



4800 Ashford Dunwoody Road
Dunwoody, Georgia 30338
dunwoodyga.gov | 678.382.6700

To: Mayor and Council
City of Dunwoody

From: J. Jay Vinicki
Assistant City Manager

Thru: Eric Linton
City Manager

Date: 14 December 2020

Subject: RFQ for Lobbying Services

Item Description

Selection of lobbying firm for the City of Dunwoody.

Background

The City of Dunwoody released a Request for Qualifications for lobbying services on behalf of the City in the fall of 2020. Five firms submitted proposals. Staff reviewed the proposals and shortlisted three firms which were then interviewed. From that set of interviews, one firm was recommended.

<u>Firm</u>	<u>Final Score (*) - Indicates shortlisted for interview.</u>
Taylor English	88.5 (*) - Recommended firm after interviews.
Southern Group	78.8 (*)
GA Public Affairs	76.0 (*)
Government Solutions	68.0
Connect Public Relations	63.8

The committee felt that Taylor English Decision was the best fit for the City in terms of background with more than 100 years of combined work experience along with reputation, being listed as James Magazine’s Top Law Governmental Affairs Firm in 2020.

Recommended Actions

Authorization of the Mayor, City Manager or designee to complete all documents necessary and proper to enter into a professional services contract with **Taylor English**



4800 Ashford Dunwoody Road
Dunwoody, Georgia 30338
dunwoodyga.gov | 678.382.6700

Decisions for 2021 with an option of four one-year renewals with an annual amount not to exceed **\$30,000 annually.**

CC: John Gates
Linda Nabers

Lynn Deutsch Mayor
Eric Linton, ICMA-CM City Manager
Sharon Lowery, CMC City Clerk

Pam Tallmadge City Council Post 1
Jim Riticher City Council Post 2
Tom Lambert City Council Post 3

Stacey Harris City Council Post 4
Joe Seonder City Council Post 5
John Heneghan City Council Post 6

Packet page:...

STATE OF GEORGIA
CITY OF DUNWOODY



AGREEMENT FOR LOBBYIST SERVICES

THIS AGREEMENT FOR LOBBYIST AND INTERGOVERNMENTAL CONSULTANT SERVICES, hereinafter referred to as Agreement”, is made and entered into as of the _____ day of December, 2020 (the “Date Hereof”), by the **City of Dunwoody, Georgia** and between **Taylor English Decisions LLC ("Decisions")** a limited liability company whose agent and address for purposes of this Agreement is 1600 Parkwood Circle, Suite 200, Atlanta, Georgia 30339, hereinafter referred to as “the Lobbyist” and the City of Dunwoody, whose address for the purposes of this Agreement is 4800 Ashford Dunwoody Road, Dunwoody, GA 30338, herein referred to as “the City”.

WITNESSETH THAT:

WHEREAS, the City is a governmental entity created thereby, pursuant to SB 82; and

WHEREAS, the Lobbyist is a limited-liability company organized under the laws of the State of Georgia engaged in the practice of professional lobbying services; and

WHEREAS, the Lobbyist has represented to the City that it is experienced and has qualified and local staff available to commit to the Scope of Services and the City has relied upon such representations; and

WHEREAS, the City desires to utilize the professional services of the Lobbyist, in accordance with the needs, requirements, terms and conditions contained in a Request for Qualifications, Number 20-05 (the “RFQ”), and the proposal criteria for lobbying and intergovernmental lobbyist services (the “Lobbyist’s Proposal Responses”) submitted by the Lobbyist in response to the RFQ, herein; and

WHEREAS, the City awarded the contract for lobbyist and intergovernmental consultant services to the Lobbyist in accordance with the RFQ and in reliance upon the representations and certifications contained in the Lobbyist’s Proposal Responses; and

WHEREAS, the Lobbyist and the City desire to document the terms and conditions of their Agreement.

NOW, THEREFORE, for and consideration of the mutual covenants contained herein, the receipt and sufficiency of which is hereby acknowledged, it is agreed as follows:

**ARTICLE 1
BASIC AGREEMENT**

The City hereby engages the Lobbyist, and the Lobbyist hereby agrees to perform the professional services in accordance with the requirements, reporting and delivery requirements, general terms and conditions and special terms and conditions of the RFQ hereinafter set forth and as set forth in the proposal submitted by the Lobbyist in response to the City' Request for Qualifications and exhibits thereto ("Proposal") as it may have been amended, a copy of which is attached hereto and incorporated.

All exhibits referenced in this Agreement are incorporated by reference and constitute an integral part of this Agreement as if they were contained herein. In the event of any conflicts, in the Lobbyist Proposal and provisions within this Agreement, the Agreement will take priority over the Lobbyist Proposal.

**ARTICLE 2
COVENANTS AND REPRESENTATIONS**

2.1 Covenants of the Lobbyist. The Lobbyist shall perform professional lobbyist and intergovernmental consultant services in accordance with the Lobbyist's Qualifications and Reporting and Delivery Requirements, General Terms and Conditions, and Special Terms and Conditions contained in the RFQ, and any attachments thereto, all of which are by this reference incorporated herein. Lobbyist shall use the lobbyist team presented to the City at the time of negotiations unless changes in the lobbyist team are approved in writing by the City. Written notification shall be immediately provided to the City upon change or severance of any key personnel or subcontractor performing services on the Scope of Services by the Lobbyist.

2.2 Covenants of the City. The City hereby appoints the City Manager as its representative with respect to work to be performed under this Agreement who shall remain the authorized representative until the City gives written notice of the appointment of a successor. The City authorized representative shall have complete authority to transmit instructions, receive information, and define the City policies. Lobbyist may rely upon written consents and approvals signed by the City's authorized representative. The City Manager at his sole discretion may appoint a designee(s) to communicate information and/or provide data on his behalf.

2.3 Representations. To induce the City to enter into this Agreement, the City shall be entitled to rely upon the representations and certifications made by the Lobbyist in the Lobbyist's Qualifications, without independent investigation and verification, and each such representation or certification shall be deemed to be material to this Agreement. The person negotiating and executing this Agreement on behalf of the Lobbyist has the full right, power, and authority to enter into, execute and perform this Agreement in accordance with the terms hereof, and when executed and delivered, this Agreement will constitute a valid and binding obligation of the Lobbyist and will be enforceable in accordance with the terms thereof.

2.4 Covenant Against Contingent Fees. The Lobbyist warrants that no person or selling agency has been employed or retained to solicit or secure this Agreement upon an agreement or

understanding for any fee, commission, percentage, brokerage or contingent fee, gift or other consideration, excepting bona fide employees maintained by the Lobbyist for the purpose of securing business and that the Lobbyist has not received or given any non-City fee related to this Agreement. For breach or violation of this warranty, the City shall have the right to annul this Agreement.

ARTICLE 3 SCOPE OF SERVICES

Unless modified in writing by both parties in the manner specified in this Agreement, duties of the Lobbyist shall not be construed to exceed those services specifically set forth herein. The Lobbyist agrees to provide all services, products, and data and to perform all tasks described below.

The selected Lobbyist will, in accordance with the highest legal, ethical, and professional standards, provide at the direction of the City Manager, lobbying services to the City of Dunwoody. The Lobbyist shall assist the City in preparing its annual legislative priorities and plan; advise, counsel, and represent the City in legislative matters; promote the City's legislative priorities and may be called upon to pursue funding for municipal projects at the county, state and federal levels of government.

Further, the professional services to be provided by the Lobbyist reasonably will include, analysis, advice, advocacy, facilitation and monitoring as outlined in the following statement of work and as further enunciated in the RFQ and RFQ Addendum 1 and 2 a copy of which is attached hereto and by reference incorporated.

3.1. Analysis, Advice and Advocacy.

- a) Identify, review, and analyze any and all relevant state legislative bills, resolutions, ballot issues, ballot questions, journals, votes, fiscal notes, and all relevant discourse pertaining to the Legislative Sessions of the General Assembly of the State of Georgia in a timely manner to assist the City in determining its policy positions. This work effort includes detecting introduction of pertinent legislation and regulations that may affect the City of Dunwoody.
- b) The Lobbyist shall provide analysis, advice and consultation on transportation and transit matters to support the City's work with the Georgia Department of Transportation (GDOT), any other state agency or state created body, and to regional partnerships or collaborations to which the City of Dunwoody is a member or may be impacted by such organization's policy positions.
- c) Regularly communicate with key State legislative committee chairs, members, and staff to inform them of Dunwoody's interests and learn about potential legislative developments before they occur.
- d) Track progress of pertinent legislation that has been introduced. The primary state subject areas include: (1) State financial and budget issues that have a potential impact on City of Dunwoody government operations and finances, (2) planning, zoning and land use issues,

(3) State-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.

- e) Communicate on a regular basis with the City concerning the status, prospects, movement, opposition, support, etc., of pertinent legislation or proposed regulations. Upon request of the City Manager, coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor and Council, City departments or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City. The Lobbyist will be available for such consultation on a regular basis as requested, and in accordance with the ebb and flow of legislative work over the course of the General Sessions.
- f) Provide advice and recommendations and assist with the development of support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze and respond to legislative matters.
- g) Represent and advocate, as designated, the City's position on legislative matters to elected members of the Georgia General Assembly, policymakers, legislative support staff, other lobbyists, the Governor and staff, other municipal leaders, Georgia Municipal Association (GMA), Carl Vinson Institute of Government (CVIOG), community groups or any other designated entity engaging in efforts that may impact the operations or success of the City of Dunwoody.
- h) Identify and assist the City in pursuing state and federal programs offering discretionary grant funds.

3.2 Facilitation

- a) As needed, the Lobbyist, on behalf of the City, shall arrange meetings and meet with Georgia state executive officials, legislative officials, and other parties to convey, advocate for, and engage in lobbying for the interests of the City.
- b) When appropriate to advance the City's interests, the Lobbyist shall coordinate the attendance of elected officers, appointed officers, or employees of the City at the meetings at the County and/or State level. Organize and schedule visits and testimony by the City Manager and staff, the Mayor and Council, or City Attorney when in the best interest of Dunwoody.
- c) Recommend development of appropriate coalitions and participation in joint association with other cities on common interests and of benefit to the City of Dunwoody. Attend key regional meetings of cities as needed.

3.3 Monitoring

- a) The successful Lobbyist will monitor the status of any pertinent rollover bills and any key studies being conducted by executive officials, legislative officials, or other state employees concerning any proposed action that may impact the City of Dunwoody.

- b) The Lobbyist shall monitor the progress of the state budget to determine the potential and final fiscal impacts of the state budget on the City.

- c) The Lobbyist shall monitor gubernatorial vetoes and special sessions of the General Assembly to determine their impact on the City.

No verbal agreement or conversation with any officer, agent or employee of the City either before, during, or after the execution of this Agreement shall affect or modify any of the terms or obligations herein contained, nor shall such verbal agreement or conversation entitle the Lobbyist to any additional payment whatsoever under the terms of this Agreement. If, during the course of performing work on the Scope of Services, the City and the Lobbyist agree that it is necessary to make changes in the Scope of Services as described herein and in referenced exhibits, such changes will be incorporated by written change order and/or supplemental agreements to this Agreement. Any such change order and/or supplemental agreement shall be subject to the express approval of the City in its sole discretion and shall further be subject to the City of Dunwoody's purchasing policies and shall conform to all other applicable requirements of The City.

In the course of performing the Scope of Services, the Lobbyist may coordinate with State officials and employees; however, the Lobbyist shall make no commitments which are binding upon the City without the approval of the City.

ARTICLE 4

FEES AND PAYMENT FOR LOBBYIST SERVICES

Compensation for work performed by the Lobbyist including direct and any miscellaneous costs for the Services shall be on the basis of rates shown in the Lobbyist's best and final Proposal in the sealed dollar cost bid as stated in the Cost Component of the RFQ, Section 4.2.3, which is by this reference incorporated herein.

The total contract amount for the Scope of Services shall be \$30,000.00, payable monthly at a rate of \$2,500.00.

The Lobbyist shall submit to the City an invoice, in a form acceptable to the City and accompanied with all support documentation requested by the City, for payment and for services that were completed during the month for which the invoice covers. As a minimum, each invoice shall include a narrative describing the total work accomplished for that month. The City shall review for approval said invoices and have the right not to pay any invoice or part thereof if not properly supported. The City shall promptly pay any undisputed items contained in such invoices.

The Lobbyist agrees that the compensation provided herein shall be full and final settlement

of all claims arising against the City for work done, materials furnished, costs incurred or otherwise arising out of this Agreement.

**ARTICLE 5
CONTINGENCIES**

5.1 **Contingent Obligations of the City.** The obligations of the City are subject to the following conditions:

5.1.1 The ability of the City to carry out the terms of this Agreement in accordance with the laws and Constitution of the State of Georgia.

5.1.2 The timely performance by the Lobbyist of each and every covenant, agreement, and obligation imposed upon the Lobbyist in this Agreement.

5.1.3 The truth and accuracy as of the Date Hereof of each and every representation made by the Lobbyist.

5.1.4 This Agreement is expressly made subject to other laws affecting its subject matter. In the event of any conflict between such laws and this Agreement, such laws shall take precedence.

5.2 **Contingent Obligations of the Lobbyist.** The obligations of the Lobbyist are subject to the following conditions:

5.2.1 The timely performance by the City of each and every covenant, agreement, and obligation imposed upon the City in this Agreement.

**ARTICLE 6
TERM**

This Agreement shall have an initial term of twelve (12) months, commencing on January 1, 2021 through December 31, 2021 subject to annual renewal term(s) and the annual availability of an appropriation for lobbyist services by the government entity for no more than four (4) additional consecutive years; one year at a time, if the City gives notice of its election to renew the Agreement within thirty (30) days prior to the end of each current annual year’s term.

**ARTICLE 7
DATE FOR PERFORMANCE**

Lobbyist shall not proceed to furnish such services and the City shall not become obligated to pay for same until a written authorization to proceed (“Notice to Proceed”) has been sent to Lobbyist from The City. Lobbyist shall begin work under this Agreement no later than five (5) days after the effective date of Notice to Proceed and shall dedicate sufficient efforts to each required task.

If the time period by which any right, option or election provided under this Agreement must be exercised, or by which any act required hereunder must be performed or expires on a Saturday, Sunday or legal holiday, then such time period shall be automatically extended through the close of business on the next regularly scheduled business day.

**ARTICLE 8
NOTICES**

All notices, demands or requests required or permitted to be given pursuant to this Agreement shall be in writing and given or served either in person or by United States Mail, postpaid,

registered or certified with Return Receipt Requested, showing the name of the recipient and the date of delivery.

In the case of notices of dispute, no civil action by the Lobbyist with respect to claim or controversy arising out of or relating to this Agreement may be commenced without first giving thirty (30) calendar days' written notice to the City of the claim and the intent to initiate a civil action.

Notices shall be addressed to the party or parties identified below.

Notices to the City shall be addressed to:

City of Dunwoody
Office of City Manager
ATTN: Eric Linton, City Manager
4800 Ashford Dunwoody Road
Dunwoody, Georgia 30340

With copies to:
City of Dunwoody
Office of City Attorney
ATTN: Cecil McLendon, City Attorney
4800 Ashford Dunwoody Road
Dunwoody, Georgia
303

Notices to the Lobbyist shall be addressed to:

Taylor English Decisions, LLC
ATTN: Jonathan D. Crumly, Sr, Chief Operating Officer
1600 Parkwood circle, Ste.200
Atlanta, GA 30339

With copies to:

Either party may, from time to time, by five (5) days' prior written notice to the other party, specify a different agent or address to which notices can be delivered. Rejection or other refusal to accept a notice or inability to deliver a notice because of a changed agent or address of which no notice was given shall constitute receipt of the notice on the date when personal service is attempted or the date of the postmark, if mailed.

ARTICLE 9

NO ASSIGNMENT, NO THIRD-PARTY BENEFICIARIES

9.1 This Agreement is a personal retention of Lobbyist as an independent contractor. Lobbyist must perform by its own forces and may not delegate, subcontract, assign, transfer, or otherwise obtain its performance of this Agreement, without the express written consent of The City.

9.2 Nothing herein shall be construed as conferring upon or giving to any person, other than the parties hereto, any rights or benefits under or by reason of this Agreement.

**ARTICLE 10
RIGHTS CUMULATIVE**

All rights, powers, and privileges conferred hereunder shall be cumulative and not restrictive of those given by law.

**ARTICLE 11
NON-WAIVER**

No failure of the City to exercise any right or power given to the City under this Agreement, or to insist upon strict compliance by the Lobbyist with the provisions of this Agreement, and no custom or practice of the City or the Lobbyist at variance with the terms and conditions of this Agreement, shall constitute a waiver of the City's right to demand exact and strict compliance with the terms and conditions of this Agreement.

**ARTICLE 12
CONTINUITY**

Each of the provisions of this Agreement shall be binding upon and inure to the benefit and detriment of the Lobbyist and the City and the heirs, devisees, legatees, legal representatives, successors and assigns of the Lobbyist and the City.

**ARTICLE 13
CAPTIONS**

The brief headings or titles preceding each provision or bolding of the print hereof are for purposes of identification and convenience only and should be completely disregarded in construing this Agreement.

**ARTICLE 14
GENDER AND NUMBER**

This Agreement shall be construed by the actual gender and/or number of the person, persons, entity and/or entities referenced herein, regardless of the gender and/or number used in such reference.

**ARTICLE 15
TERMINATION OF AGREEMENT FOR CAUSE**

The City reserves the right to terminate this Agreement at any time for cause upon thirty (30) days written notice to the Lobbyist, notwithstanding any just claims by the Lobbyist for payment for services rendered prior to the date of termination. Notice of termination shall be delivered by certified mail with receipt for delivery returned to the sender.

Failure of the Lobbyist to comply with all terms of the Agreement, including maintaining required insurance coverage, may be considered just cause for termination. In the event the required insurance coverage is not maintained, any written notice of termination to the Lobbyist shall be effective immediately notwithstanding the thirty (30) days' notice otherwise required herein. Time is of the essence and if the Lobbyist refuses or fails to perform the work, maintain a satisfactory level of effort as proposed and described in this Agreement, or any separable part thereof, with such diligence as will insure completion of the services, such failure to perform the work shall constitute cause for termination. The City may, by written notice to the Lobbyist, terminate the Lobbyist's right to proceed with the work or such part of the work as to which there

has been delay. In such event, the City may take over the work and perform the same to completion, by contract or otherwise, and the Lobbyist shall be required to provide to the City all copies of finished or unfinished documents prepared by the Lobbyist under this Agreement.

The Lobbyist shall be entitled to receive compensation for any satisfactory work completed on such documents as reasonably determined by the City. Whether or not the Lobbyist's right to proceed with the work has been terminated, the Lobbyist shall be liable for any damage to the City resulting from the Lobbyist's refusal or failure to complete the work within the specified time period, and said damages shall include, but not be limited to, any additional costs associated with the City obtaining the services of another Lobbyist to complete the Services.

ARTICLE 16 SUSPENSION OR TERMINATION FOR CONVENIENCE OF THE CITY

16.1 Suspension of Work for Convenience. Notwithstanding any other provisions of this Agreement, the City may order the Lobbyist in writing to suspend, delay or interrupt all or any part of the work on the Scope of Services for such period of time as the City may determine appropriate for the convenience of the City.

16.2 Termination of Work for Convenience. The City may terminate this Agreement for its convenience at any time by written notice to the Lobbyist. If the Agreement is terminated for convenience of the City as provided in this Article, the Lobbyist will be paid compensation for those services actually performed. Partially completed tasks will be compensated based on a signed statement of completion to be submitted by the Lobbyist which shall itemize each task element and briefly state what work has been completed and what work remains to be done.

ARTICLE 17 PROHIBITED INTEREST

17.1 Conflict of Interest. Lobbyist agrees that it presently has no interest and shall acquire no interest, direct or indirect, that would conflict in any manner or degree with the performance of its services hereunder. Lobbyist further agrees that, in the performance of the Agreement, no person having any such interest shall be employed.

17.2 Interest of Public Officials. No member, officer or employee of the City during his tenure shall have any interest, direct or indirect, in this Agreement or the proceeds thereof.

ARTICLE 18 INDEMNIFICATION

Lobbyist agrees, to the fullest extent permitted by law, to indemnify and hold the City and its elected officials, and the City's officers, contractors, subcontractors, Services Lobbyists and employees, harmless from and against damages, liabilities and costs (including, to the extent allowable by law, reasonable attorneys' fees and defense costs incurred in connection with the defense of third party claims) to the extent caused by the negligent, reckless or intentionally wrongful acts, errors or omissions of Lobbyist in the performance of this Agreement.

Lobbyist further agrees to protect, defend, indemnify and hold harmless the City and its elected officials, and the City' officers, contractors, subcontractors, and employees, from and against any and all claims or liability for compensation under the Workers' Compensation Act arising out of injuries sustained by any employees of the Lobbyist. These indemnities shall not be limited by reason of the listing of any insurance coverage.

**ARTICLE 19
INSURANCE REQUIREMENT**

Within ten (10) days of notice of Award, and at all times that this Contract is in force, the Lobbyist shall obtain, maintain and furnish the City Certificates of Insurance from licensed companies doing business in the State of Georgia with an A.M. Best Rating A-10 or higher and acceptable to the City covering Workers' Compensation and Employer's Liability Insurance, Commercial General Liability, Automobile Liability Insurance, Umbrella Insurance, Professional (Errors and Omissions) and Fidelity Bond.

The insurance policies shall contain or be endorsed to contain, the following provisions:

1. A provision that coverage afforded under such policies shall not expire, be canceled or altered without at least thirty (30) days prior written notice to the City.
2. Workers' Compensation and Employer's Liability and Property insurance policies shall contain a waiver of subrogation in favor of the City and the City's boards, officials, directors, officers, employees, representatives, agents, and volunteers.
3. Commercial General Liability, Automobile Liability Consultants' Pollution Legal Liability and/or Asbestos Legal Liability and/or Errors and Omissions insurance policies shall include an endorsement making the City and the City's boards, officials, directors, officers, employees, representatives, agents, and volunteers Additional Insureds under such policies.

A copy of these endorsements shall be provided to the City.

**ARTICLE 20
JURISDICTION**

This Agreement shall be administered and interpreted under the laws of the State of Georgia. Jurisdiction of litigation arising from this Agreement shall be in Georgia. If any part of this Agreement is found to be in conflict with applicable laws, such part shall be inoperative, null and void insofar as it is in conflict with said laws, but the remainder of this Agreement shall be in full force and effect.

Whenever reference is made in the Agreement to standards or codes in accordance with which work is to be performed, the edition or revision of the standards or codes current on the effective date of this Agreement shall apply, unless otherwise expressly stated.

**ARTICLE 21
SEVERABILITY**

If any provision of this Agreement is held to be unenforceable for any reason, the

unenforceability thereof shall not affect the remainder of the Agreement, which shall remain in full force and effect, enforceable in accordance with its terms.

**ARTICLE 22
FORCE MAJEURE**

Neither The City nor Lobbyist shall be deemed in violation of this Agreement if either is prevented from performing its obligations hereunder for any reason beyond its control, including but not limited to acts of God, civil or military authority, act of public enemy, accidents, fires, explosions, earthquakes, floods or catastrophic failures of public transportation; provided, however, that nothing herein shall relieve or be construed to relieve Lobbyist from performing its obligations hereunder in the event of riots, rebellions or legal strikes.

**ARTICLE 23
COUNTERPARTS**

This Agreement is executed in two (2) counterparts which are separately numbered but each of which is deemed an original of equal dignity with the other and which is deemed one and the same instrument as the other.

IN WITNESS WHEREOF, the Lobbyist and the City have caused these presents to be duly signed, sealed and delivered on the day, month, and year first above written

IN WITNESS WHEREOF, the parties hereto, acting through their duly authorized agents, have signed and sealed this Agreement.

CITY OF DUNWOODY, GEORGIA

By: _____
Lynn Deutsch, Mayor

Date of Execution:

ATTEST:

By: _____
City Clerk

(SEAL)

Approved as to Form:

By: _____
City's Attorney's Office

Taylor English Decisions, LLC

By: _____
Signature:

Date of Execution:

(typed or printed name)

Title

ATTEST:

By: _____

Title

(SEAL)

Witness

EXHIBIT A

Contractor's Compliance with Requirements of O.C.G.A. 13-10-91 and Rule 300-10-1-.02

Compliance with the requirements of O.C.G.A. 13-10-91 and Rule 300-10-1-.02 are conditions of this Contract. Contractor has the number of statutory employees checked below:

- 500 or more employees
- 100 or more employees
- Fewer than 100 employees

Contractor's compliance with O.C.G.A. 13-10-91 and Rule 300-10-1-.02 shall be attested by the execution of the affidavit below, which is hereby incorporated as part of the Contract. In the event the contractor employs or contracts with any subcontractor in connection with this Contract, the contractor will secure from the subcontractor such subcontractor's indication of the employee-number category applicable to the subcontractor and will secure from such subcontractor(s) attestation of the subcontractor's compliance with O.C.G.A. 13-10-91 and Rule 300-10-1-.02 by the subcontractor's execution of the subcontractor affidavit shown in Rule 300-10-1-.08 or a substantially similar subcontractor affidavit, and maintain records of such attestation for inspection by the public employer at any time. Such subcontractor affidavit shall become a part of the contractor/subcontractor agreement.

CONTRACTOR'S AFFIDAVIT AND AGREEMENT

By executing this affidavit, the undersigned contractor verifies its compliance with O.C.G.A. 13-10-91, stating affirmatively that the individual, firm, or corporation which is contracting with (name of public employer) has registered with and is participating in a federal work authorization program operated by the United States Department of Homeland Security to verify information of newly hired employees, pursuant to the Immigration Reform and Control Act of 1986 (IRCA), P.L. 99-603, in accordance with the applicability provisions and deadlines established in O.C.G.A. 13- 10-91.

The undersigned further agrees that, should it employ or contract with any subcontractor in connection with the physical performance of services pursuant to this contract, contractor will secure from such subcontractor similar verification of compliance with O.C.G.A. 13-10-91 on the Subcontractor Affidavit provided in Rule 300-10- 01-.08 or a substantially similar form. Contractor further agrees to maintain records of such compliance and provide a copy of each such verification to the (name of the public employer) at the time the subcontractor is retained to perform such service.

Contractor's EEV/Basic Program User Identification Number _____

BY: Date

SUBSCRIBED AND SWORN BEFORE ME ON THIS THE ___ DAY OF _____, 2020.

Notary Public

My Commission Expires: _____

EXHIBIT B

Affidavit Verifying Status for City Public Benefit Contract

By executing this affidavit under oath, as provider for a City of Dunwoody, Georgia contract or other public benefit as referenced in O.C.G.A. Section 50-36-1, I am stating the following with respect to my application for a City of Dunwoody public benefit (circle one) for auditing services provided by Adam Fraley.

1) _____ I am a United States citizen

OR

2) _____ I am a legal permanent resident 18 years of age or older or I am an otherwise qualified alien or non-immigrant under the Federal Immigration and Nationality Act 18 years of age or older and lawfully present in the United States.*

In making the above representation under oath, I understand that any person who knowingly and willfully makes a false, fictitious, or fraudulent statement or representation in an affidavit shall be guilty of a violation of Code Section 16-10-20 of the Official Code of Georgia.

Signature of Applicant: _____ Date _____

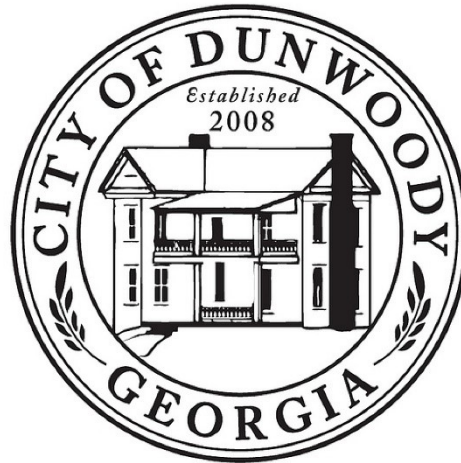
Printed Name: _____

SUBSCRIBED AND SWORN
BEFORE ME ON THIS THE
____ DAY OF _____, 20__

* _____
Alien Registration number for non-citizens

Notary Public
My Commission Expires:

*Note: O.C.G.A. § 50-36-1(e)(2) requires that aliens under the federal Immigration and Nationality Act, Title 8 U.S.C., as amended, provide their alien registration number. Because legal permanent residents are included in the federal definition of "alien", legal permanent residents must also provide their alien registration number. Qualified aliens that do not have an alien registration number may supply another identifying number below:



REQUEST FOR QUALIFICATIONS – (RFQ 20-05)
LOBBYING AND INTERGOVERNMENTAL CONSULTANT
SERVICES

PROPOSALS DUE: No later than **October 28, 2020, 2:00 PM EST** in **hard copy**. Electronic submissions via e-mail or fax will **NOT** be accepted.

Questions should be directed in writing to John B. Gates, Jr, via e-mail

at: john.gates@dunwoodyga.gov

All questions must be submitted by **October 14, 2020**

Submit Proposals to:

City of Dunwoody
Office of Purchasing, Finance Department
4800 Ashford Dunwoody Rd. NE
Dunwoody, Georgia 30338

Contents

PROPOSAL LETTER

.....

SCHEDULE OF EVENTS

.....

BACKGROUND AND PURPOSE OF REQUEST FOR QUALIFICATIONS

.....

1.1 SINGLE POINT OF

CONTACT..... 1.2 REQUIRED

REVIEW

1.3 PRE-PROPOSAL CONFERENCE

.....

1.4 SUBMITTING A SEALED PROPOSAL

.....

1.5 COST OF PREPARING A PROPOSAL

.....

SECTION 2: RFQ RECEIPT AND EVALUATION

PROCESS.....

2.1.

AUTHORITY.....

2.2. RECEIPT OF PROPOSALS AND PUBLIC

INSPECTION.....

2.3. CLASSIFICATION AND EVALUATION

OF PROPOSALS.....

2.4. DUNWOODY' RIGHTS RESERVED

SECTION 3: SCOPE OF

WORK.....

3.1 SCOPE OF WORK

.....

SECTION 4: PROPOSER QUALIFICATIONS/SERVICES

.....

4.1 CITY'S RIGHT TO INVESTIGATE

.....

4.2 PROPOSAL FORMAT AND REQUIRED

CONTENT.....

SECTION 5:

EVALUATIONS.....

5.1 INITIAL SINGLE POINT OF CONTACT REVIEW

.....

5.2 EVALUATION COMMITTEE AND CRITERIA

.....

5.3 ORAL

PRESENTATIONS.....

PROPOSAL LETTER

FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.

We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications (“RFQ”) for the City of Dunwoody (“City”) for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Manager of Dunwoody, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City’s specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City

PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal (“Proposer”) for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

Authorized Signature of Proposer	
Print or Type Proposer’s Name	

Print or Type Name of Company	
Date	

SCHEDULE OF EVENTS

Event	Date
RFQ Issue Date	September 28, 2020
Deadline for Receipt of Written Questions	October 14, 2020
RFQ Response Due Date and Time	October 28, 2020 2PM

BACKGROUND AND PURPOSE OF REQUEST FOR QUALIFICATIONS

Dunwoody, Georgia, is known as an urban center for dining and premier shopping near Atlanta, anchored by Perimeter Mall. The area was officially recognized as the city of Dunwoody in December 2008, when Dunwoody was officially incorporated following a community-led movement.

Dunwoody has a Council-Manager form of government. Members and one Mayor who make up the Council as a whole. Each member of the council represents one of three districts in Dunwoody. Posts 1 2 and 3 are positions that are voted upon by citizen from within the district the Council Member will represent. Posts 4, 5, and 6 are elected by the city-at-large, with each Council Member being elected to represent a given district. Elections are held on a 4-year cycle and are staggered with one half of the Council coming up for vote at a given cycle. The Mayor is elected at-large.

By this Request for Qualifications (“RFQ”), the City of Dunwoody (“City”) is seeking proposals from experienced individuals or firms, partnerships, joint ventures, teams, or co-proposers (“Proposer”) to provide lobbying and intergovernmental consultant services that protect and promote the City’s interests before the Georgia General Assembly and other State of Georgia governmental bodies. The City desires to enter into a professional services contract with a qualified Proposer who can demonstrate competency and experience in providing lobbying services for municipal governments.

For general information about the City of, the Mayor and City Council, and other city departments, please visit the City’s website at <http://www.dunwoodyga.gov>

SECTION I: RFQ INSTRUCTIONS

1.1 Single Point of Contact

From the date this Request for Qualifications (“RFQ”) is issued until a Proposer is selected, Proposers are not allowed to communicate with any staff (other than designee below) or elected officials of the City of Dunwoody (“City”) regarding this solicitation. Any

unauthorized contact may disqualify the Proposer from further consideration. Contact information for the single point of contact is as follows:

Single Point of Contact:	John B. Gates, Jr
Address:	4800 Ashford Dunwoody Rd. NE Dunwoody, GA 30338
Telephone:	678-382-6750 <i>In efforts to eliminate the spread of COVID-19 staff divide their time between on-site and working remotely, therefore please do not call. Use email for the quickest communication.</i>
E-Mail Address:	john.gates@dunwoodyga.gov

1.2 Required Review

1.2.1. Review RFQ: Proposers should carefully review this RFQ in its entirety including all instructions, requirements, specifications, and terms/conditions and promptly notify the Single Point of Contact, identified above, in writing or via e-mail of any ambiguity, inconsistency, unduly restrictive specifications, or error that may be discovered upon examination of this RFQ.

1.2.2. Addenda: The City may revise this RFQ by issuing an addendum prior to its opening. The addendum will be posted on the City's website alongside the posting of the RFQ at <http://www.dunwoodyga.gov>. Addenda will become part of the proposal documents and subsequent contract. Proposers must sign and return any addendum with their RFQ response. Failure to propose in accordance with an addendum may be cause for rejection. In unusual circumstances, the City may postpone an opening in order to notify vendors and to give Proposers sufficient time to respond to the addendum.

1.2.3 Form of Questions: Proposers with questions or requiring clarification or interpretation of any section within this RFQ must address these questions in writing or via e-mail to the Single Point of Contact referenced above on or before October 14, 2020. Each question must provide clear reference to the section, page, and item in question. Questions received after the deadline may not be considered.

1.2.4. City's Answers: The City will provide an official written answer to all questions received within the period stipulated under Section 1.2.3. The City's response will be by formal written addendum. Any other form of interpretation, correction, or change to this RFQ will not be binding upon the City. Any formal written addendum will be posted on the City's website alongside the posting of the RFQ at <http://www.dunwoodyga.gov> by the close of business on the date listed. **Proposers must sign and return any addendum with**

their RFQ response.

1.3 Pre-proposal Conference

There is no pre-proposal conference scheduled for this RFQ.

1.4 Submitting a Sealed Proposal

1.4.1 Organization of Proposal: Each proposal shall be prepared simply and economically, providing straight-forward, concise delineation of the Proposer's capabilities to satisfy the requirements of this RFQ. Fancy bindings, colored displays, and promotional material are not required. Emphasis in each proposal shall be on completeness and clarity of content. To expedite the evaluation of proposals, it is essential that Proposers follow the format and instructions contained herein.

Proposers must organize their proposals in the following format with tabs separating each section:

- i. **Proposal Letter** – Proposer's authorized representative(s) shall complete and sign the Proposal Letter on page 3 of this RFQ and return it with the proposal.
- ii. **Scope of Work** – Proposer shall respond comprehensively and clearly to the requirements of Section 3 and 4 and shall include all documents, information, exceptions, clarifications, etc., as requested therein. Number the responses so they are keyed to the paragraph of the RFQ that the response addresses. If the Proposer cross-references supplemental materials as enclosures or appendices or annexes to the proposal, be sure that this information is numbered in the supplemental materials showing exactly what paragraph in the RFQ the supplemental material is addressing.
- iii. **Appendix**

1.4.2 Failure to Comply with Instructions: Proposers failing to comply with these instructions may be subject to scoring reductions. The City may also choose not to evaluate, may deem non-responsive, and/or may disqualify from further consideration any proposals that do not follow this RFQ format, are difficult to understand, are difficult to read, or are missing any requested information.

1.4.3 Multiple Proposals: Proposers may, at their option, submit multiple proposals, in which case each proposal shall be evaluated as a separate document. Multiple proposals must be submitted in separate envelopes and marked plainly to notify that each envelope contains a separate and single proposal response.

1.4.4 Copies Required and Deadline for Receipt of Sealed Proposals: All proposals must be received in sealed opaque packaging. Proposers must submit the following number of copies to the address set forth on the Cover Page:

A. Proposal:

- i. One (1) unbound hard copy (3-ring binder OK) marked “Original” with signatures; and
- ii. One (1) electronic copy. The electronic copy shall be submitted by USB flash drive in PDF format (OCR) and organized in the same manner as the original submission with each Chapter or Section of the original having a corresponding Electronic File.

B. Proposals must be received sealed and at City Hall--the Office of the Purchasing Manager prior to 2:00 PM (EST), on October 28, 2020. Facsimile or e-mail responses to requests for proposals are NOT accepted.

1.4.5 Late Submissions, Withdrawal, and Corrections

A. Late Proposal: Regardless of cause, late proposals will not be accepted and will automatically be disqualified from further consideration. It shall be the Proposer’s sole risk to assure delivery to City Hall--the Office of the Purchasing Manager by the designated time. Late proposals will not be opened and may be returned to the Proposer at the expense of the Proposer or destroyed if requested.

B. Proposal Withdrawal: A Proposer requesting to withdraw its proposal prior to the RFQ due date and time may submit a letter to the Single Point of Contact requesting to withdraw. The letter must be on company letterhead and signed by an individual authorized to legally bind the firm.

C. Proposal Correction: If an obvious clerical error is discovered after the proposal has been opened; the Proposer may submit a letter to the Single Point of Contact within two business days of opening, requesting that the error be corrected. The letter must be on company letterhead and signed by an individual authorized to legally bind the firm. The Proposer must present clear and convincing evidence that an unintentional error was made. The Single Point of Contact will review the correction request and a judgment will be made. Generally, modifications to opened proposals for reasons other than obvious clerical errors are not permitted.

1.5 Cost of Preparing a Proposal

1.5.1 City Not Responsible for Preparation Costs: The costs for developing and delivering responses to this RFQ and any subsequent presentations of the proposal as requested by the City are entirely the responsibility of the Proposer. The City is not liable for any expense incurred by the Proposer in the preparation and presentation of its proposal.

1.5.2 All Timely Submitted Materials Become City’s Property: All materials submitted in response to this RFQ become the property of the City and are to be appended to any formal documentation, which would further define or expand any contractual relationship between the City and Proposer resulting from this RFQ process.

SECTION 2: RFQ RECEIPT AND EVALUATION PROCESS

2.1 Authority

This RFQ is issued under the authority of the City of Dunwoody.

2.2 Receipt of Proposals and Public Inspection

2.2.1 Public Information: During the opening of sealed proposals, only the name of each Proposer shall be announced. No other information will be disclosed nor shall the proposals be considered open record until after the contract award. All information received in response to this RFQ, including copyrighted material, is deemed public information and will be made available for public viewing and copying shortly after the council award with the following four (4) exceptions: (1) bona fide trade secrets meeting confidentiality requirements that have been properly marked, separated, and documented; (2) matters involving individual safety as determined by the City; (3) any company financial information requested by the City to determine vendor responsibility, unless prior written consent has been given by the Proposer; and (4) other constitutional protections.

2.2.2 Single Point of Contact's Review of Proposals: Upon opening the sealed proposals received in response to this RFQ, the Single Point of Contact in charge of the solicitation will review the proposals and separate out any information that meets the referenced exceptions in Section 2.2.1 above, providing the following conditions have been met:

- Confidential information is clearly marked and separated from rest of proposal;

- Sealed Fee Proposal does not contain confidential material in cost/price section;
- An affidavit from a Proposer's legal counsel attesting to and explaining the validity of the trade secret claim is attached to each proposal containing trade secrets. Information separated out under this process will be available for review only by the Single Point of Contact, the Evaluation Committee members, and limited other designees. Proposers must be prepared to pay all legal costs and fees associated with defending a claim for confidentiality in the event of a "right to know" (open records) request from another party.

2.3 Classification and Evaluation of Proposals

2.3.1 Initial Classification of Proposals as Responsive or Nonresponsive: All proposals will initially be classified as either "responsive" or "nonresponsive". Proposals may be found nonresponsive at any time during the evaluation process or negotiations if: any of the required information is not provided; the submitted price is found to be excessive or inadequate as measured by criteria stated in the RFQ; or the proposal is not within the plans and specifications described and required in the RFQ. Proposals found nonresponsive may not be considered further.

2.3.2 Determination of Responsibility: The Single Point of Contact will determine whether a Proposer has met the standards of responsibility. Such a determination may be made at any time during the evaluation process and through negotiation if information surfaces that would result in a determination of non-responsibility. If a Proposer is found

nonresponsive, the determination must be in writing and made a part of the procurement file.

2.3.3 Evaluation of Proposals: An Evaluation Committee designated by the City Manager will evaluate the remaining proposals and recommend the highest-scored Proposer or, if necessary, to seek discussion/negotiation or a “best and final offer” in order to determine the highest-scored Proposer. Responsive proposals will be evaluated based on stated evaluation criteria specified in Section 5. In scoring against stated criteria, the Evaluation Committee may consider such factors as accepted industry standards and a comparative evaluation of all other qualified RFQ responses in terms of differing price, quality, and contractual factors. These scorings will be used to determine the most advantageous offering. Thus, while the points in the evaluation criteria indicate their relative importance, the total scores will not necessarily be determinative of the award. Rather, the total scores will guide the City in making an intelligent award decision based on the City’s requirements and the best value proposal (offer) received.

2.3.4 Completeness of Proposals: Selection and award will be based on the Proposer’s proposal and other items outlined in this RFQ. Submitted responses may not include references to information located elsewhere, such as Internet websites or libraries, unless specifically requested. Information or materials presented by Proposers outside the formal response or subsequent discussion/negotiation or “best and final offer,” if requested, will not be considered, will have no bearing on any award, and may result in the Proposer being disqualified from further consideration.

2.3.5 Opportunity for Discussion/Negotiation and/or Interview: After receipt of all proposals and prior to the determination of the award, the City may initiate discussions with one or more Proposers should clarification or negotiation be necessary. Proposers may also be required to make an oral presentation to clarify their RFQ responses or to further define their offer. In either case, Proposers should be prepared to send qualified personnel to the City of Dunwoody or through a Zoom Video Conference to discuss technical and contractual aspects of their proposals. Interviews, if conducted, shall be at the Proposer’s expense.

2.3.6 Best and Final Offer: The “best and final offer” is an option available to the City under the RFQ process which permits the City of Dunwoody to request a “best and final offer” from one or more Proposers if additional information is required to make a final decision. The decision to seek “best and final offer” is at the sole discretion of the City. Proposers may be contacted asking that they submit their “best and final offer,” which must include any and all discussed and/or negotiated changes.

2.3.7 Committee Recommendation for Award: The Evaluation Committee will provide a written recommendation for award to the Single Point of Contact that contains the scoring and related supporting documentation for its decision. The Single Point of Contact will review the recommendation to ensure its compliance with the RFQ process and criteria before submitting with the Evaluation Committee’s recommendation to the City Manager.

2.3.8 Negotiation: Upon direction of the City Manager, the designated City Official may

begin negotiations with the responsive and responsible Proposer whose proposal achieves the highest scoring and is, therefore, the most advantageous to the City. If negotiation is unsuccessful or the highest-scored Proposer fails to provide necessary documents or information in a timely manner, or fails to negotiate in good faith, the City may terminate negotiations and begin negotiations with the next highest-scored Proposer.

2.3.9 Contract Award: Award, if any, will be made to the highest-scored Proposer who provides all required documents and successfully completes the negotiation process.

2.4 City of Dunwoody Rights Reserved

While the City has every intention to make an award as a result of this RFQ, issuance of the RFQ in no way constitutes a commitment by the City to award and execute a contract. Upon a determination such actions would be in its best interest, the City, in its sole discretion, reserves the right to:

- Cancel or terminate this RFQ at any time. A notice of cancellation will be issued on the City's website. If the RFQ is cancelled, the City will not reimburse any Proposer for the preparation of its proposal. Proposals may be returned upon request if unopened.
- Reject any or all proposals received in response to this RFQ.
- Make a contract award, based directly on the proposals received, determined to be in the best interest of the City, in its sole discretion.
- Enter into further discussions with one or more Proposers.
- Waive and/or amend any undesirable, inconsequential, or inconsistent provisions/specifications of this RFQ which would not have significant impact on any proposal.
- Not award a contract if it is in the best interest of the City of Dunwoody; or
- Terminate any contract if the City determines adequate funds are not available.

SECTION 3. SCOPE OF WORK

3.1 Scope of Work

The selected Lobbyist will, in accordance with the highest legal, ethical, and professional standards, provide at the direction of the City Manager, lobbying services to the City of Dunwoody. The Lobbyist shall assist the City in preparing its annual legislative priorities and plan; advise, counsel, and represent the City in legislative matters; further the City's legislative priorities and may be called upon to pursue funding for municipal projects at the county, state and federal levels of government.

The selected Lobbyist shall be contracted with on an as needed/as required basis based on this Statement of Work and shall bill and be paid an all-inclusive flat rate by initiative or on

an hourly rate in accordance with an agreed upon Pricing Sheet.

Professional services to be provided by the Lobbyist will include, but not limited to analysis, advice, advocacy, facilitation and monitoring as outlines in the following statement of work:

3.1.1 Analysis, Advice and Advocacy

- Identify, review, and analyze any and all relevant state legislative bills, resolutions, ballot issues, ballot questions, journals, votes, fiscal notes, and all relevant discourse pertaining to the Legislative Sessions of the General Assembly of the State of Georgia in a timely manner to assist the City in determining its policy positions. This work effort includes detecting introduction of pertinent legislation and regulations that may affect the City of Dunwoody.
- Regularly communicate with key legislative committee chairs, members, and staff to inform them of Dunwoody's interests and learn about potential legislative developments before they occur.
- Track progress of pertinent legislation that has been introduced. The primary state subject areas include: (1) State financial and budget issues that have a potential impact on City of Dunwoody government operations and finances, (2) planning, zoning and land use issues, (3) State-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.
- Communicate on a regular basis with the City concerning the status, prospects, movement, opposition, support, etc., of pertinent legislation or proposed regulations. Upon request of the City Manager, coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor and Council, City departments or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City. The successful Lobbyist will be available for such consultation on a regular basis as requested, and in accordance with the ebb and flow of legislative work over the course of the General Sessions.
- Provide advice and recommendations and assist with the development of support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze and respond to legislative matters.
- Represent and advocate, as designated, the City's position on legislative matters to elected members of the Georgia General Assembly, policymakers, legislative support staff, other lobbyists, the Governor and staff, other municipal leaders, Georgia Municipal Association (GMA), Carl Vinson Institute of Government (CVIOG), community groups or any other

designated entity engaging in efforts that may impact the operations or success of the City of Dunwoody.

- Identify and assist the City in pursuing state and federal programs offering discretionary grant funds.

3.1.2 Facilitation

- As needed, the successful Lobbyist, on behalf of the City, shall arrange meetings and meet with Georgia state executive officials, legislative officials, and other parties to convey, advocate for, and engage in lobbying for the interests of the City.
- When appropriate to advance the City's interests, the Lobbyist shall coordinate the attendance of elected officers, appointed officers, or employees of the City at the meetings at the County and/or State level. Organize and schedule visits and testimony by the City Manager and staff, the Mayor and Council, or City Attorney when in the best interest of Dunwoody.
- Recommend development of appropriate coalitions and participation in joint association with other cities on common interests and of benefit to the City of Dunwoody. Attend key regional meetings of cities as needed.

3.1.3 Monitoring

- The successful Lobbyist will monitor the status of any pertinent rollover bills and any key studies being conducted by executive officials, legislative officials, or other state employees concerning any proposed action that may impact the City of Dunwoody.
- The Lobbyist shall monitor the progress of the state budget to determine the potential and final fiscal impacts of the state budget on the City.
- The Lobbyist shall monitor gubernatorial vetoes and special sessions of the General Assembly to determine their impact on the City.

SECTION 4: PROPOSER QUALIFICATION/SERVICES

4.1 City's Right to Investigate

The City may make such investigations as deemed necessary to determine the ability of the Proposer to perform the services specified.

4.2 Proposal Format and Required Content

Proposals shall include the following components:

- 1) Proposer Qualifications and Expertise
 - 2) Engagement Approach/Proposer Resources
 - 3) Proposed rate of compensation in a separate sealed envelope marked "Fee Proposal" 4)
- Appendices Requirements and directions for preparation of each section are outlined as follows:

4.2.1 Proposer Qualification & Expertise

The City requires that the successful Lobbyist must have demonstrated skills to effectively advocate on behalf of the City and have, as well as a commitment to maintain a reputation that will advance the recognition of the City Dunwoody as a fiscally responsible contemporary city that serves the interest of its residents.

Further, the Proposer have at least five years of recent experience in providing legislative and intergovernmental services or other related experience before legislative and executive branches of government within the state of Georgia.

- The Lobbyist shall comply with all applicable Georgia Statutes regarding Lobbyist registration, reporting and related activities including but not limited to obtaining any and all required licenses, permits, certificates of registration, or other approvals necessary or required by law or necessary to provide the Services.
- The successful Lobbyist must have the staff support and administrative resources to comply with all applicable laws, rules, regulations, ordinances, and policies of the State of Georgia and any rules of the Georgia General Assembly.
- The Lobbyist shall submit an annual report of accomplishments to the City Manager for use in determining the cost effectiveness of lobbying efforts.

4.2.1. A Provide the following specific information:

- Describe the nature and scope of the Proposer's experience in providing the Services described in Section 3 (Scope of Work).
- Provide registration, certificates and other information related to adherence with Georgia Lobbyist Requirements.
- Name and business address of the entity(s) or individual(s) that will be the party to the proposed contract and the Proposer's business telephone number, and e-mail address.
- Number of years that Proposer has served as a lobbyist (please include former firm names and year established, if applicable).

- Type of ownership (sole proprietorship, partnership, corporation, joint venture, or limited liability company—list state in which incorporated) and parent company, if any.
- Disclose whether the proposing entity(s), or any shareholder, member, partner, or officer or employee thereof, is presently a party to any pending litigation or has received notice of any threatened litigation or claim; provided, however, that Proposer need not disclose minor traffic matters.
- Proposals shall be signed by a person with actual authority to bind the Proposer. If it is made by a partnership, it shall be signed with the partnership name and by a general partner and the full name and address of the general partner shall be given. If it is made by a joint venture or limited liability company, it shall be signed with the full name and address of each member thereof.
- Explanation of any exceptions to this RFQ requested by the Proposer. If exceptions are requested, cite the activity involved, the exception taken, and alternate language. If no exceptions are requested, please state so.
- While it is understood that the Proposer may represent other entities, provide a copy of Proposer’s current client list and a discussion of current or former clients represented by the Proposer whose interests may either coincide or conflict with the interests of the City. All proposers are advised that the City intends that any and all legislative agenda, priorities, actions, and needs of the City shall take precedence over any other obligations (contractual or otherwise, direct or indirect) of the Proposer. The City expects that the successful Proposer shall refrain from undertaking any representation of other parties concerning any legislative matter whose interests are adverse to the interests of the City. The City reserves the right to determine in its sole discretion the existence of a conflict of interest or a potential conflict of interest.

4.2.1. B Complete in the following outline format a summary of Proposer’s expertise. The same reference may be listed for more than one area of expertise, if applicable. The format that must be used is shown below:

Area of Expertise	Description <i>Provide a brief summary of the work performed and final outcome)</i>	Reference <i>(Include name of entity, contact person’s name, address, phone number and email)</i>
Land Use and Zoning		
Home Rule Authority		
Transportation/Transit Initiatives		
State Budget/Appropriations		
City Charters		
Public Safety		
Environmental Initiatives		
Annexation		

Economic Development/Work Force		
Election Laws		
Introduction of Legislation		

The City reserves the right to contact Proposer’s references, including references not provided by the Proposer.

4.2.2 Resources

Describe the resources you will bring to this project. Include: A description of strategic relationships with other organizations (e.g., Georgia Municipal Association, Carl Vinson Institute of Government, etc.); a description of specific relationships with state elected officials demonstrating bipartisanship; and, other special, relevant resources.

4.2.3 Fee Proposal

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Mayor and Council and encumbered for the purposes of this Agreement.

SECTION 5: EVALUATIONS

All proposals received and meeting the proposal requirements will be evaluated and scored using the following criteria

Criteria	Points
Experience, expertise and knowledge of legislative process	20
Experience representing cities and/or counties in Georgia	10
References indicating ability to work effectively with legislators from both political parties	20
Familiarity with Dekalb County legislative delegation	10
Familiarity with the City of Dunwoody	20
Record of no legal/regulatory violations; ability to represent Dunwoody on a broad range of issues without significant conflicts of interest	10
Fee Proposal	10

**RFQ 20-05 ADDENDUM 1
ADDITION TO SCOPE OF WORK and PROPOSER
QUALIFICATIONS & EXPERTISE**

Date: 10-19-2020

The City hereby adds to the following sections of RFQ20-05:

3.1. Scope of Work

- The Lobbyist shall provide analysis, advice and consultation on transportation and transit matters to support the City’s work with the Georgia Department of Transportation (GDOT), any other state agency or state created body, and to regional partnerships or collaborations to which the City of Dunwoody is a member or may be impacted by such organization’s policy positions.

4.2.1 Proposer Qualifications & Expertise

- The City highly desires that the successful proposer have operative experience with the Georgia Department of Transportation (GDOT) and/or other recent relevant experience with a Georgia regional transportation agency (s).

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDUM

Acknowledgement is hereby made of Addendum No: _____

Dated _____

Proposer’s Signature:

Proposer’s Name and Title:

RFQ 20-05 ADDENDUM 2 QUESTIONS AND ANSWERS

Date: 10-19-2020

Question: Section 1.4.1 regarding organization.

Is an appendix required? If so, what type of document is to be placed in the appendix? Is this where recognition of an addendum would go?

City Answer: Refer to Section 1.2.2 Addenda of RFQ20-05 which directs that a copy of each of all City of Dunwoody issued addendums shall be signed by the proposer to acknowledge receipt of the City addendums and placed in the Appendix Section of the Proposer’s Proposal.

Question: Section 1.4.4 regarding submission of the proposal.

Should the "fee proposal" be included as part of the electronic copy submitted on a USB flash drive, or submitted only on paper?

City Answer: The fee proposal shall be submitted on a separate USB flash drive.

Question: *Will the City accept our Standard Terms of Engagement? We can provide in advance or with our submission. Will the City provide advance consent?*

City Answer: No the City has its own standard terms which will be presented during the Negotiation Phase of this RFQ process.

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDUM

Acknowledgement is hereby made of Addendum No: _____ Dated _____

Proposer’s Signature: _____

Proposer’s Name and Title: _____

taylor | english
decisions

the purpose-built consulting firm™

City of Dunwoody Proposal

October 28, 2020

Wendi Clifton
Taylor English Decisions LLC
1600 Parkwood Circle, Suite 200
Atlanta, GA 30339
T: 404.791.6137
F: 770.434.7376

October 28, 2020

Mr. John B. Gates, Jr.
City of Dunwoody
Office of Purchasing, Finance Department
4800 Ashford Dunwoody Rd. NE
Dunwoody, GA 30338

Dear Mr. Gates:

Thank you for the opportunity you and the City of Dunwoody (the "City") have provided to Taylor English Decisions LLC ("Decisions") to serve as your government affairs team. Decisions has a team of professionals that fully understand how to ideally position your municipality to achieve lasting success in Georgia relating to lobbying services. Our team will tirelessly work together with you to understand how to best utilize your resources, while additionally developing a robust plan of action to see those resources achieve their ultimate goals.

We believe Decisions can accomplish those aforementioned successes through:

- Deep government affairs experience with more than 100 years of team representation with the Georgia's legislative and executive branches, as well as the local government level;
- Real, first-hand experience in positioning municipalities to optimize their chances of success through consistent exposure to key decision makers and anticipating and influencing issues that impact their mission; and
- Unequaled depth of relationships with elected officials in the legislative and executive branches, as well as deep rooted relationships with agency heads and their staff.

We are excited about this opportunity and look forward to building an incredibly successful relationship.

Best Regards,

Jonathan Crumly, Chief Operating Officer
678.426.4659 | jcrumly@tedecisions.com

SECTION I

Proposal

taylor | english | decisions

GENERAL FIRM INFORMATION

1. PROPOSER QUALIFICATIONS AND EXPERTISE

Firm Overview

Taylor English Decisions LLC ("Decisions") is a government strategies and business consulting firm in Atlanta, Georgia whose professionals have more than 100 years of combined work experience. In our first year of business, we were ranked #7 in James Magazine's Top 10 Governmental Affairs firms associated with a law firm. In our second year, we were ranked #3, and this past year, Decisions was recognized as #1. The government strategies practice emphasizes practical, real-world approaches to helping our clients achieve their goals. This is done by utilizing the deep, varied experience of our practitioners to create effective policy strategies. We utilize the relationships we have throughout federal, state, and local governments, as well as the agencies that serve those governments, to enhance our services and ensure relevant strategic planning and policy analysis.

Our associated law firm is Taylor English Duma LLP ("Taylor English"). The firm was founded in 2005 and has grown into the ninth largest law firm in Atlanta. More than 170 attorneys work at Taylor English, and almost a third of those have in-house experience. This perspective brings a day-to-day practicality that is unique in the law firm environment. Additionally, Taylor English was recognized as a Small Giant by Forbes in 2018, the first law firm to win that recognition.

Scope of Services

Decisions provides comprehensive public policy services. Our approach to public policy strategy is objective and purely non-partisan—we go where necessary to obtain results for our clients. The ultimate aim is to equip clients with access and information others do not have. From this foundation comes effective strategies to achieve success.

Objectives

The primary objective of our consulting services to the City of Dunwoody is to conduct our lobbying services with the highest legal, ethical, and professional standards (including, but not limited to, providing analysis, advice, advocacy, facilitation and monitoring at all levels of Georgia government). We will take our direction from the Dunwoody City Manager.

Strategy

We will craft a tailored strategy that contemplates how to best position the City to engage with the Georgia General Assembly, leveraging our political and policy relationships with members of the House and Senate, Republican and Democrat caucuses. Decisions has significant experience in assisting clients with gaining access to decisionmakers, influencing policy from start to finish, as well as navigating and mediating controversy against opposing forces.

GENERAL FIRM INFORMATION

Our strategy for the City will include specific outreach, goals, and tactics for:

- Dekalb Delegation of House and Senate Members;
- Georgia Executive Branch and General Assembly;
- Georgia State Agencies and Authorities;
- Other Local Governments, as needed;
- Georgia Municipal Association (GMA), as needed;
- Carl Vinson Institute of Government (CVIOG), as needed; and
- Community and Grassroot Initiatives, as needed.

To have a cohesive road map to success, we believe it is vital to build strategies and execute plans for all areas above in tandem. This includes priority setting, talking points development, advocacy support (who and when to approach), education efforts (internal to the City and external to policy makers), and community involvement.

Proposer's Expertise

Area of Expertise	Description <i>Provide a brief summary of the work performed and final outcome)</i>	Reference <i>(Include name of entity, contact person's name, address, phone number and email)</i>
Land Use and Zoning	With our team's decades of experience, we have been involved in several zoning issues, including a familiarity with land use permitting and regulations involving cities, counties and corporations.	*Specific references available upon request.
Home Rule Authority	N/A	
Transportation/Transit Initiatives	Our team has worked on behalf of the Metro Atlanta Chamber of Commerce to support their successful statewide transportation funding initiative. Additionally, we have experience working on behalf of a metro-Atlanta county to secure funding from the Georgia Department of Transportation for a host of local road projects.	*Specific references available upon request.
State Budget/Appropriations	Between FY 2006 & FY 2020, our Capitol team has successfully secured more than \$2.5 million for Georgia CASA network of judicial circuits throughout Georgia. Not only are we capable of acquiring	*Specific references available upon request.

GENERAL FIRM INFORMATION

	<p>funding for our clients, we can also highlight our team’s ability to limit potential negative impacts. In the FY 2021 State Budget, we were able to successfully reduce proposed cuts to Georgia Family Connection Partnership from a \$260,000 loss to \$0 to the Pre-Kindergarten Program and from \$1,112,525 to \$402,009 for GaFCP technical assistance.</p>	
City Charters	<p>As an arm of the law firm Taylor English Duma, we have access to attorneys with extensive municipal representation as needed.</p>	
Public Safety	<p>In 2018, Marsy’s Law for Georgia S.R. 146, sponsored by Sen. John Kennedy, was an amendment to the Constitution of Georgia that elevated and provided new and additional rights to crime victims against whom a crime has allegedly been perpetrated and allowed them to assert these new rights during criminal proceedings. Our team passed the “Child Abuse Records Protection Act” on behalf of the Children’s Advocacy Centers of Georgia (“CACGA”) in 2016, a measure to help ensure child abuse forensic interviews were not used inappropriately by opportunistic lawyers in unrelated legal proceedings. In addition to those projects, we also successfully secured the Law Enforcement Car Tag, which provides funding to the law enforcement pension fund and provides families pay in the event of a tragic loss of a first responder.</p>	<p>*Specific references available upon request.</p>
Environmental Initiatives	<p>An achievement long in the making, we oversaw the passage of H.B. 332 and H.R. 238, which established the Georgia Outdoor Stewardship Act (that Georgia voters passed with 83%</p>	<p>*Specific references available upon request.</p>

GENERAL FIRM INFORMATION

	<p>support). This newly founded grant program provided a dedicated funding mechanism to support parks and trails, and protect and acquire lands critical to wildlife, clean water and outdoor recreation across the State of Georgia.</p> <p>During the 2017 legislative session, our team introduced and passed H.B. 205, a measure to limit the practice of fracking in Georgia. To pass this measure into law, we had to strike a delicate balance of environmental protections, while respecting and appreciating local control issues.</p>	
Annexation	<p>During the 2020 session and on behalf of the City of Avondale Estates, we monitored proposed annexation legislation that would have an effect in DeKalb County. In June 2007, and on behalf of the City of Atlanta, we participated in the final annexation of the City of Chattahoochee Hills in South Fulton County.</p>	*Specific references available upon request.
Economic Development/Work Force	<p>We're currently pursuing Mobile Sports Betting on behalf of the Atlanta Braves, Falcons, Hawks, and United. This proposed legislation would create a new industry and bring an additional revenue stream to the state that it currently is not captured.</p> <p>In 2008, we helped bring 500 jobs and \$500 million in local economic impact with the state authorization of Cancer Treatment Centers of America.</p>	*Specific references available upon request.
Election Laws	<p>As an arm of Taylor English Duma, we have access to the premier Elections lawyers in Georgia as needed.</p>	
Introduction of Legislation	<p>With more than +50 plus years of experience at and around the Capitol, our team has introduced hundreds of pieces of legislation. Two recent examples of our ability to introduce</p>	*Specific references available upon request.

GENERAL FIRM INFORMATION

	<p>and shepherd legislation through the process include: 1) In 2018, H.B. 159, Georgia’s Adoption Code Rewrite, sponsored by Rep. Bert Reeves and Sen. Blake Tillery; and 2) during the 2020 legislative session, H.B. 426 , Georgia’s Hate Crimes Law, that required our team to be part of a coalition that was ultimately successful in passing a comprehensive Hate Crimes law.</p>	
--	---	--

2. ENGAGEMENT APPROACH & PROPOSER RESOURCES

Engagement Approach

At Decisions, we believe decision makers act faster and more decisively when they hear from people who have been in the trenches with them. The Decisions Team has a broad array of relationships across party lines and at the local, state, and federal levels. We don’t hesitate to tap into our network to obtain results for our clients. We provide a commitment to maintain a reputation that will advance the recognition of the City of Dunwoody as a fiscally responsible contemporary city that serves the interest of its residents.

We employ a client-specific approach to ensure that the strategies we use are individually suited to achieve the desired scope of work and to obtain the best results for each client. A unique feature of our firm that would be immensely beneficial to the City is our more than 50 years of combined experience and success at the Georgia General Assembly. With that experience comes a track record of respected representation and service working directly with key policymakers who know and understand a wide array of political and policy issues. These advocacy relationships extend beyond our strong legislative partners to state agencies and their personnel. The ability to tailor a message to fit the individual policymaker is the most effective way to successfully communicate the City’s message and is a hallmark of our government relations strategy.

To further illustrate our firm’s ability to fulfill the City’s legislative goals and agenda, our firm has the ability to point to several examples of legislation we have successfully shepherded through the Georgia General Assembly over the years. Our firm has a history of legislative success for a number of our clients starting as far back as 2007 with the passage of Senate Bill 200 and Senate Resolution 309, companion legislation authorizing the Georgia Smart Infrastructure Growth Act. This legislation would enable localities in the State of Georgia to approve Infrastructure Development Districts (IDDs). A bipartisan effort in both the House and Senate, the measure ultimately failed to receive approval by Georgia voters to authorize the constitutional amendment necessary to move the policy effort forward. During the 2017-

GENERAL FIRM INFORMATION

2018 legislative biennial, we guided the Georgia Council of Adoption Lawyers, through a contentious measure that became known as simply, "the Adoption Bill." House Bill 159 was a 100-page code rewrite that became marred in a debate around certain adoption agencies' ability to deny adoptions to same sex couples. After building a bipartisan legislative coalition alongside a number of interested private and corporate advocacy parties, we were able to guide the Adoption Bill (without the prohibition) to Gov. Nathan Deal's desk for his signature. Just last session, we supported a coalition of organizations with House Bill 426, the Georgia Hate Crimes bill. Working hand-in-hand and behind the scenes with our coalition partners, we were able to help pass a piece of legislation that was tangled up in social justice turmoil, as well as bipartisan and cross-chamber politics. Our final example occurred during the 2018 legislative session, when our team worked alongside several other interested parties to pass H.R. 993, a resolution that proposed an amendment to the Georgia Constitution to create a Georgia Business Court with statewide jurisdiction. Then in the subsequent 2019 legislative session, we were instrumental in negotiating and passing H.B. 239, the final enabling legislation that effectively brought the newly established Court to reality. Above is only a fraction of the legislation we have participated in passing over the years, and it is something that we continue to be proud to share with prospective clients.

Another skill set that helps differentiate our firm from many others is the experience and success we bring regarding the state appropriations process. Over the years, our firm has overseen the steady increase in state appropriations for Georgia CASA. Since 2015, we have succeeded in more than doubling Georgia CASA's state funding from \$1.7 million to an increased amount of \$3.62 million per fiscal year. While funding increases are always highlights, we are equally (if not more importantly) versed in limiting the damage to budgets that can occur during economic downturns. For example, GaFCP faced a 14% state funding cut as a result of the initial implications of the Coronavirus pandemic and its effects on the state budget. However, through our tireless work during the resumption of the 2020 legislative session and our ability to activate specific portions of our network to engage key legislators, we were able to successfully reduce these proposed cuts from a \$260,000 loss to \$0 to the Pre-Kindergarten Program, from \$1,112,525 to \$402,009 for GaFCP technical. Both of these successes are heavily influenced by our team's work with Democrats and Republicans from both the House and Senate Appropriations Committees.

While our legislative appropriations track record is second to none, we also bring our experience and ability to secure funding for our clients through the state agency and county budget process. First and foremost, we begin all state appropriations conversations with the agencies that control those dollars. Garnering department leadership support for our appropriations requests does not necessarily mean that our clients will secure their funding in the agency budget, but it does provide background that is invaluable to department leadership during this process as a whole. During the 2020 legislative session, Grady Hospital's Infectious Disease Program was faced with budget cuts in excess of a million dollars. We worked directly with the Georgia Department of Public Health leadership and budget staff to explain the real-life ramifications of a cut of that proportion, and we were able to have the agency back our request to restore those funds in their entirety.

GENERAL FIRM INFORMATION

While the state process is generally more complex, the appropriations process at the county level has its own intricacies due to its substantially tighter margins. Having worked for years with Fulton and DeKalb County officials on various client requests, we are well versed at employing tactics developed to specifically combat those subtle differences, like developing an individual county champion for each new funding request. Knowing who to approach and when to push is always a difficult decision, but we have the firsthand experience to make sure everything happens in a coordinated manner that few firms can bring to the City.

All of our aforementioned successes can be attributed to our firm's dedicated work ethic, individualized strategies and our professional relationships with current executive and legislative leadership representing Republicans and Democrats alike. Because of our firm's tenure and longstanding reputation under the Gold Dome, we have great relationships with the current administration, including a number of close working relationships with legislative policy and the Governor's Office of Planning and Budget staffers.

Dekalb Delegation Relationships

Our team has a longstanding and excellent relationship with the entirety of the DeKalb County Legislative Delegation. Over our many years of experience under the Gold Dome, we have worked with each individual legislator of the delegation, and we have already begun introducing ourselves to the candidates who are likely to become newly elected members of the Dekalb Delegation.

Not only are we familiar with the DeKalb County members, they are familiar with us and our work product. Through our team's representation of clients like Grady Hospital and the Dekalb County Board of Education and others, we have had numerous occasions to work directly with these members, and believe we have proven ourselves to be credible and trustworthy information brokers.

Familiarity with City of Dunwoody

As a Dekalb County resident since moving to Atlanta in 1992, Ms. Clifton has deep roots and relationships in many corners of the county. She is a 2005 Leadership Dekalb graduate and has maintained many of those Dekalb friendships over the years. The Decisions team has a strong and confident relationship with Representative Michael Wilensky & Senator Sally Harrell, the two Dekalb Delegation members that represent the City of Dunwoody. We have been close friends and allies with them at the Capitol over the years.

Experience Representing Cities / Counties in Georgia

From 2004 – 2007, Ms. Clifton served as Chief of Staff to Atlanta City Council President Lisa Borders. During her tenure in that capacity she gained a substantial understanding of the innerworkings of local government, as well as the numerous issues that impact municipal governance at the state legislature. Mr. Woodall has more than 20 years' experience at the metro county level working with local governments and chambers of commerce to achieve

GENERAL FIRM INFORMATION

success realizing their transportation and conservation goals, as well as updates to their taxation efforts.

Strategic Relationships

In addition to our deep political and policy experience, the Decisions staff have robust and meaningful relationships with many peripheral organizations under the Gold Dome. On a regular basis, we demonstrate coalition building and interactions with Georgia Municipal Association, Association County Commissioners of Georgia, the Metropolitan Atlanta Chamber of Commerce, and many other organizations that have a presence in the political arena.

Administrative Resources

As an added benefit of operating Decisions under the Duma umbrella, we have access to a large support staff that many other consulting firms do not. This staff is responsible for helping our team with administration, marketing, accounting, etc., but most importantly, they are deeply involved and responsible for maintaining our professional responsibilities and ethics. Our clients rest assured knowing we have dedicated personnel whose main purpose is ensuring our team operates entirely within the guardrails of legal and ethical standards.



Pending Litigation

Taylor English Decisions, LLC, nor any of its shareholders, members, partners, officers or employees are presently parties to any litigation related to any consulting services provided by the firm.

GENERAL FIRM INFORMATION

LIST OF INDIVIDUALS WHO WILL PROVIDE SERVICES

We have hand selected our team with the City in mind. Each member of the team brings a unique skill set related to government strategies, and the City can expect to be treated as a top priority.

Team Member	Brief Bio
	<p><u>Wendi Clifton</u></p> <p>Wendi Clifton’s lobbying experience exceeds 25 years and focuses on healthcare, civil justice, juvenile justice, child welfare, environmental, local government, transportation and appropriations political consulting and policy development. She has been listed as one of the “Top Ten Independent Lobbyists” in the last ten years’ editions of James Magazine and the Atlanta Journal Constitution. Prior to joining the Taylor English Decisions team in late 2019, Clifton operated a solo practice, W.L. Clifton Political Consulting, Inc. founded in summer 2006. Ms. Clifton was a graduate of the Leadership Dekalb Class of 2005 and still resides in Dekalb County today.</p>
	<p><u>William Woodall</u></p> <p>For the past 20 years, William Woodall has represented Fortune 500 companies, small businesses, and associations with their governmental affairs strategies at the state and federal level. He has developed expertise in tax policy, agriculture, transportation, natural resources, and economic development. As a political consultant, he served as county chair for Perdue for A New Georgia and district chair for Governor Perdue’s re-election campaign, as well as congressional district chair for President George W. Bush. He is ranked among the top 10 on James Magazine’s Top 50 Lobbyists List for 2019-2020. Mr. Woodall began his political consulting career with Thomas & Associates, Inc. in 1998. In 2017, the firm changed its name to Third Street Consulting, then he joined Taylor English Decisions in the summer of 2018.</p>

GENERAL FIRM INFORMATION

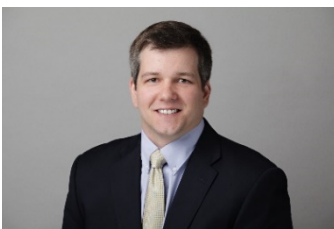
Team Member

Brief Bio



[Ted Burdo](#)

For the last five years, Mr. Burdo has worked in the political consulting and policy arena. Before joining Taylor English Decisions, he worked as an associate for the W.L. Clifton Political Consulting legislative team. While serving the team, he represented a variety of corporate and nonprofit client interests, specifically engaging in the healthcare, judicial, juvenile justice, and environmental areas. Mr. Burdo's outstanding ability to navigate the political process was recognized by his James Magazine Rising Star status in both 2017 and 2019. Outside of Decisions, Mr. Burdo is a member of the Atlanta Touchdown Club, a community organization dedicated to awarding scholarships to deserving male and female high school student-athletes.



[Chris Hopper](#)

Chris Hopper is a Compliance Specialist and Research Assistant for the Government Strategies practice. Mr. Hopper is well-versed in corporate governance, legal research, and public policy matters. His diligent and proactive approach to research provides organizations with high-impact information which allows for rapid responses to unforeseen issues. His main focus is to ensure that Taylor English Decisions and its clients comply with outside regulatory requirements, as well as internal policies when conducting business. Mr. Hopper was recognized by James Magazine as the Top Rising Star in 2019, and listed as a Top 60 Lobbyists in 2020.

***Note:** FULL BIOS CAN BE FOUND BY CLICKING THE LINK ASSOCIATED WITH THE INDIVIDUAL NAME.

GENERAL FIRM INFORMATION

CONTACT INFORMATION

Wendi Clifton

C: (404) 791-6137

E: wclifton@tedecisions.com

Ted Burdo

C: (706) 593-9029

E: tburdo@tedecisions.com

William Woodall

C: (770) 241-9606

E: wwoodall@tedecisions.com

Chris Hopper

C: (706) 982-3305

E: chopper@tedecisions.com

TESTIMONIALS

Anthem/Blue Cross Blue Shield of Georgia

"Wendi is one of the best external consultants in the game, because she brings so much to the table. Her tireless work ethic and subject matter expertise on a broad range of complex issues mean she's always prepared to advocate for her clients. What sets Wendi apart is the genuine bipartisan relationships she continues to develop because of her reputation as someone who is honest and direct, traits you can't overvalue in an industry where the only currency is your word."

- Nick DeJong, Senior Director, Government Affairs

Altria Client Services

"Taylor English Decisions is the most comprehensive, one-stop shop for our political consulting needs in Georgia. We rely heavily on their executive and legislative relationships and expertise to represent our best interests, and they deliver every time."

- Sean Collins, Senior Director, State Governmental Affairs

Georgia Early Education Alliance for Ready Students

"I first worked with Wendi over 10 years ago on a project to rewrite Georgia's juvenile code and was impressed with her deep knowledge of the legislative process, commitment to her clients, and her intellectual prowess. When we had funding to hire a legislative consultant for GEEARS, she was my first choice. Wendi has helped us deepen our relationships with legislators and has worked with us to develop a successful advocacy strategy that has ensured that our budget priorities were funded even in this very tough budget year. Bringing on Ted as a partner for our team has been an added bonus! His patience, attention to detail and the relationships to agency and legislative staff that Ted brings to the work have been a tremendous "value add."

- Mindy Binderman, Executive Director

SECTION II

Contract Provisions

1. SINGLE BILLING

Decisions will provide a single invoice to the City on a monthly basis.

2. FEE PROPOSAL

Find our Fee Proposal included in a sealed envelope.

3. POLICY AND TERMS FOR CANCELATION

TERM. This Contract shall be effective from December 1, 2020 through November 30, 2021. This Agreement may be extended for additional twelve (12) month periods by mutual agreement of the parties evidenced by an exchange of emails or other writing confirming the extension.

TERMINATION. Either party may cancel this Contract for cause at any time by first providing written notice of material default and an opportunity to cure. If the default is not cured within thirty (30) days following receipt of the notice, the non-defaulting party may provide notice in writing of the cancellation of the Contract.

4. PROPOSAL ACCEPTANCE PERIOD

Our proposal shall remain open for acceptance a minimum of thirty (30) days from November 1, 2020. Contract period will be for a period of twelve months, with the understanding that it may be re-evaluated and renewed annually for one-year increments, beginning December 1, 2021 by the City.

5. SCOPE OF WORK

A. ANALYSIS, ADVICE, AND ADVOCACY

- Identify, review, and analyze any and all relevant state legislative materials and discourse pertaining to the business of the Georgia General Assembly in a timely manner to assist the City in determining its policy;
- Regularly communicate with key legislative committee chairs, members, and staff to inform them of the City's interests and learn about potential legislative developments before they occur;
- Track progress of pertinent legislation that has been introduced regarding issues such as: (1) State financial and budget issues that have a potential impact on City of Dunwoody government operations and finances, (2) planning, zoning and land use issues, (3) State-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties;

- Communicate on a regular basis with the City concerning all aspects of pertinent legislation or proposed regulations;
- Upon request of the City Manager, coordinate and participate in scheduled conference calls or meetings with all appropriate officials from the City;
- Provide advice and recommendations, and assist with the development of all written and verbal communications support materials;
- Represent and advocate, as designated, the City's position on legislative matters to legislators and all other relevant parties; and
- Identify and assist the City in pursuing state and federal programs offering discretionary grant funds.

B. FACILITATION

- Arrange and meet with Georgia state executive officials, legislative officials, and other parties to convey, advocate for, and engage in lobbying for the interests of the City;
- Coordinate the involvement and attendance of elected officers, appointed officers, or employees of the City at County or State meetings; and
- Recommend development of appropriate coalitions and participation in joint association with other cities on common interests and of benefit to the City, and attend key regional meetings of cities as needed.

C. MONITORING

- Monitor the status of carryover legislation, as well as any study committees that may impact the City;
- Monitor the progress of the state budget to determine the potential and final fiscal impacts of the state budget on the City; and
- Monitor gubernatorial vetoes and special sessions of the General Assembly to determine their impact on the City.

D. DELIVERABLES

To demonstrate our accountability and transparency for the services we provide, we believe regular communications are necessary in the form of:

- Regularly scheduled conference calls with the City to update on progress, challenges, strategies, etc.;
- Regularly scheduled email updates detailing Decisions activities;
- Provide an annual report of accomplishments to the City Manager for use in determining the cost of effectiveness of lobbying efforts; and
- As indicated in the scope of services, progress toward the individual strategies outlined above.

SECTION III

Appendices

taylor | english | decisions

APPENDIX 1. PROPOSAL LETTER

PROPOSAL LETTER

**FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION
MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.**

We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications (“RFQ”) for the City of Dunwoody (“City”) for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Manager of Dunwoody, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City’s specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City.

PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal (“Proposer”) for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

Authorized Signature of Proposer	
Print or Type Proposer’s Name	Jonathan D. Crumly, Sr.
Print or Type Name of Company	Taylor English Decisions, LLC
Date	October 28, 2020

APPENDIX 2. GEORGIA LOBBYING REGISTRATIONS

[Find Decisions' Georgia lobbying registrations attached on the following pages.]



Search Lobbyist

- By Name
- By Group
- By Expenditures
- Lobbyist Roster

Search Other Report

- Business Transaction Reports
- Campaign Reports
- Personal Financial Reports & Affidavits
- Lobbyist Reports
- Late/Non-Filer Reports
- Vendor Gifts Reports
- CFC Main Search

[CFC Home Page](#)

LOBBYIST REGISTRATION AND DISCLOSURE REPORTS

Name: WENDI L. CLIFTON
FilerID: L20050381
Address: 378 ARIZONA AVENUE
City/State/Zip: ATLANTA, GA 30307
Telephone: (404) 791 - 6137



Year	Date Registered	First Name on Badge
2020	12/6/2019	WENDI
2019	1/4/2019	WENDI
2018	12/5/2017	WENDI
2017	12/11/2016	WENDI
2016	12/14/2015	WENDI
2015	12/15/2014	WENDI
2014	1/5/2014	WENDI
2013	12/17/2012	WENDI
2012	12/1/2011	WENDI
2011	12/15/2010	WENDI
2010	12/15/2009	WENDI
2009	12/17/2008	WENDI
2008	12/17/2007	WENDI
2007	12/28/2006	WENDI
2006	12/19/2005	WENDI

LOBBYIST GROUP INFORMATION (Click to Hide Information)

Action	Group Name	Levels
View Group	GEORGIA ELECTRIC MEMBERSHIP CORPORATION	S SA
View Group	AIDS HEALTHCARE FOUNDATION	S V
View Group	AMB SPORTS & ENTERTAINMENT, LLC	S
View Group	ANTHEM, INC AND ITS AFFILIATES	S L SA
View Group	ATLANTA HAWKS, LLC	S
View Group	BRAVES HOLDINGS, LLC (ATLANTA BRAVES)	S SA
View Group	CHILDREN'S ADVOCACY CENTERS OF GEORGIA	S L
View Group	CHRIS KIDS, INC.	S SA
View Group	CITY OF AVONDALE ESTATES	S

View Group	GEORGIA ASSOCIATION FOR BEHAVIORAL ANALYSIS	S
View Group	GEORGIA CASA	S
View Group	GEORGIA CONSERVATION VOTERS	S SA
View Group	GEORGIA EARLY EDUCATION ALLIANCE FOR READY STUDENTS	S SA
View Group	GEORGIA EQUALITY	S
View Group	GEORGIA FAMILY CONNECTION	S
View Group	GEORGIA NURSES ASSOCIATION (GNA)	S
View Group	GEORGIA PROFESSIONAL SPORTS INTEGRITY ALLIANCE, INC.	S SA
View Group	GEORGIA SOCIETY OF HEALTH - SYSTEM PHARMACISTS	S SA
View Group	GRADY HEALTH SYSTEM	S
View Group	HALMAR INTERNATIONAL. LLC	S SA
View Group	NARAL	S
View Group	NATIONAL ASSOCIATION OF SOCIAL WORKERS - GEORGIA CHAPTER	S
View Group	NORTHWOODS	S L SA
View Group	ROBBINS GELLER RUDMAN & DOWD	SA
View Group	SAVANNAH COLLEGE OF ART AND DESIGN	SA
View Group	SOUTHERN ENVIRONMENTAL LAW CENTER	S SA
View Group	TAYLOR ENGLISH DECISIONS LLC	S
View Group	THE BARTON CHILD LAW AND POLICY CLINIC	S SA
View Group	W.L.CLIFTON POLITICAL CONSULTING	S V SA
View Group	AMERICAN ASSOCIATION OF ADAPTED SPORTS	INACTIVE
View Group	AMERICAN HEART ASSOCIATION	INACTIVE
View Group	AMERICAN LUNG ASSOCIATION-SOUTHEAST REGION	INACTIVE
View Group	CANCER TREATMENT CENTERS OF AMERICA	INACTIVE
View Group	CAPITOL AFFAIRS, INC.	INACTIVE
View Group	CENTENE CORP.	INACTIVE
View Group	CENTER FOR THE VISUALLY IMPAIRED	INACTIVE
View Group	CHILD ADVOCACY CENTERS OF GEORGIA	INACTIVE
View Group	COUSINS PROPERTIES INCORPERATED	INACTIVE
View Group	DEKALB COUNTY SCHOOLS SYSTEM	INACTIVE
View Group	EXCELSIOR COLLEGE	INACTIVE
	FLOORTIME ATLANTA	

View Group		INACTIVE
View Group	GEORGIA ALLIANCE TO STOP CONSUMER FIREWORKS	INACTIVE
View Group	GEORGIA COALITION AGAINST DOMESTIC VIOLENCE	INACTIVE
View Group	GEORGIA COUNCIL OF ADOPTION LAWYERS	INACTIVE
View Group	GEORGIA EMERGENCY SHELTER ASSOCIATION	INACTIVE
View Group	GEORGIA LANDOWNERS ASSOCIATION, INC.	INACTIVE
View Group	GEORGIA PHARMACY ASSOCIATION	INACTIVE
View Group	GEORGIA TRIAL LAWYERS ASSOCIATION	INACTIVE
View Group	GEORGIA WOMEN FOR A CHANGE	INACTIVE
View Group	GLOBAL NOTICE	INACTIVE
View Group	GRE CAA, INC.	INACTIVE
View Group	IBM CONSULTING SERVICES	INACTIVE
View Group	INFRASTRUCTURE CORPORATION OF AMERICA	INACTIVE
View Group	J.L. MORGAN COMPANY INC.	INACTIVE
View Group	KIDS PEACE NATIONAL CENTERS OF GEORGIA	INACTIVE
View Group	MARSY'S LAW FOR GEORGIA	INACTIVE
View Group	NORTH GEORGIA ALLIANCE, INC.	INACTIVE
View Group	OCONEE REGIONAL HEALTH SYSTEM	INACTIVE
View Group	PAOG	INACTIVE
View Group	PEOPLE TV INC.	INACTIVE
View Group	PHYSICAL THERAPY ASSOCIATION OF GEORGIA	INACTIVE
View Group	PUBLIC CONSULTING GROUP	INACTIVE
View Group	SAAGS SEEKING PAY EQUITY	INACTIVE
View Group	SAVE OUR SECRET BALLOT	INACTIVE
View Group	THE HOME DEPOT	INACTIVE
View Group	WILLIAMS CONSULTING GROUP	INACTIVE

LOBBYIST REPORT INFORMATION (Click to Expand Information)

New Search



Search Lobbyist

- By Name
- By Group
- By Expenditures
- Lobbyist Roster

Search Other Report

- Business Transaction Reports
- Campaign Reports
- Personal Financial Reports & Affidavits
- Lobbyist Reports
- Late/Non-Filer Reports
- Vendor Gifts Reports
- CFC Main Search

[CFC Home Page](#)

LOBBYIST REGISTRATION AND DISCLOSURE REPORTS

Name: WILLIAM WOODALL
FilerID: L20050864
Address: 1600 PARKWOOD CIRCLE
 SUITE 200
City/State/Zip: ATLANTA, GA 30339
Telephone: (404) 640 - 5945



Year	Date Registered	First Name on Badge
2020	12/2/2019	WILLIAM
2019	1/2/2019	WILLIAM
2018	1/5/2018	WILLIAM
2017	12/5/2016	WILLIAM
2016	1/5/2016	WILLIAM
2015	1/5/2015	WILLIAM
2014	1/2/2014	WILLIAM
2013	12/27/2012	WILLIAM
2012	12/28/2011	WILLIAM
2011	1/5/2011	WILLIAM
2010	12/16/2009	WILLIAM
2009	1/5/2009	WILLIAM
2008	12/27/2007	WILLIAM
2007	1/2/2007	WILLIAM
2006	1/5/2006	WILLIAM

LOBBYIST GROUP INFORMATION (Click to Hide Information)

Action	Group Name	Levels
View Group	ALTRIA CLIENT SERVICES LLC AND ITS AFFILIATES	S
View Group	GEORGIA ELECTRIC MEMBERSHIP CORPORATION	S SA
View Group	AMERICAN FEDERATION FOR CHILDREN, INC.	S
View Group	ASTRO INTEGRATED SYSTEMS, LLC	S SA
View Group	BRAVES HOLDINGS, LLC (ATLANTA BRAVES)	S SA
View Group	DEKRA NORTH AMERICA, INC.	S SA
View Group	ESE NETWORKS	SA
View Group	GEORGIA HUNTING AND FISHING, LAC, INC.	S SA
View Group	GEORGIA PROFESSIONAL SPORTS INTEGRITY ALLIANCE, INC.	S SA

View Group	GEORGIA TRIAL LAWYERS ASSOCIATION	S
View Group	HALMAR INTERNATIONAL. LLC	S SA
View Group	HAMRICK CONSULTING, LLC	S SA
View Group	HARVEST CONNECT LLC	S SA
View Group	MCNA HEALTH CARE HOLDINGS LLC	S SA
View Group	MITIGATION RESOURCE GROUP, LLC	S
View Group	NASCAR ENTERPRISES, LLC	S
View Group	NATIONAL SOLID WASTES MANAGEMENT ASSOCIATION	S
View Group	PENSA HEALTH MANAGEMENT, INC.	S
View Group	TAYLOR ENGLISH DECISIONS, LLC	S
View Group	ANESTHESIA HEALTHCARE PARTNERS	INACTIVE
View Group	B.J. ALAN COMPANY	INACTIVE
View Group	BEASLEY FOREST PRODUCTS	INACTIVE
View Group	CHICKAMAUGA TELEPHONE CORPORATION	INACTIVE
View Group	CLEAN ENERGY STRATEGIES	INACTIVE
View Group	COLONY AMC	INACTIVE
View Group	COLONY CAPITAL ACQUISITIONS LLC	INACTIVE
View Group	COMMUNITY LOANS OF AMERICA, INC.	INACTIVE
View Group	COMSYS IT PARTNERS	INACTIVE
View Group	DOUGLAS-COFFEE COUNTY ECONOMIC DEVELOPMENT AUTHORITY	INACTIVE
View Group	GEORGIA MANUFACTURED HOUSING ASSOCIATION	INACTIVE
View Group	GEORGIA SOLAR INDUSTRIES ASSOCIATION, INC.	INACTIVE
View Group	GEORGIACARRY.ORG, INC	INACTIVE
View Group	GOLF INDUSTRIES	INACTIVE
View Group	GUARDIAN CENTERS OF GEORGIA, LLC	INACTIVE
View Group	HENRY COUNTY BOARD OF COMMISSIONERS	INACTIVE
View Group	JONATHAN N. SAVAGE, ESQ. COURT APPOINTED RECEIVER, NESTOR AND NESTOR TRAFFIC SYSTEMS INC.	INACTIVE
View Group	MCNATT GREENE AND PETERSON	INACTIVE
View Group	METRO ATLANTA CHAMBER	INACTIVE
View Group	MITIGATION MANAGEMENT	INACTIVE

View Group	NATIONAL RIFLE ASSOCIATION	INACTIVE
View Group	PEOPLEWORKS INTERNATIONAL	INACTIVE
View Group	POCKET PETS	INACTIVE
View Group	PREMIER EVENTS MANAGEMENT	INACTIVE
View Group	PRIVATE PROBATION ASSOCIATION OF GEORGIA	INACTIVE
View Group	PUBLIC SERVICE TELEPHONE COMPANY	INACTIVE
View Group	RINGOLD TELEPHONE COMPANY	INACTIVE
View Group	SHELTON FIREWORKS	INACTIVE
View Group	THE ALLIANCE FOR SOLAR CHOICE	INACTIVE
View Group	THE CONSERVATION CAMPAIGN	INACTIVE
View Group	THE GEORGIA CONSERVANCY, INC.	INACTIVE
View Group	THE RIDGES RESORT AT FIELDSTONE	INACTIVE
View Group	THOMAS & ASSOCIATES, INCORPORATED	INACTIVE
View Group	TITLE MAX CORPORATION	INACTIVE
View Group	VIEW MEDIA, LLC	INACTIVE

LOBBYIST REPORT INFORMATION (Click to Expand Information)

[New Search](#)



Search Lobbyist

- By Name
- By Group
- By Expenditures
- Lobbyist Roster

Search Other Report

- Business Transaction Reports
- Campaign Reports
- Personal Financial Reports & Affidavits
- Lobbyist Reports
- Late/Non-Filer Reports
- Vendor Gifts Reports
- CFC Main Search

[CFC Home Page](#)

LOBBYIST REGISTRATION AND DISCLOSURE REPORTS

Name: EDMUND THEODORE BURDO
FilerID: L20160015
Address: 1100 HOWELL MILL RD. NW UNIT 413
City/State/Zip: ATLANTA, GA 30318
Telephone: (706) 593 - 9029



Year	Date Registered	First Name on Badge
2020	12/10/2019	TED
2019	1/4/2019	TED
2018	12/11/2017	TED
2017	1/3/2017	TED
2016	1/5/2016	TED

LOBBYIST GROUP INFORMATION (Click to Hide Information)

Action	Group Name	Levels
View Group	AIDS HEALTHCARE FOUNDATION	S V
View Group	ANTHEM, INC AND ITS AFFILIATES	S L SA
View Group	CHILDREN'S ADVOCACY CENTERS OF GEORGIA	S L
View Group	CITY OF AVONDALE ESTATES	S
View Group	GEORGIA ASSOCIATION FOR BEHAVIORAL ANALYSIS	S
View Group	GEORGIA CASA	S
View Group	GEORGIA CONSERVATION VOTERS	S SA
View Group	GEORGIA EARLY EDUCATION ALLIANCE FOR READY STUDENTS	S SA
View Group	GEORGIA EQUALITY	S
View Group	GEORGIA FAMILY CONNECTION	S
View Group	GEORGIA NURSES ASSOCIATION (GNA)	S
View Group	GEORGIA PROFESSIONAL SPORTS INTEGRITY ALLIANCE, INC.	S SA
View Group	GEORGIA TRIAL LAWYERS ASSOCIATION	S
View Group	GRADY HEALTH SYSTEM	S
View Group	HALMAR INTERNATIONAL. LLC	S SA

View Group	NARAL	S
View Group	NORTHWOODS	S L SA
View Group	ROBBINS GELLER RUDMAN & DOWD	S L SA
View Group	SOUTHERN ENVIRONMENTAL LAW CENTER	S
View Group	TAYLOR ENGLISH DECISIONS, LLC	S
View Group	CENTENE CORP.	INACTIVE
View Group	GEORGIA COALITION AGAINST DOMESTIC VIOLENCE	INACTIVE
View Group	GEORGIA COUNCIL OF ADOPTION LAWYERS	INACTIVE
View Group	SAAGS SEEKING PAY EQUITY	INACTIVE
View Group	W.L. CLIFTON POLITICAL CONSULTING	INACTIVE



LOBBYIST REPORT INFORMATION (Click to Expand Information)

[New Search](#)



Search Lobbyist

- By Name
- By Group
- By Expenditures
- Lobbyist Roster

Search Other Report

- Business Transaction Reports
- Campaign Reports
- Personal Financial Reports & Affidavits
- Lobbyist Reports
- Late/Non-Filer Reports
- Vendor Gifts Reports
- CFC Main Search

[CFC Home Page](#)

LOBBYIST REGISTRATION AND DISCLOSURE REPORTS

Name: CHRIS HOPPER
FilerID: L20190022
Address: 1600 PARKWOOD CIRCLE
 STE, 200
City/State/Zip: ATLANTA, GA 30339
Telephone: (404) 640 - 5930



Year	Date Registered	First Name on Badge
2020	12/4/2019	CHRIS
2019	1/7/2019	CHRIS

LOBBYIST GROUP INFORMATION (Click to Hide Information)

Action	Group Name	Levels
View Group	AMB SPORTS & ENTERTAINMENT, LLC	S
View Group	ASTRO INTEGRATED SYSTEMS, LLC	S SA
View Group	ATLANTA HAWKS, LLC	S
View Group	BRAVES HOLDINGS, LLC (ATLANTA BRAVES)	S SA
View Group	GEORGIA PROFESSIONAL SPORTS INTEGRITY ALLIANCE, INC.	S SA
View Group	HALMAR INTERNATIONAL. LLC	S SA
View Group	HARVEST CONNECT LLC	S SA
View Group	MITIGATION RESOURCE GROUP, LLC	S
View Group	NASCAR ENTERPRISES, LLC	S
View Group	SAVANNAH COLLEGE OF ART AND DESIGN	SA
View Group	TAYLOR ENGLISH DECISIONS LLC	S
View Group	BARKBARK, LLC	INACTIVE

LOBBYIST REPORT INFORMATION (Click to Expand Information)

[New Search](#)

APPENDIX 3. CLIENT LIST AND CONFLICTS OF INTERESTS

TAYLOR ENGLISH DECISIONS

Current Client List (As of 10-28-2020)

AIDS Healthcare Foundation

Altria Client Services

AMB Sports & Entertainment

American Federation for Children

Anthem/Blue Cross Blue Shield of Georgia

Astro Integrated Systems

Atlanta Braves

**Barton Child Law & Policy Center
at Emory University School of Law**

Children's Advocacy Centers of Georgia

CHRIS 180, Inc.

Dekra North America, Inc.

ESE Networks

Georgia Association of Behavioral Analysts

Georgia Court Appointed Special Advocates

Georgia Early Education Alliance for Ready Students

Georgia Electric Membership Corporation

Georgia Equality, Inc.

Georgia Family Connection Partnership

Georgia Hunting and Fishing

Georgia Nurses Association

Georgia Professional Sports Integrity Alliance

Georgia Society of Health System Pharmacists

Grady Memorial Hospital

Halmar International, LLC

Hamrick Consulting

Harvest Connect

MCNA Health Care Holdings

Mitigation Resource Group

NARAL Georgia

NASCAR Enterprises

**National Association of
Social Workers – Georgia Chapter**

National Solid Waste Management Association

Northwoods Consulting Partners

PENSA Health Management

Robbins Geller Rudman & Dowd LLP

Southern Environmental Law Center

TAYLOR ENGLISH DECISIONS CONSULTING PORTFOLIO

Ted Burdo, Wendi L. Clifton, Chris Hopper and William Woodall are pleased to have had the opportunity to assist the following clients with their government relations and public affairs needs in Georgia over the last fifteen years:

AIDS Healthcare Foundation

Altria Client Services and Its Affiliates

American Federation for Children

American Heart Association

American Lung Association

American Medical Response

Anesthesia Healthcare Partners

Anthem/Blue Cross & Blue Shield of Georgia

Astro Integrated Systems

Atlanta Braves

B.J. Alan Company

Barton Child Law & Policy Clinic at Emory University School of Law

Beasley Forest Products

Cancer Treatment Centers of America

Chickamauga Telephone Corporation

Children's Advocacy Centers of Georgia

CHRIS Kids, Inc

City of Avondale Estates

Clean Energy Strategies

Colony AMC

Colony Capital Acquisitions

Community Loans of America

Comsys IT Partners

Coughlin Stoia Geller Rudman & Robbins LLP

Cousins Properties Incorporated

Dekalb County School System

Dekra North America

Douglas-Coffee County Economic Development Authority

ESE Networks

Excelsior College

Feld Entertainment

Floortime Atlanta

G4S Secure Solutions Inc.

Georgia Alliance to Stop Consumer Fireworks

Georgia Association of Behavioral Analysts

Georgia Coalition Against Domestic Violence

Georgia Council of Adoption Lawyers

Georgia Court Appointed Special Advocates

Georgia Early Education Alliance for Ready Students

Georgia Electric Membership Corporation

Georgia Emergency Stabilization and Assessment Centers for Children

Georgia Equality, Inc.

Georgia Family Connection Partnership

Georgia Hunting and Fishing

Georgia Manufactured Housing Association

Georgia Nurses Association

Georgia Professional Sports Integrity Alliance

Georgia Real Estate Closing Attorneys Association

Georgia Society of Health System Pharmacists

Georgia Solar Industries Association

Georgiacarry.org

Georgia Trial Lawyers Association

Georgia Women for a Change

Golf Industries

Grady Memorial Hospital

Guardian Centers of Georgia

Halmar International

Hamrick Consulting

Harvest Connect

Henry County Board of Commissioners

IBM Business Consulting Services

KidsPeace, Inc

Infrastructure Corporation of America

Marsy's Law for Georgia

MCNA Health Care Holdings

McNatt Greene and Peterson

Metro Atlanta Chamber

Mitigation Management

NARAL Georgia

NASCAR Enterprises

National Association of Social Workers – Georgia Chapter

National Rifle Association

National Solid Wastes Management

Northwoods Consulting Partners

Peach State Health Plan

People TV

PeopleWorks International

Pocket Pets

Premier Events Management

Prevent Child Abuse Georgia

Private Probation Association of Georgia

Public Consulting Group

Public Service Telephone Company

Procter & Gamble

Ringold Telephone Company

Robbins Geller Rudman & Dowd LLP

SAAGs Seeking Pay Equity

Save our Secret Ballot

Shelton Fireworks

Southern Environmental Law Center

The Alliance for Solar Choice

The Georgia Conservancy

The Home Depot

The Ridges Resort at Fieldstone

Thomas & Associates

Title Max Corporation

View Media

Zachry America

CONFLICTS OF INTEREST

Taylor English Decisions currently represents no clients that would be viewed as obvious conflicts of interest.

FEE PROPOSAL

I. SINGLE BILLING.

Decisions will provide a single invoice to the City on a monthly basis.

II. FEE PROPOSAL.

Decisions proposes a monthly fee of \$2,500 for a period of 12 months (a total of \$30,000 per year) for the government affairs services outlined above.

III. POLICY AND TERMS FOR CANCELATION

TERM. This Contract shall be effective from December 1, 2020 through November 30, 2021. This Agreement may be extended for additional twelve (12) month periods by mutual agreement of the parties evidenced by an exchange of emails or other writing confirming the extension.

TERMINATION. Either party may cancel this Contract for cause at any time by first providing written notice of material default and an opportunity to cure. If the default is not cured within thirty (30) days following receipt of the notice, the non-defaulting party may provide notice in writing of the cancellation of the Contract.

IV. PROPOSAL ACCEPTANCE PERIOD

Our proposal shall remain open for acceptance a minimum of thirty (30) days from November 1, 2020. Contract period will be for a period of twelve months, with the understanding that it may be re-evaluated and renewed annually for one-year increments, beginning December 1, 2021 by the City.

RFQ 20-05 ADDENDUM 1 ADDITION TO SCOPE OF WORK and PROPOSER QUALIFICATIONS & EXPERTISE

Date: 10-19-2020

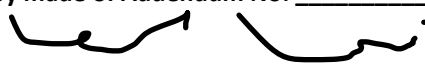
The City hereby adds to the following sections of RFQ20-05:

3.1. Scope of Work

- The Lobbyist shall provide analysis, advice and consultation on transportation and transit matters to support the City’s work with the Georgia Department of Transportation (GDOT), any other state agency or state created body, and to regional partnerships or collaborations to which the City of Dunwoody is a member or may be impacted by such organization’s policy positions.

4.2.1 Proposer Qualifications & Expertise

- The City highly desires that the successful proposer have operative experience with the Georgia Department of Transportation (GDOT) and/or other recent relevant experience with a Georgia regional transportation agency (s).

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDUM	
Acknowledgement is hereby made of Addendum No: <u> 1 </u>	Dated <u> 10.27.2020 </u>
Proposer’s Signature: <u>  </u>	
Proposer’s Name and Title: <u> Jonathan Crumly </u>	

RFQ 20-05 ADDENDUM 2 QUESTIONS AND ANSWERS

Date: 10-19-2020

Question: Section 1.4.1 regarding organization.

Is an appendix required? If so, what type of document is to be placed in the appendix? Is this where recognition of an addendum would go?

City Answer: Refer to Section 1.2.2 Addenda of RFQ20-05 which directs that a copy of each of all City of Dunwoody issued addendums shall be signed by the proposer to acknowledge receipt of the City addendums and placed in the Appendix Section of the Proposer’s Proposal.

Question: Section 1.4.4 regarding submission of the proposal.

Should the "fee proposal" be included as part of the electronic copy submitted on a USB flash drive, or submitted only on paper?

City Answer: The fee proposal shall be submitted on a separate USB flash drive.

Question: *Will the City accept our Standard Terms of Engagement? We can provide in advance or with our submission. Will the City provide advance consent?*

City Answer: No the City has its own standard terms which will be presented during the Negotiation Phase of this RFQ process.

ACKNOWLEDGEMENT OF RECEIPT OF ADDENDUM	
Acknowledgement is hereby made of Addendum No: _____	Dated _____
Proposer’s Signature: _____	10.27.2020
Proposer’s Name and Title: _____	