

Cover Letter/Statement of Interest for Proposal by Nick Federici, Luke Esser & Anita Gallagher

In Response to City of Mercer Island Request for Proposals #22-15 for State & Federal Lobbyist

May 19, 2022

We were excited to learn of the City of Mercer Island's interest in retaining the services of state and federal lobbyists, and because we consider our experienced team of professionals to be a perfect fit for the government affairs needs of the City, we are proud to express our interest in this project and to provide the attached proposal.

This proposal from our joint lobbying team of Nick Federici, Luke Esser and Anita Gallagher offers the City of Mercer Island the opportunity to retain three veteran government affairs advocates with expertise in municipal advocacy and a proven ability to perform all of the work detailed in RFP #22-15's Scope of Services, as we have performed that exact same work as lobbyists and as internal governmental affairs staff for the cities of Spokane, Yakima, Sammamish and Tacoma.

We would welcome the opportunity to further discuss this proposal and answer any questions you might have for us at the appropriate time and with the appropriate representatives of the City involved in your selection process.

Our signatures below serve as confirmation of our team's ability to provide all the services detailed in RFP #22-15's Scope of Services and outlined below in our proposal, and we hereby attest to the accuracy of all the submittals contained herein. Thank you for the opportunity to present this proposal.



Nick Federici



Luke Esser



Anita Gallagher

SECTION 1: EXECUTIVE SUMMARY

Thank you for this opportunity to respond to the City of Mercer Island's Request For Proposals #22-15 regarding State & Federal Lobbyist and to present this proposal.

Our joint lobbying team of Nick Federici, Luke Esser and Anita Gallagher offers a unique combination of governmental affairs experience that allows us to provide a comprehensive suite of services to municipalities covering both state and federal relations in all of their various facets: legislative, executive and regulatory.

Nick and Luke have both been working in high-level positions of responsibility in Olympia for more than 20 years and have teamed up to lobby for cities since 2016 (currently representing the cities of Spokane, Yakima, and Sammamish). Anita's experience developed as an internal government affairs professional for the City of Tacoma for nearly a decade.

We have a deep understanding of policy development and funding opportunities at every level of government, we build strong personal relationship with local delegations and with legislative and congressional leaders from around the state, and we help our clients to communicate their needs and to achieve their legislative and administrative goals. We further document our ability to provide all these services in the "Project Experience" section below.

As we will flesh out more fully in the "Project Experience" section, our state and federal lobbying team offers four major advantages to the City of Mercer Island:

1) **Proven Results for City Clients.** Nick and Luke have teamed up since 2016 to provide government affairs services for cities across the state (including the cities of Spokane, Yakima and Sammamish, plus two cities that Luke represents separately), while Anita has directed the government affairs program at the City of Tacoma for both state and federal issues. Each of us have achieved successes for our clients that we will detail more fully below.

2) **Balance and Teamwork.** Nick has been lobbying in Olympia for 28 years on behalf of progressive causes and clients, Luke is a former Republican state legislator and former Chairman of the state Republican Party who has been lobbying in Olympia for more than a decade now, and Anita has worked at the highest levels of non-partisan municipal government affairs development and implementation for both federal and state issues. Our well-rounded team can therefore offer decades of experience and deep relationships on both sides of the aisle, in the non-partisan sphere and in every corner of the state.

3) **Experienced Representation, Always.** We have no interns or junior associates. All work for the City of Mercer Island contained in this proposal will be performed by the three veteran members of our team; collectively we offer a combined 60+ years of high-level experience with state and federal government affairs. You can be confident that every contact made with legislators, the executive branch and federal representatives on behalf of the City of Mercer Island will be made by the three of us, and the three of us only.

4) **Strong Alignment with City Legislative Priorities.** Our review of the City's 2022 Legislative Priorities reveals a strong alignment between those priorities and our professional background and skill set. Of course various issues will be added to or drop off the list of legislative priorities over time, but we have every reason to believe that the same strong alignment will continue.

Nick and Luke represent other clients separately, but have teamed up to offer their services jointly to municipal clients for years now (which is a particular specialty for both). Now we are thrilled to add Anita to our team to lead on federal government affairs issues and offer support to our other government affairs efforts. Nick may be designated as Project Manager if such a

designation is needed, though our proposal is to provide all the services detailed in the proposal below as a team. We propose to provide all of the services detailed in the RFP, and provide all of the advantages discussed in this proposal, to the City of Mercer Island for a price of \$6,000 per month (total, for all three of us).

As a vibrant, state-of-the-art community located in a beautiful natural setting, with a diverse population whose residents prize their unique island identity and their quality of life, it would be an honor for us to represent the City of Mercer Island. Thank you again for the opportunity to present this proposal.

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SECTION 2: PROJECT APPROACH

We start first with the overarching principles that are the foundation for the services we provide, and then describe our approach to providing all of the government affairs services detailed in the “Scope of Services” section of the RFP. The strategies and tactics that define our approach to advocacy have been honed over decades of experience in government affairs and it has proven itself effective time and time again for our city clients. We are confident that this approach will prove equally as successful for the City of Mercer Island.

OUR OVERARCHING PRINCIPLES

We never forget that we are the public face of our clients to legislators and their staff, the Governor’s Office, personnel at state and federal agencies and to the community at large. Mindful of this important responsibility, the following are the overarching principles that guide us year-round in our advocacy work on behalf of our clients in Olympia and throughout the state:

- Represent our clients in an ethical and professional manner
- Treat everyone with courtesy and civility
- Earn respect and credibility through thorough preparation on every issue
- Maintain open lines of communication and remain accessible
- Keep our word
- There is no substitute for personal contact with key decision-makers
- The Legislative Session begins long before Opening Day
- The Legislative Session isn’t over until the Governor takes action on the last bill
- State and federal agencies never adjourn for the year

ALIGNMENT WITH SCOPE OF SERVICES

Our analysis of the Scope of Services detailed in RFP #22-15 indicates that our project approach aligns perfectly with the state and federal government affairs needs of the City of Mercer Island. Our team of veteran government affairs professionals offer over 60 years in combined high-level experience in Olympia, performing work that encompasses all of the elements contained in the RFP’s Scope of Services. Following below we describe how the specific aspects of our experience align with the Scope of Services.

Assist in the development of legislative priorities for the City of Mercer Island

The value we provide is best measured by our success in helping clients to achieve their goals. As a result, we consider the development of legislative priorities, which represent the goals of

our city clients, as not only a starting point but as the central focus of all of our efforts. That is why we encourage our clients to fully utilize our team's experience and skill set to the greatest extent possible in the development of their legislative priorities, and to undertake this process as early as possible for state issues, since the state legislative session flies by so quickly.

Develop and implement strategies to successfully promote the City's legislative priorities

Developing, refining and then executing legislative strategies is a particular strength that we offer to our clients. We have proven our ability to move major pieces of legislation through the entire legislative process, from the brainstorming of ideas and strategies all the way through to the Governor's signature. We can also point to hundreds of millions of dollars in appropriations of all types (capital, operating and transportation) achieved for our city clients. These achievements always start with close coordination with our city clients during the strategy development phases, and then steadily branch outward as we engage other cities and other stakeholders on the way to achieving legislative and regulatory success.

Represent the City's legislative objectives to members of the Washington State Legislature and appropriate legislative committees, the Governor's Office, state agencies, and legislative staff as well as appropriate federal representatives and appropriate committees, and federal agencies

We already enjoy strong relationships with the local delegation from the 41st Legislative District, (particularly thanks to Nick and Luke's experience working with this delegation for the City of Sammamish), with key legislators from throughout the state and with officials from the Governor's office and state and federal agencies. In our experience there is no substitute for personal contact and personal relationships with key lawmakers and staff, plus leaders in the executive branch of state government, which is why we devote so much of our time year-round to building and maintaining those relationships.

Every member of our team has developed personal relationships with members of the state's federal delegation, since many of them are former local elected officials, state legislators or state agency directors, and in particular with Senators Murray and Cantwell and Congressman Smith (who was a law school classmate of Luke's). Thanks to her federal work on behalf of the City of Tacoma, Anita has developed deep relationships with Congresswoman Strickland, with the Legislative Directors and regional policy staff for Senators Murray and Cantwell, as well as Congressman Smith's Legislative Director, Deputy Chief of Staff, and Deputy District Director.

Monitor State and Federal legislation, legislative committees, state and federal agencies, rulemaking, and the activities of appropriate interest groups which pertain to the stated City interests, goals, and objectives

We provide year-round monitoring, identification and analysis of key regulatory and legislative processes. This "early warning system" on behalf of the City can be invaluable in identifying new threats and emerging opportunities. We also provide a continuous review of Association of Washington Cities (AWC) policy developments, of activity by other stakeholders and interest groups, and of political developments in general. Our team will engage City Councilmembers and City executive staff as appropriate to identify opportunities for federal-level advocacy with coalitions such as the National League of Cities (NLC), U.S. Conference of Mayors, and others to ensure that the City's perspective is heard in federal policy dialogue. We will attend regularly scheduled intergovernmental relations calls hosted by the White House and other relevant federal agencies and report on developments relevant to the City's federal priorities.

Recommend appropriate City action regarding pertinent legislation

Our many years of high-level experience with state and federal government affairs have prepared us to offer city clients sound advice about how best to support legislation beneficial to the City and how best to oppose legislation harmful to the City. Every bill can present unique

challenges and opportunities that need to be carefully considered, along with judgment calls about how best to express that support or opposition, given that there are many nuanced degrees of engagement that range between quiet behind-the-scenes diplomacy all the way to an adamant, vocal public posture.

The networks we have developed around the state working for multiple cities provide us with access to a host of exceptional people who can be excellent resources in solving the challenges faced by any individual city. The building of alliances and coalitions with other stakeholders committed to the same policies and objectives as the City can have a very powerful multiplier effect in both Olympia and Washington, D.C.

Identify opportunities for City staff and elected officials to testify before legislative committees and subcommittees with respect to proposed legislation; communicate such opportunities to the City Manager or designee in a timely manner; assist in preparation of testimony to be given; and as requested, testify on behalf of the City

Since we are working in Olympia full-time during each legislative session, we constantly monitor the scheduling of bills in committee for public hearing and rapidly alert our clients of opportunities to testify. We pride ourselves on assisting city clients in the preparation of their testimony, always making sure that elected officials or staff are thoroughly prepared to testify with talking points and strategy/practice sessions beforehand. At the same time, we are each accomplished public speakers who can persuasively testify on behalf of the City when needed.

Attend meetings of the City Council and City staff, as may be requested by the City Manager, or designee in order to brief City officials on legislative activities

We already provide this service to our existing clients, and are happy to provide the same service to the City of Mercer Island. In fact, we encourage the utilization of direct interaction with our team by city elected officials and staff to the greatest degree possible. Such interaction emphasizes and improves the teamwork aspect of the work we perform.

Monitor and track congress and the federal government for policy issues and funding opportunities for the City of Mercer Island

Nick and Luke have performed these alert and monitor functions for years for all of our city clients. Anita brings extensive experience in federal policy development and issue advocacy. Through her position as Chief Policy Analyst to the Mayor of Tacoma and later as the Assistant to the City Manager over government relations, Anita has provided executive-level federal policy support to two mayors, one of whom is now serving in the U.S. House of Representatives, and to the City Council.

Provide written and oral reports to the City Manager and City Council, as mutually agreed upon, in order to inform the City regarding the status of pertinent legislation and of the lobbying activity/efforts of the Consultant

We pride ourselves on our excellent communication skills, and tailor our written and oral reports to the needs of our individual clients. We are happy to prepare them in the format and on the timelines most convenient for our clients. Following below in Section 7 we provide links to samples of a weekly report and an end-of-session report that Nick and Luke prepared for the City of Sammamish earlier this year, and also to a 2020-21 federal priorities issue brief that Anita prepared for the City of Tacoma.

Testify and/or sign-in on behalf of the City on legislation of interest. Additionally, coordinate talking points and strategies for Councilmembers to testify at hearings

We encourage our clients to make elected leaders available for testimony, whenever possible, because their presence and commitment to an issue sends a strong message to legislators. But we also frequently testify at public hearings ourselves and do so effectively for all of our clients.

Comply with all Public Disclosure Commission requirements for lobbying

We comply with all PDC requirements for all of our clients (and assist them with their own PDC reporting requirements, if they have any questions).

Provide support on City efforts and initiatives beyond the legislative session to position the City to advance its objectives

While the state legislative session is the most intense part of our work calendar, we understand that federal and state agencies never adjourn and that Congress works year-round. That is why we serve as an “early warning system” for our city clients throughout the entire year. Anita will present a federal relations plan to the City on day one that will include detailed plans for developing the slate of federal priorities and engaging City officials in the National League of Cities and other important venues for issue advocacy. Anita has strong relationships with Congressman Adam Smith as well as his D.C.-based and district teams. She is well-versed in Congressman Smith’s process for selecting projects for Congressionally-directed Spending (also formerly known as “earmarks”) and successfully secured \$2 million for an infrastructure project through this process during her tenure at the City of Tacoma.

SECTION 3. PRICING

Nick Federici, Luke Esser and Anita Gallagher propose to provide the complete package of State and Federal Lobbyist services described in this proposal for a total of \$6,000 per month (total, for the three of us). For this proposed monthly fee the City will receive the committed efforts of three veteran consultants, providing over 60 years of combined experience in state and federal government affairs.

SECTION 4: PROJECT EXPERIENCE

As noted in the Executive Summary above, our experienced team of professionals offers four major advantages to the City of Mercer Island that we will now detail more fully.

Advantage 1: PROVEN RESULTS FOR CITY CLIENTS

We are proud of the positive results that we have helped to deliver for our city clients in recent years, both in the adoption of public policy and in the procurement of appropriations. The successes we have achieved for the cities of Spokane, Yakima, Sammamish and Tacoma reflect exactly the kind of successes that we would expect to deliver for the City of Mercer Island. As a brief overview of those positive results, we will first provide details about three strategic initiatives that we developed and then successfully implemented for our city clients. Then we will provide multiple examples of successful outcomes achieved for our city clients.

Relevant & Recent Strategic Initiatives

➤ Revenues For Local Government Housing Assistance

Nick has led repeated successful efforts to provide local governments with increased local revenues for affordable housing and homelessness services, including the efforts in 2015 and 2020 to allow counties and cities to implement a local sales tax for housing and related services, first by local vote and later by councilmanic action. These funds serve as the basis for the current King County “Health Through Housing” program, among other efforts.

In addition, Nick originated the idea of using real estate document recording fees as a funding source for cities and counties to address homelessness and promote affordable housing back in 2001, and he has since led the effort to reauthorize or increase this funding on seven separate

occasions, most recently in 2021. One of the greatest successes for this program occurred during the 2018 Legislative Session, when an increase in the document recording fee was authorized that led to an additional \$21.6 million per year directly for local governments statewide to fund needed homelessness and affordable housing programs.

Another successful legislative effort led by Nick to obtain further revenues for local governments on affordable housing and homelessness came in 2019, when the legislature authorized cities and counties to levy a local sales tax to fund affordable or supportive housing and rental assistance. Because the local tax was credited against state sales tax collected in a jurisdiction, local governments were essentially able to access state funds directly for this purpose and bond against it if desired.

Each of these efforts required development and fostering of coalitions of disparate interests, including non-profit, for-profit, and public housing organizations, Washington State Association of Counties, Association of Washington Cities, individual counties and cities with diverse needs, and a range of service providers and consumers statewide. Raising state and local revenue is never easy, but Nick has been repeatedly successful in these efforts by building strong and successful coalitions, creative revenue and spending proposals, and tireless advocacy.

➤ **Additional Authority for Automated Traffic Safety Cameras**

A challenging project emerged for Luke during the 2022 Legislative Session when both the City of Spokane and City of Yakima made increasing the availability of automated traffic safety cameras (ATSC's) a priority issue. Under existing state law, cities could only locate ATSC's at the intersection of two arterials, at railroad crossings or in school speed zones. But following feedback from nearby residents of some city parks, the City of Spokane prioritized adding park speed zones as an additional authorized use of ATSC's, in order to increase safety for pedestrians and bicyclists near parks, and the City of Yakima was looking for any reasonable opportunity to expand the use of ATSC's.

The challenge in expanding the authority for ATSC's arose because many legislators perceive ATSC's as simply a money grab by cities, rather than as a tool to address public safety in a time when public safety budgets and police workforces are stretched thin. So Luke searched first for a strong prime sponsor who wouldn't be deterred by a challenge, and found it in Rep. Marcus Riccelli. It turned out that Rep. Riccelli had heard from constituents at a neighborhood association who were hoping to see ATSC's implemented near a local hospital to slow down cut-through traffic. Then the two ideas for increased ATSC authority (park speed zones and hospital speed zones) were merged together into a bill that was sponsored by Rep. Riccelli.

Luke then sought to broaden the coalition geographically, looking for a potential alliance city on the west side of the state with similar hopes for expanding the use of ATSC's, and fortunately the City of Tacoma had their own ideas about using ATSC's for intersections with high levels of accidents and they were planning to run a similar bill. Working with Rep. Riccelli, who serves on the House Transportation Committee, public hearings were scheduled in that committee for both the Spokane version and the Tacoma version of bills expanding ATSC authority on the same day that the state Traffic Safety Commission was providing an update on traffic safety to the committee, which helped to frame the ATSC proposals as fitting within the broad context of increasing public safety. Luke worked to arrange testimony at the public hearings from both a city councilmember and from residents of the local neighborhoods in Spokane, to further drive home the point that this proposal emanated from neighborhood concerns about public safety.

Still, there were many questions from some committee members about the money generated by the ATSC's and the passage of either bill was far from assured. So the next step was finding yet another bill with a strong chance of passage onto which the ATSC proposals could be

amended. Luke worked with Rep. Riccelli on just that strategy, ultimately achieving success in amending both the Spokane version and the Tacoma version onto the \$17 billion “Move Ahead Washington” transportation package, which had so many projects desired by so many legislators from around the state that its chances for success were not diminished by inclusion of the somewhat controversial ATSC provisions. The result being that on March 25 of this year the cities of Spokane and Yakima achieved their priority goals of increased authority for ATSC’s.

➤ **Federal COVID Relief Funds For Publicly-Owned Event Venues**

The onset of the COVID-19 pandemic in early 2020 created a crisis for the operators of event venues designed to host large public gatherings, both public and private, as public health rules at the time banned such gatherings to prevent the spread of COVID. To make matters worse for public operators, when Congress finally did act to provide pandemic financial relief for venue operators, independent and publicly-owned venues were excluded from the original program.

Since the City of Tacoma’s two most prominent event venues were both operated through the City’s Public Facilities District (the Tacoma Dome and the Greater Tacoma Convention & Trade Center), this created a dire financial situation for the City. These two venues lost over \$10 million within the first few months of the pandemic due to cancellations, resulting in budget deficits and several dozen staff furloughs. In response to the crisis, Anita took the lead on a strategic initiative starting in late 2020 to ensure that publicly-owned event venues would become eligible to receive federal pandemic relief funding.

Working in partnership with Tacoma Venues and Events and the National Independent Venue Association, Anita formed a coalition to make the case with the federal delegation and with the administration for equal treatment on behalf of publicly-owned and independent venues. The coalition advocated fiercely for a standalone grant program for publicly-owned and independent event facilities, including letters and conference calls with federal policy makers. Congress eventually delivered the Shuttered Venue Operators Grant program and included publicly-owned event venues as eligible recipients, providing considerable financial relief to the City of Tacoma and other similar local governments.

Successful Legislative Outcomes For City Clients

Obtaining appropriations from the state capital budget and transportation budget for our city clients is one of the specialties that Nick and Luke offer. Luke is a former member of the Senate Transportation Committee and a former Co-Vice Chair of the House Capital Budget Committee, while Nick has helped clients to procure budget appropriations of all types, including from the operating budget, for more than a quarter-century. Following below is partial list of the projects for which we have successfully led the effort to obtain appropriations for our city clients.

City of Spokane

Transportation Projects:

Priority projects we helped the City of Spokane obtain earlier this year in the “Move Ahead Washington” package and the 2022 Supplemental Transportation Budget included the following:

Transit

\$50 million for Division Street Bus Rapid Transit (through Spokane Transit Authority)

Bicycle/Pedestrian

\$5.8 million for Millwood Trail

\$3.9 million for Pacific Avenue Greenway Bicycle/Pedestrian Improvements

\$2.2 million for Cook Street Greenway Bicycle/Pedestrian Improvements

\$4 million for Liberty Park Land Bridge

Highways

*Acceleration of US 395 North Spokane Corridor to completion in the 2027-29 biennium (compared to previously expected completion in 2029-31 biennium)

*\$300,000 for Preliminary Engineering of US 195/Inland Empire Way project

Priority projects for the City of Spokane in 2021 that received appropriations from the 2021-23 Biennial Transportation Budget included the following:

- \$1.3 million for the Greene/Carlisle Crosswalk Improvement Project
- *\$1.2 million for the Shaw Middle School - Garland Avenue Pathway
- *\$718,000 for the Bemiss Elementary Walk Route Improvements
- *\$693,000 for the Finch Elementary Walk Route Improvements
- *\$485,000 for the Nevada/Joseph Pedestrian Hybrid Beacon project
- *\$7.5 million in new funding over the next two biennia for I-90/Valley High Performance Transit Corridor Infrastructure (through Spokane Transit Authority)
- *\$2.9 million in new funding over the next two biennia for the Sprague Line High Performance Transit Improvements (through Spokane Transit Authority)

Capital Projects

The top Capital Budget priority for the City of Spokane this year was a requested \$700,000 for the Northeast Spokane Community Behavioral Health Center, and we were successful in obtaining that appropriation. Among the projects included in the 2022 Supplemental Capital Budget which benefit the City of Spokane are the following:

- \$1.5 million for St. Agnes Haven (rapid rehousing project)
- \$1 million for Early Learning Classrooms at Logan Elementary
- \$700,000 for NE Spokane Community Behavioral Health Center
- \$200,000 for Felts Field Gateway Project
- \$195,000 for VOA Veteran Transitional Housing Energy Efficiency

Priority capital projects for the City of Spokane in 2021 that received appropriations from the 2021-23 Biennial Capital Budget included the following:

- \$2.2 million for Volunteers of America Crosswalk 2.0 (rapid rehousing)
- \$2.0 million for Proclaim Liberty Affordable Housing
- \$1.4 million for MLK Community Center Roof Replacement
- \$1.2 million for Joya Child & Family Development Center
- \$774,000 for The Podium
- \$309,000 for Dental Expansion at Maple Street Clinic
- \$108,000 for Therapeutic Play Spaces
- \$77,000 for Meadowglen Community Park

City of Yakima

Transportation Projects:

Priority projects we helped the City of Yakima obtain earlier this year in the “Move Ahead Washington” package or the 2022 Supplemental Transportation Budget included the following:

- \$8 million more for I-82 Yakima-Union Gap Improvements (for a total of \$72.4 million)
- \$5.8 million more for East-West Corridor Overpass & Bridge (for a total of \$55.8 million)
- \$3.2 million for East-West Corridor (for bike/pedestrian bridge)
- \$1 million for the 34th Ave. Roundabouts
- \$750,000 more for the Cowiche Canyon Trail (on top of the previous \$2 million)

Capital Projects:

The highest priority capital budget request for the City of Yakima in 2022 was \$1 million for the design and engineering of a community pool in the poorest neighborhood in the City, the MLK Jr. Park Community Pool Project. Fortunately we were able to obtain the requested \$1 million in the 2022 Supplemental Capital Budget, and we look forward to helping the City obtain construction funding from the state for this project in future years. Here is a list of all the projects included in the 2022 Supplemental Capital Budget which benefit the City of Yakima:

- \$3.2 million to Northwest Harvest for Yakima Food Bank
- \$1 million for MLK Jr. Park Community Pool Project
- \$650,000 for Yakima Valley Partners Habitat for Humanity
- \$232,000 for Yakima YMCA Park Development
- \$67,000 for Yakima Greenway Master Plan

The top priority capital budget request for the City of Yakima in 2021 was \$642,000 for a renovation project at Miller Park, also located in one of the poorest neighborhoods in the City. We were successful in obtaining that funding for Miller Park and here is a synopsis of other projects funded in the 2021-23 Supplemental Capital Budget which benefit the City of Yakima:

- \$5.4 million for Nelson Dam Removal Project
- \$3 million for Yakima City Landfill (for environmental remediation).
- \$750,000 for Children's Village Neurodevelopmental Center Expansion
- \$642,000 for Miller Park Renovation Project
- \$508,000 for Yakima Sun Dome Reflectors
- \$500,000 for Turf Field Lighting (at SOZO Sports Complex)
- \$250,000 for Capitol Theatre Curtains/Soft Goods Replacement

City of Sammamish

Transportation Projects:

As has been the case with most construction projects recently, the City of Sammamish had experienced recent cost increases with the first phase of the Issaquah-Fall City Road Project. The state had previously provided the City with \$3.5 million for Phase I of this project and \$1.5 million for Phase II. In the 2022 Legislative Session we successfully worked with the City's local delegation to change the official scope of the state funding, such that all \$5 million could be devoted to Phase I, which helped to prevent a large hole from emerging in the City's transportation budget.

Capital Projects:

Working to restore runs of kokanee salmon in local creeks through the replacement of fish-blocking passages has been a high priority of the City of Sammamish for any years now. In the 2021 Legislative Session we were able to obtain \$3 million in funding for the Louis Thompson Road Tightline Project as an Infrastructure Project administered by the state Department of Commerce. This project will prevent stormwater and street runoff from a local arterial from draining straight in Lake Sammamish and instead will divert the runoff to be properly treated.

Nick and Luke were hired by the City of Sammamish in 2018 with a top priority of obtaining funding for the removal of salmon passage barriers, as the City had never previously obtained any direct state appropriations for that purpose. Following the development of an information package that documented the threat to the survival of the kokanee salmon in Lake Sammamish, and close coordination with legislators in the 5th, 41st and 45th Legislative Districts, we are able

to obtain three separate appropriations for the removal of fish-blocking passages in the 2019 state Capital Budget, for a total of more than \$1.5 million for these culvert projects.

City of Tacoma

When she assumed the role of Assistant to the City Manager over government relations in 2019, Anita was charged with revamping the City of Tacoma's federal relations program. She developed new processes for developing federal priorities with the City Council and executive team and initiated regular reports on major developments relevant to the City's priorities.

Anita logged several major accomplishments in federal advocacy in 2020 and 2021, as the City of Tacoma faced significant challenges which required federal action to resolve. She directly lobbied for, and assisted Councilmember lobbying efforts in advocating for infrastructure grant programs to award funds exclusively and directly to local governments. Congress took the desired action by funding the Safe Streets and Roads for All program that provides funding for Vision Zero and complete streets projects. Additionally, after the 2020 CARES Act did not provide direct, flexible funding to local governments under the 500,000-population threshold, Anita drafted several advocacy letters and held many meetings with the City's federal delegation to express the importance of federal funding to mitigate the impacts of the COVID-19 pandemic. This objective was accomplished with the passage of the 2021 American Rescue Plan.

Further, Anita led the City's application process and advocacy for Congressionally-directed Spending requests. She worked closely with the district teams for all five of Tacoma's federal delegation members to gain a thorough understanding of each Member's objectives for project funding to inform the City's strategy for success in its applications. She led walking tours of infrastructure projects for Members and strategized with City departments to develop compelling proposals. These efforts resulted in \$10.6 million for Tacoma infrastructure projects included in the House-passed version of the *INVEST in America Act*.

Advantage 2: BALANCE & TEAMWORK

The second major advantage that our team offers is the balance of our backgrounds and professional experiences, and the high degree of teamwork which that balance allows. Our varied backgrounds magnify the value that we can provide to our city clients.

For more than a quarter-century Nick has been lobbying in Olympia on behalf of progressive causes and clients and in the process has developed deep relationships with key Democratic leaders from throughout the state and in every major field.

Luke is a former Republican State Representative and State Senator, and former Chairman of the state Republican Party whose involvement in grassroots Republican politics started in his teens. He understands how the legislative process works from both side of the "doors," as the divide between the legislative chambers and the lobbying corps is often described.

Anita adds in-depth experience in the non-partisan sphere from her internal government affairs from her work at the City of Tacoma.

Though we represent some other clients separately, we have joined up to create a balanced team advocating on behalf of our local government clients, which currently include the cities of Spokane, Yakima and Sammamish. We can provide a "three-legged stool" with deep insights and connections into the workings of elected officials from both major parties and the non-partisan sphere of municipal governance.

All of us have considerable experience working in a bipartisan fashion in Olympia, and frequently interact regularly and constructively with Democratic and Republican legislators and

with executive branch staff. But there is no doubt that having deep relationships in all four caucuses, and with the Governor's Office, and in the non-partisan sphere, is a strategic asset that should never be underestimated. And it is very difficult for any one person to have that level of deep relationships with both major parties and all four caucuses.

This is a major advantage that our balanced team of professional advocates can provide. Also, since there are 147 legislators and countless staff in Olympia, it is a considerable benefit to have three experienced lobbyists who can be lobbying different legislators on the City of Mercer Island's behalf at the exact same time, especially during the most frantic points of the legislative session when you really do need to be in three places at the same time.

Advantage 3: EXPERIENCED REPRESENTATION, ALWAYS

If our proposal is accepted, it is important to note that the City of Mercer Island's government affairs work will never be delegated to an intern, junior associate or recent college graduate. Nick, Luke and Anita personally perform all of the lobbying work for our clients and we do not outsource any of that work.

Nick has been working in Olympia since 1991, and as a full-time, registered lobbyist since 1994. Luke has been working in Olympia for 23 years (since he was elected to the State House in 1998) and has been a full-time, registered lobbyist since 2011.

Similarly, Mercer Island will benefit from Anita's full attention regarding federal affairs and all of the experience she gained during her tenure with the City of Tacoma, which began in 2013. Anita is able to anticipate the needs of the City and its policymakers without having to be told. Her proactive approach will be key to the City's ability to weigh in on issues at pivotal moments and securing federal funding for projects of importance to the community.

While some city lobbyists work alone and others hire junior staffers, associates or subcontractors, we find that joining together as a team that has a veteran advocate present during every single contact on behalf of our clients gives us the best possible chance of achieving success for our clients.

Advantage 4: STRONG ALIGNMENT WITH MERCER ISLAND PRIORITIES

Our review of the adopted 2022 Legislative Priorities for the City of Mercer Island indicates a strong alignment with our skill set and professional experience. Of course various issues will be added to or drop off the list of legislative priorities over time, but we have every reason to believe that the same strong alignment will continue.

We are confident of our ability to successfully represent the City of Mercer Island on all the issues contained in the City's 2022 Legislative Priorities (1. Preserve Local Decision-Making Authority, 2. Economic Support, 3. Clarifications To 2021 Police Reforms, 4. Sustainable And Flexible Local Funding, 5. Transportation Funding, 6. Preserving And Protecting The Environment, 7. Permanent Modernization Of OPMA). In every case these are exactly the kinds of issues that we work on for our existing city clients.

SECTION 5. LACK OF CONFLICTS OF INTEREST

We are not aware of any conflicts of interest that exist or would arise because of our current clients or because of any contracts or property interest regarding private development of any property within the City of Mercer Island.

SECTION 6. CURRENT CLIENTS

Nick Federici Current Clients Include:

American Association of Orthodontists, City of Sammamish, City of Spokane, City of Yakima, Community Land Trust Coalition of Washington, Fairfax Behavioral Health, Pioneer Human Services, Respiratory Care Society of Washington, SEIU 775, Toxic Free Future, United Way of King County, United Ways of the Pacific Northwest, Washington Low Income Housing Alliance, Washington State Housing Finance Commission.

Luke Esser Current Clients Include:

City of Spokane, City of Yakima, City of Sammamish, City of Puyallup, City of Federal Way, Kalispel Tribe of Indians (from Pend Oreille County), SEIU 775 (representing long-term care workers), Signature Healthcare Services (building a behavioral health hospital in Tacoma), Washington State Catholic Conference.

Anita Gallagher: Following a career focused on internal government affairs at the City of Tacoma, Anita has now embarked on a career in federal lobbying as an outside consultant and is eager to engage the City of Mercer Island as her first client in that new role.

SECTION 7. WRITING SAMPLES

We take great pride in our ability to communicate clearly and succinctly in written reports to our city clients. Linked here are three writing samples of reports we have created for our city clients:

- 1) A 2022 Post-Session Report for the City of Sammamish: [City of Sammamish Post-Session Update 4-18-22.pdf](#)
- 2) A Weekly Public Hearings Alert Report from this past January for the City of Sammamish: [Weekly Public Hearings Alert Notice For City Of Sammamish, Jan. 24-28, 2022](#)
- 3) A Federal Issue Briefing Document from late 2020 for the City of Tacoma: [Federal Issue Briefing Document For City Of Tacoma 10-13-20.pdf](#)

SECTION 8. SUMMATION

We take great professional satisfaction in helping our clients to achieve their goals, and we are proud of the public policy improvements and the literally hundreds of millions of dollars that we have helped our local government clients to obtain in recent years. We are confident of our ability to deliver similar results for the City of Mercer Island.

It would be an honor for us to represent the City of Mercer Island before the State Legislature, the Governor's Office, Congress, and the administrative and regulatory agencies of state and federal government, and to put our considerable experience to work on behalf of a city with such a bright future.

Following below we describe our team more fully in the "Project Team and Qualifications" section and we provide our references as well, but we wanted to sum up the 12-page core of our submittal by thanking you again for the opportunity to introduce ourselves, to submit this proposal in response to the City's RFP #22-15 for State & Federal Lobbyist, and to express our eagerness to assist the City of Mercer Island in achieving its legislative and regulatory goals.

SECTION 9. PROJECT TEAM & QUALIFICATIONS

Inspired to enter the political arena by his father, who was a Democratic State Representative in Oregon, Nick has been lobbying in Olympia for 28 years, developing deep and longstanding relationships with progressive organizations and elected officials throughout the state. Prior to this, he served as state agency staff from 1992-94.

Luke arrived in Olympia 23 years ago as a Republican State Representative (representing parts of Bellevue, Kirkland and Redmond) and served eight years in the Legislature, four in the House and four as a State Senator, and then four years as Chairman of the Washington State Republican Party before beginning his career in government affairs eleven years ago. Luke has been a licensed attorney in our state since 1989 and a registered lobbyist since 2011.

Nick and Luke began jointly representing city clients in 2016, and currently lobby for the cities of Spokane, Yakima and Sammamish. Luke also separately represents the cities of Puyallup and Federal Way.

Anita began her career in policy development when she joined the City of Tacoma in 2013, and quickly earned a reputation among City Council Members for her thorough analysis, creative problem-solving, and ability to provide unbiased policy briefs and recommendations. Through her roles in staffing two mayors and leading the City's government relations portfolio, she has worked with three presidential administrations and liaised with several federal agencies. She has unique experience in building a federal relations program from the ground up in a Council-Manager form of government and will draw from that experience in developing effective advocacy strategies for the City of Mercer Island.

Nick will serve as Project Manager for our team, if such a designation is needed, though all three of us are committed to taking leadership roles in our advocacy work on behalf of the City of Mercer Island. Resumes for Nick Federici, Luke Esser, and Anita Gallagher follow below.

NICK FEDERICI GOVERNMENT RELATIONS

2714 N Alder St., Tacoma, WA 98407
(360) 481-1936 • nickfederici@gmail.com

I am a strategic advocate who passionately pursues creative and collaborative solutions that result in better government and access to services that improve the lives of the residents of Washington.

SUMMARY

More than 20 years of experience in the public policy, political strategy and advocacy arenas, developing and implementing forward-thinking policies to achieve significant quality of life improvements for all, particularly the most vulnerable. Skills exemplified:

- Relationship Building
- Strategic Consulting
- Budget & Policy Analysis
- Advocacy and Public Speaking
- Legislative Testimony & Engagement
- Coalition Building & Leadership
- Stakeholder Collaboration
- Community Outreach
- Expertise in Health Care, Housing, Human Services, Operating Budget, Capital Budget & Revenue Policy

EXPERIENCE

NICK FEDERICI GOVERNMENT RELATIONS

1997 to PRESENT

A proprietorship focused on lobbying for and offering strategic advice to local governments, not-for-profits and businesses with social justice, health, housing and human service-related missions.

Principal

Catalyst for local governments, not-for-profits and business organizations to develop and prioritize annual and long-term public policy agendas. Strategize on public policy opportunities and lead advocacy efforts with the State Legislature, Governor's Office, state agencies, external organizations, media, and public. Provide extensive direct lobbying with public officials through in-person meetings, phone and email contact. Draft legislation, amendments, and other materials as needed. Build and maintain coalitions. Monitor developments and provide regular oral and written reports to organization leadership and staff.

- Originated the idea of using real estate document recording fees as a funding source for homeless and housing assistance in 2000, and then led effort to reauthorize or increase this funding on six occasions, most recently in the 2018 Session.
- Co-author, strategist and spokesperson for state Initiative 773, which increased the sales tax on cigarettes by 60 cents a pack (passed with 66.1% of vote), and Initiative 901, which prohibited smoking in public places (passed with 63.3% of vote).
- Founding chair of Washington Long-Term Care Alliance; Former Chair of Washington Alliance for Tobacco Control & Children's Health and Friends of the Basic Health Plan; Currently chair of the Our Economic Future / Revenue Coalition.
- Successfully led effort to secure stakeholder consensus and legislative support for \$850 million revenue package to help balance state budget deficit in 2010.
- Coordinated compromise policy and funding solution for telecommunications tax parity package that preserved four programs (totaling \$9.5 million) serving vulnerable populations in 2013.

- Developed and negotiated compromise \$24 million nursing home funding package that gained agreement of long-time legislative adversaries, resulting in a 35 cent per hour wage increase for nursing home workers in 2014.

WASHINGTON STATE NURSES ASSOCIATION 1994 TO 1997

One of the nation's leading nursing associations, representing more than 75,000 Registered Nurses, WSNA has taken a comprehensive, multi-purpose approach to: advocate and improve healthcare for patients; foster high standards for nursing practice; provide opportunities for continuous learning; and lobby the Legislature and regulatory agencies on healthcare issues affecting the public and nurses.

Government Relations Specialist

Created WSNA's legislative agenda, met with legislators to discuss the approved agenda, monitored pertinent legislation, testified in front of legislative committees, and provided guidance regarding legislative strategy.

WASHINGTON BOARD OF HEALTH 1993 to 1994

The Washington Board of Health serves the citizens of Washington by working to understand and prevent disease across the entire population. Established in 1889 by the state constitution, the Board of Health provides a public forum for the development of public health policy in Washington.

Special Assistant to the Executive Director

Board's Liaison to the Legislature, executive agencies, stakeholders and public, including regular testimony at legislative hearings and responses to citizen and media inquiries.

- Conducted seven extensive Sunset Reviews of health professions, including convening and chairing public hearings and drafting report results.
- Major role in the researching, writing, editing and publishing of the 1994 *Washington State Public Health Report*.

WASHINGTON STATE HEALTH CARE AUTHORITY 1992 to 1993

The Washington State Health Care Authority, at the time, oversaw the Public Employees Benefits Board (PEBB) and Basic Health Plan (BHP) programs, and served as policy analysis support for the Governor's efforts on health care reform.

Legislative Research Analyst

Researched and prepared reports on methods of evaluating the quality of managed care plans for implementation of 1993 health care reform legislation.

- Solely responsible for policy and data research for major study of health benefits for retired K-12 school district employees.
- Coordinated and chaired meetings of advisory committee on retiree benefits, including substantial contact with key executive, legislative and stakeholder staff.

AWARDS

- *Washington Law & Politics Magazine* “**Big League Player**” award, April/May 2004
- Fuse Washington Sizzle Award: “**Knight in Shining Armor**” award, May 2010
(*only non-elected official ever to receive a “Sizzle Award”*)

EDUCATION

Graduate School of Public Affairs 1990-1992

University of Washington, Seattle, WA

Bachelor of Arts, Government and History 1989

Oberlin College, Oberlin, Ohio

Luke Esser, Attorney & Government Affairs
404 – 158th Place SE, Bellevue, WA 98008
M: (425) 736-6067 lukeesser@aol.com

Government Affairs Experience

Government Affairs Consultant, 2011-Present: Committed to using my decades of experience in Olympia to help clients achieve their goals through government affairs, public relations and relationship-building services. Licensed Attorney since 1989, Registered Lobbyist since 2011.

Current Clients: City of Spokane, City of Yakima, City of Sammamish, City of Puyallup, City of Federal Way, Kalispel Tribe of Indians (from Pend Oreille County), SEIU 775 (representing Medicaid-paid home care workers), Signature Healthcare Services (building a behavioral health hospital in Tacoma), Washington State Catholic Conference.

Legislative & Political Experience

Chairman, Washington State Republican Party, 2007-10: Served two terms, with GOP making gains in both chambers of Legislature in every election held during tenure as Chairman.

State Senator, 48th District, 2003-06: Majority Floor Leader, 2003-04; Minority Floor Leader, 2005-06; Chairman of Senate Technology & Communications Committee, 2003; Transportation Committee Member, 2003-06; Member of Boeing 787 Five Corners Alliance, 2003.

State Representative, 48th District, 1999-2002: Co-Vice Chair of House Capital Budget Committee, 1999-2001; Judiciary and Higher Education Committee Member, 1999-2002.

Legislative Awards (partial): 2006 “Legislator of the Year” from Washington State Council of Police & Sheriffs; “Cornerstone Award” from Association of Washington Business yearly from 2002-2006; 2004 “Certificate of Appreciation” from SPEEA for helping to land 787 for the state; 2001 “Star Award” from Bellevue College Trustees for support of state’s community colleges; 2000 “Guardian of Small Business” award from National Federation of Independent Business.

Other Professional Experience: Outreach Director for Washington State Attorney General’s Office, 2005-06; Policy Director for King County Councilmember Rob McKenna, 1995-2004; Special Deputy Prosecuting Attorney, King County Juvenile Court, 1989-90.

Communications Skills: Co-authored editorial “It Takes A Team To Fight Meth” for Attorney General that won 2007 “Award of Excellence” from The Communicator Awards (international awards program); AP stringer covering Mariners, Seahawks and Huskies throughout 1990’s.

Education: Executive MBA, University of Washington Foster School of Business, 2013 (Valedictorian & 1st in Class); J.D., University of Washington School of Law, 1989; Bachelor’s degrees in Accounting and Editorial Journalism, University of Washington, 1985.

Community Involvement: Former member of Washington Wildlife and Recreation Coalition Board, Bellevue Family YMCA Board of Directors, and Bellevue Rotary.

Personal: A Bellevue native, finished fourth in state at the 1979 Washington High School Debate Tournament, Captain of UW’s Regional Champion College Bowl team in 1988, and a former member of the Pro Football Writers of America.

ANITA GALLAGHER

1001 South Lawrence Street; Tacoma, Washington 98405 · 253.219.9683
anitamgallagher@gmail.com

SKILLS SUMMARY

- Research and development of public policy
- Development of state and federal legislative priorities
- Issue advocacy

EXPERIENCE

MAY 2022—PRESENT

INDEPENDENT CONSULTANT, GOVERNMENTAL AFFAIRS

- Provide legislative support services to city, county, and non-profit clients including issue monitoring, policy briefs, advocacy communications, and talking points for committee testimony
- Draft legislative reports on state and federal matters relevant to client priorities

December 2021—May 2022

SENIOR MANAGER OF GOVERNMENT RELATIONS, LIME

- Develop campaign strategies and plans to retain existing markets and enter new markets in competitive environments
- Build and strengthen relationships between the Company and local governments, community-based organizations, small business associations, non-government organizations, and other stakeholders

March 2019 – December 2021

ASSISTANT TO THE CITY MANAGER FOR POLICY DEVELOPMENT AND GOVERNMENT RELATIONS, CITY OF TACOMA

- Lead the development of the City's state and federal legislative priorities; coordinate with contract lobbyists on advocacy strategy and provide direction on strategy deployment
- Provide recommendations to City Council on effective issue advocacy and prepare committee testimony and other advocacy communications to advance the City's priorities
- Coordinate with appropriate City departments on state and federal funding requests

February 2018 – March 2019

REGIONAL RELATIONS MANAGER, TACOMA PUBLIC UTILITIES

- Build and maintain inter-governmental relationships with franchise cities, counties, independent taxing districts, and tribal entities
- Coordinate special projects and lead cross-functional teams related to emerging City of Tacoma policies

October 2016 – February 2018

CHIEF POLICY ANALYST TO THE MAYOR, CITY OF TACOMA

- Research and provide policy and program recommendations to the Mayor
- Staff the Mayor on federal-level coalitions including U.S. Conference of Mayors and National League of Cities
- Represent the Mayor on committees, boards, and workgroups

EDUCATION

MASTER OF BUSINESS ADMINISTRATION, COLORADO STATE UNIVERSITY, 2015

BACHELOR OF ARTS, CRIMINAL JUSTICE AND SOCIOLOGY, WASHINGTON STATE UNIVERSITY

Minor in Communications, 2005

BACHELOR OF ARTS, POLITICAL SCIENCE, WASHINGTON STATE UNIVERSITY, 2002

SECTION 10. REFERENCES

1. Breean Beggs, City of Spokane Council President (state relations reference)
Spokane City Hall, 7th Floor
808 W Spokane Falls Blvd.
Spokane, WA 99201
M: (509) 251-8713
bbeggs@spokanecity.org
2. Randy Beehler, City of Yakima (state relations reference)
Communications & Public Affairs Director
Yakima City Hall
129 N Second St.
Yakima, WA 98901
M: (509) 901-1142
randy.beehler@yakimawa.gov
3. Victoria R. Woodards, Mayor of City of Tacoma (federal relations reference)
Tacoma City Hall
747 Market Street; Room 1200
Tacoma, WA 98402
M: (253) 677-9007
victoria.woodards@cityoftacoma.org
4. Bob Ferguson, State Attorney General (state relations reference)
Highways & Licenses Building
1125 Washington St. SE
Olympia, WA 98504
M: (206) 465-4848