, Alex directly hired Representative Peltola's staff throughout the course of establishing her office following her special election.

Kristina Wilcox, Partner, has been with CHCG for over 16 years where she has had a major focus on Alaska issues. She has successfully built bipartisan coalitions behind her client's priorities and helped get major Alaska projects across the finish line. Kristina has cultivated relationships with key lawmakers, particularly the Alaska Delegation.

Kristina has been incredibly successful at securing high dollar grants for our clients. This includes a \$88.8 million middle mile broadband grant, funded through the Bipartisan Infrastructure Act, which was unprecedented in its scale for Alaska. This buildout will bring high speed internet to many rural communities through the state and provide redundancy and reliability for our existing fiber network. Kristina also secured a \$37.5 million defense grant for critical mineral development in Alaska. This project will provide high paying jobs in communities that have faced limited economic opportunities.

Through the course of her work, Kristina has adeptly prepared clients for achieving their objectives on Capitol Hill. This has included interfacing with Congressional committees so that clients are able to serve as witnesses on legislation that has a significant impact on their operations. Recently she prepared a representative from an Alaska municipality to testify before the House Natural Resources committee where he faced hostile questions from some of the Members. Through Kristina's rigorous preparation, in which she ran a simulated hearing, the witness was able to deliver a powerful message without tripping up from the combative questioning.

Kristina is known for delivering legislative results for clients. In this year's National Defense Authorization Act (NDAA) process, Kristina identified a pending amendment that would be harmful to one of our clients. After getting feedback from our client's experts on how precisely the amendment would damage their business model, Kristina developed an outreach strategy. She contacted the Alaska Delegation, along with two Senate committees, and briefed them on the impact of the amendment. Within 24 hours of her engaging on the issue, the amendment had been withdrawn and was not included in the bill.

The Honorable Steve Southerland was first elected to Congress in 2010 to represent Florida's Second Congressional District. Steve served on the House Agriculture as well as the House Transportation and Infrastructure Committees and was selected by his peers to be part of House Republican Leadership as Class President. He was then selected as leadership's Farm Bill and Transportation Reauthorization conferee. This experience gave Steve a unique insight into the legislative and regulatory processes from a House Leadership perspective. Mr. Southerland also served on the House Natural Resources Committee and was on the Subcommittee on Fisheries, Wildlife, Oceans, and Insular Affairs. Steve has lasting bipartisan relationships from his time in Congress and has friendships with House Republican members across the ideological spectrum.

Steve has experience engaging on issues important to cities through the course of his work representing constituents and municipal clients in Florida. For example, Steve led the response to the devastating impacts of Hurricane Michael. When the hurricane struck in 2018, almost all HUD supported housing in Bay County, Florida was damaged or destroyed. Steve's outreach to municipal entities and federal agencies was critical in providing emergency housing for residents who were displaced.

Scope of Work

CHCG will lay the groundwork for Kotzebue's success at the federal level by working with the city to develop and execute a comprehensive legislative and regulatory strategy. This would include an assessment of the city's existing and future priorities. We will engage with the city's subject matter experts to translate the needs of the community into actionable objectives.

Alex and Kristina will work with the city to foster the necessary federal relationships and set the stage for Kotzebue to achieve those objectives. CHCG works with the Alaska Delegation on a daily basis, but we strongly believe that success in Congress is often achieved by building and relying on a base of support that spans beyond a single delegation. By organizing D.C. fly-ins that expand Kotzebue's reach, we will empower the city to achieve results on a bipartisan basis, on both sides of Capitol Hill, and through all the committees with jurisdiction over its issues.

CHCG recognizes that lobbying work is often only one aspect of the needs of our clients. We offer consulting, strategic planning, and informational outreach as part of our contract. Our firm always customizes its offerings to the needs of our clients, and we will aim to configure our services in a way that best fits Kotzebue's preferred methods of making progress. We propose setting up an initial meeting to discuss how to plug into the city's operations and become a natural extension for Kotzebue at the federal level.

As a first step, CHCG will submit a multi-stage annual plan. This will delineate the goals for the different prongs of our comprehensive strategy. It will also identify important timelines for Kotzebue, particularly in light of major agenda items coming down the pipe from Congress and the Administration. For example, we know that tax reform will be front and center at the beginning of next year, regardless of the election. By highlighting that in the plan, we will be able to anticipate how to structure Kotzebue's tax related asks and the timing for pursuing them.

CHCG will also map out a course for messaging. CHCG will tailor individualized tactics for securing positive determinations from key individuals and entities with decision-making power over Kotzebue's priorities. CHCG will handle these plans for engagement with a level of nuance and care that takes into consideration the particular leanings and missions of these targets and the realities of rural Alaska. Our planning will keep Kotzebue consistent in its approach to securing positive determinations and outcomes. This will include identifying an approach for coordinating meetings with relevant committee staff and member offices. Our preexisting relationships will be vital to help the process.

In addition, CHCG has successfully obtained millions of dollars on behalf of our clients in the annual appropriations process and has a partnership with a firm that has a proven track record of obtaining major grants. We will prepare, submit, track, and advocate for Kotzebue's programmatic and earmark funding requests.

CHCG has helped clients navigate difficult issues with the federal government and stands ready to assist Kotzebue with any regulatory problems it encounters during the course of its operations. Sometimes federal actions put rural Alaskan communities on the defensive, and CHCG is experienced at fighting these battles.

We have a team of Legislative Assistants to monitor bills and regulatory actions that could impact the company. Our team will provide comprehensive legislative and regulatory monitoring for Kotzebue including daily and weekly email updates on relevant federal news, bill tracking, committee hearing analysis, and research services. Our Legislative Assistants also handle trip scheduling and logistics for events in Alaska and D.C. CHCG will ensure that Kotzebue's leaders have the information they need to make the right decisions on federal issues.

CHCG recognizes that the needs of clients change and evolve. During the course of working together, Kotzebue may find it useful to expand the scope of services from CHCG. Our firm is always open to discussing ways that we can adapt our offerings. CHCG hopes to foster a long-lasting relationship with a comprehensive representation of the City of Kotzebue.

Experience

CHCG is a multi-client lobbying firm that has had many "wins" in various issue areas including health, energy, trade, agriculture, tax, Tribal affairs, and transportation. Our wide range of services and experience makes CHCG well equipped to handle any legislative and regulatory needs. CHCG has extensive experience in the appropriations space and will work with the City of Kotzebue to successfully obtain Community Project Funding dollars and secure legislative victories.

Examples of Previous Wins

- Authorized a small boat harbor for the City of Valdez in the Water Resources Development Act (WRDA) and then secured funding at \$20 million.
- Secured \$5 million in Community Project Funding for the City of Valdez for a Sewer Force Main Replacement in the FY23 Omnibus Package.
- Secured \$3 million in Community Project Funding to address childcare needs for the City of Valdez in the FY24 Appropriations package.
- Secured the inclusion of a Community Project Funding request in the Senate FY25 Appropriations bill to replace the City of Valdez Emergency Services Radio Communications Infrastructure.
- Secured \$5 million in Community Project Funding for Panama City Beach to conduct Phase 1 Potable Water Redundancy Improvements.
- Secured \$35 million in the FY24 Appropriations Package for Advanced Turbine research for the Gas Turbine Association (GTA).
- Secured \$8 million in the FY24 Appropriations Package for the Risk Based Data Management System for the Ground Water Protection Council (GWPC).
- Secured \$1.2 million in the FY24 Appropriations Package for Class VI regulator training for the Ground Water Protection Council (GWPC).
- Assisted a Northwest Tribe draft and passed legislation which conveyed over 17,000 acres to Tribe.
- Secured language inside the National Defense Authorization Act (NDAA) preventing the closure of an Illinois landfill, which is critical for the environmental cleanup of a large ammunition depot. This effort included coordination with local, state, and federal stakeholders, improving the environment, protecting jobs, securing continued military base presence.
- Advised a client in the forestry industry to start a tax committee in the face of major reform legislation and helped win the preservation of timber industry tax benefits in the Tax Cuts and Jobs Act (TCJA).
- Included a provision in the 2015 Patient Access and Medicare Protection Act, that ensured access to radiation therapy technology for seniors receiving radiation treatment.

Client Reference

Bridget Anderson
Senior Vice President, External Affairs
Arctic Slope Regional Corporation
907-339-6066 (direct)
907-615-7482 (mobile)
banderson@asrc.com

YOUR INVESTMENT

Pricing

CHCG uses a retainer billing structure, as it is impossible to put an hourly price on a connection-dependent profession where superior contacts may promote a client's issue in minutes as opposed to weeks of billable hours. Our contracts provide both parties the right to terminate the contract with 30 days' notice in the event either party is not entirely satisfied with the relationship. We are available to commence our work as soon as possible.

Capitol Hill Consulting Group proposes the following offers (billed monthly):

Description	Price	QYT	Subtotal
Annual Retainer Paid Monthly	\$5,000	12	\$60,000/year
Total			\$60,000

Given the importance of building and maintaining relationships between Kotzebue and decision makers, it is our hope that this will be the beginning of a long and successful relationship.

We look forward to speaking with you about the services we can provide to ensure Kotzebue achieves its goals. If you have any questions, please do not hesitate to call.

OUR TEAM

Alex Ortiz, Senior Vice President



Prior to joining Capitol Hill Consulting Group, Alex Ortiz served as Chief of Staff for Congresswoman Mary Peltola (D-AK), where he set up her office after her special election victory. During his time with Peltola, Alex worked with the Alaska Delegation and stakeholders to secure vital wins including federal disaster assistance in the aftermath of Typhoon Merbok and reapproval of the Willow Project. After joining CHCG, he has assisted the Congresswoman's reelection team with a focus on Republican and Alaska Native outreach.

The bulk of Alex's tenure on the Hill was with Congressman Don Young (R-AK), Dean of the House, where he served as Chief of Staff. In his role, Alex spearheaded the Congressman's efforts to secure passage of the Bipartisan Infrastructure Bill, from early conceptual talks with the White House to the Congressman whipping Republican votes vital for the measure to be signed into law. He also oversaw the reestablishment of Congressman Young's program to maximize the beneficial impact to Alaska of Community Project Funding, a practice the Congressman was famous for. Following Congressman Young's passing, Alex stayed on as Chief of Staff for Alaska's at-large Congressional District, orchestrating the archiving of 49 years' worth of the Congressman's papers and memorabilia.

Ortiz previously served as Congressman Young's Legislative Director, shepherding numerous pieces of legislation, from drafting to codification, during a time period when the Center for Effective Lawmaking consistently named Young among Capitol Hill's most effective Members of Congress, and the Lugar Center ranked him among the most bipartisan Members. During his tenure in Congressman Young's office, Alex had a particular policy focus on Alaska Native and American Indian affairs, natural resources, transportation and infrastructure, education, housing, and agriculture.

Ortiz is one of the few Congressional staff to be Chief for both a Republican and a Democrat. Roll Call published a piece about Alex's unique journey to work for Representative Peltola [in this profile](#).

Alex started his career with Senator Ted Stevens (R-AK) and has previous government relations experience representing a diverse range of Alaskan and non-Alaskan clients. Alex is a graduate of the University of North Carolina at Chapel Hill. He was raised in Ketchikan, Alaska where some of his family still resides.

The Honorable Steve Southerland, Partner & Former Member of Congress



Steve Southerland, II, joined Capitol Hill Consulting Group in March of 2015 and has built a diverse client list in the areas of transportation, maritime, defense, healthcare, energy, tax, trade, real estate, and public municipalities. During his time with CHCG he has assisted clients meet their governmental affairs goals, whether calling on Members of Congress, Administration officials, or committee staff. Steve remains very close to his former colleagues still serving in the United States Senate, House of Representatives, and Administration positions.

Steve is a lifelong resident of Panama City, Florida, where he still calls home. He earned a degree in business management from Alabama's Troy State University and an additional degree in mortuary science from Jefferson State Junior College. After college in 1987, he joined his family's three generation business, Southerland Family Funeral Homes, where he still serves as an officer and stockholder.

Steve was first elected to Congress in 2010 to represent Florida's Second Congressional District and was its first elected Republican since Reconstruction. While in office from 2010-2014, he served on the Agriculture, Natural Resources, and Transportation and Infrastructure committees.

Steve was chosen by the class of 2010 to be its representative at the Republican Leadership Table for the 113th Congress and he also served as a Republican conferee for reauthorization of both the Transportation and Farm bills. Steve and his wife, Susan, are the proud parents of four daughters, Samantha, Stephanie, Allison, and Abby.

Kristina Wilcox, Partner



Kristina Wilcox joined CHCG in 2007, and over almost two decades has built her practice in Arctic issues, energy, technology, trade, higher education, financial services, and natural resources. A thoughtful and well-connected leader, Kristina is respected for working on both sides of the aisle to help clients achieve long-term success in Washington.

Kristina has built her network throughout Washington, D.C. by taking leadership roles in numerous organizations. She sits on the boards of the Jenkins Hill Society (a DCCC partnered all-woman fundraising group), Verizon's Consumer Advisory Board, the National Democratic Club of Washington, D.C. and the New York State Society of Washington, D.C. and serves as the Executive Director of the Women's High-Tech Coalition, managing executive board operations, member recruitment, bipartisan congressional outreach, and external affairs.

Kristina got her start in the office of Congressman Maurice D. Hinchey (D-NY) and has worked for Johns Hopkins University, the 2008 Democratic National Convention, and most recently as Public Affairs Specialist for the Congressional Research Service at the U.S. Library of Congress where she coordinated congressional outreach. Kristina holds her Doctorate from Georgetown University in Business and Labor Policy, her M.A. in American Government from Johns Hopkins University and a B.A. in History from Binghamton University.

Alexander Ortiz

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▪ alexandermortiz@gmail.com ▪

Legislative and Political Experience

Capitol Hill Consulting Group [Jun. 2023 – Present]

Senior Vice President

- Developed advocacy campaigns based on clients' goals and policy initiatives.
- Secured bill and amendment language that was beneficial to clients.
- Restored a major appropriations line item that was cut, returning \$10 million per year to a client and preventing a major, successful project from being shuttered.
- Built client relationships with Members of Congress and Administration officials and advised clients on how best to leverage those relationships.
- Hosted fundraisers for candidates and engaged in strategic campaign outreach to target demographics.

Representative Mary Sattler Peltola [Sep. 2022 – Jun. 2023]

Chief of Staff

- Built the office mid-session after a special election starting with limited staff and no systems into a fully functioning, highly effective legislative operation.
- Shepherded early wins vital for reelection including House passage of the Food Security for all Veterans Act and disaster assistance for Typhoon Merbok.
- Conducted high-level engagement with the White House, the Alaska Delegation, and stakeholders to secure reapproval of the Willow Project.
- Navigated the office through a unique political landscape shaped by Ranked Choice Voting, the Representative's moderate stances, and serving in the minority.

The Alaska Congressional District At-Large [Mar. 2022 – Aug. 2022]

Chief of Staff

- Archived 49 years' worth of papers, memorabilia, and belongings.

Congressman Don Young [Jan. 2012 – Mar. 2022]

Chief of Staff

Prior positions: Deputy Chief of Staff; Legislative Director; Senior Legislative Assistant; Legislative Assistant; Scheduler; Correspondence Manager

- Led the Congressman's efforts on many bills through the entire legislative process, from drafting to being signed into law, often over many years.
- Directed the office's outreach in support of the Bipartisan Infrastructure bill, from early conceptual talks with the White House to the Congressman whipping votes that were vital to its passage.
- Created a strategic plan for maximizing the beneficial impact to Alaska of Community Project Funding after the end of the earmark ban.

Birch, Horton, Bittner & Cherot [Jan. 2009 - May 2011]

Legislative Assistant

- Lobbied Congressional offices and federal agencies for a diverse client list.

Senator Ted Stevens [May 2007 - Jan. 2009]

Legislative Correspondent

- Wrote Senator Stevens' correspondence on a wide range of issues.

Education

The University of North Carolina at Chapel Hill

Bachelor of Arts in Peace, War, and Defense

Kristina Wilcox

3008 Second Rd N, Arlington VA 22201 ▪ (607) 759-4527 ▪ kwilcox@capitolhillcg.com

Work Experience

Capitol Hill Consulting Group

Washington, D.C.

Partner

June 2021 - Present

- Lobby on behalf of corporations, tribes, private businesses and trade associations on issues related to technology, Indian Affairs, natural resources, financial services, trade, education, Alaska issues, energy and small business.
- Work with Congress, federal agencies, and business community to help clients meet goals.

Selected wins: Helped client to secure \$37 million in Department of Defense studies for natural resources feasibility study; Assisted client in winning \$88 million in funds for broadband project; Worked to secure tariff exemption for multi-national client; Advocated on behalf of Native Alaskans on successful oil and gas decision.

Senior Vice President

February 2014 – May 2021

- Drafted policy documents, federal register comments and extensive briefing materials.
- Planned and executed large scale events, fly-ins, conferences and policy summits.

Director of Government Relations

January 2009 – January 2014

- Authored Congressional hearing memos and tracked legislative priorities for clients.
- Assisted with meeting preparation for partners, lobbyists, and clients.

Women’s High-Tech Coalition

Washington, D.C.

Executive Director

February 2016 – June 2023

- Managed corporate board operations, fundraising and congressional affairs for 501(c)3 not-for profit with goal of bringing together policymakers and influencers in technology.
- Planned and executed monthly events on tech issues, which have included: Trade, Cryptocurrency, 5G, IOT, Arctic Issues, Women and Social Media, and Tech and Elections.
- Serve as liaison to Congressional Women’s High-Tech Caucus in House and Senate.
- Spoken on issues related to women and technology in Washington, South by Southwest in Austin, Texas, San Francisco, and Alaska.

Honors

The Hill 2023 ‘Top Lobbyist’

Washington, D.C.

- Named a Top Lobbyist from over 12,500 active lobbyists by [The Hill](#).

Excellence in Advocacy Awards Finalist

Washington, D.C.

- Finalist for the Excellence in Advocacy Award in 2016 & 2018 by the Professional Women in Advocacy Conference.

Education

Georgetown University

Doctorate, Liberal Studies, Labor History, Ethics and Policy

John Hopkins University

Master of Arts, American Government and Politics

Binghamton University

Bachelor of Arts, History