

CITY OF PEORIA CONTRACT

<u>11-21</u>

This agreement, made and entered into this 8th day of October A.D., 2021 by and between the City of Peoria, a municipal corporation, party of the first part, and Turing Strategies 1106 W 18th St. Unit 4W, Chicago, IL 60608, his/their executors, administrators, successors or assigns, party of the second part.

WITNESSETH: That for and in consideration of the payments and agreements mentioned in the proposal hereto attached, to be made and performed by the party of the first part, and according to the terms expressed in the bond referring to these presents, the party of the second part agrees with said party of the first part, at his/their own proper costs and expense to furnish and deliver all the work, materials and supplies in accordance with the specifications contained in said proposal, and in full compliance with all of the terms of this agreement.

IT IS UNDERSTOOD AND AGREED that the instructions to bidders, proposal, and bid and specifications are component parts of this contract and shall be deemed a part hereof. It is also understood and agreed that the contractor shall not assign, transfer, convey or otherwise dispose of this contract, or his right to execute it, or his right, title or interest in or to it or any part thereof, unless the previous written consent of the City Manager of the City of Peoria shall first be obtained thereto.

IN WITNESS WHEREOF, the said parties have executed these presents on the date above mentioned.

	THE CITY OF PEORIA
Turing Strategies will provide services to assist the City with developing and successfully pursuing its annual legislative platform in accordance with	By City Manager
the standards and specifications attached.	PARTY OF THE SECOND PART Turing Strategies
The contract will be effective October 8, 2021 through October 31, 2022 with the possibility of three (3) additional one-year extensions, subject to the recommendation of the City Manager.	(Name of individual, firm, or corporation) By (Member of firm or officer of corporation)
DDOVED FINANCE DEPARTMENT	APPROVED LEGAL DEPARTMENT

By Kyle Cratty)

APPROVED LEGAL DEPARTMENT

By Chrissie Kapustka

(Chrissie Kapustka)

By



419 Fulton Street Peoria, IL 61602



Legislation Text

File #: 21-279. Version: 1

ACTION REQUESTED:

Communication from the City Manager with a Request for the Following:

- A. APPROVE a CONTRACT with VINCENT R. WILLIAMS & ASSOCIATES to Serve as the City's LOBBYIST in the State of Illinois, in the Amount of \$4,600.00 per Month, and to Authorize the City Manager to Execute the Necessary Documents; and
- B. APPROVE a CONTRACT with TURING STRATEGIES to Serve as the City's LOBBYIST in the State of Illinois, in the Amount of \$3,680.00 per Month, and the Authorize the City Manager to Execute the Necessary Documents.

BACKGROUND: The City issued a Request for Proposal (RFP) seeking a firm to represent the City of Peoria in the State capitol. A state lobbyist helps City staff and elected officials craft and advance legislation and identifies potential funding opportunities that could benefit Peoria. The RFP included the following Scope of Work:

- 1. Advise City of the political and financial feasibility of the legislative platform and develop appropriate strategies in consultation with City staff including, but not limited to, drafting City specific legislation, facilitating coalitions to advance any introduced legislation and guiding legislation through the legislative process, resulting in the passage of sald legislation. Advise on presentation (organization, formatting, etc.) of legislative materials and assist in drafting materials and correspondence to support advocacy for legislative platform.
- 2. Proactively identify and analyze potential impacts of State budget proposals and pending legislation on the City and advocate accordingly. Assess legislative bills to determine the key pieces of legislation that should be brought to the City's attention.
- 3. Represent the City of Peoria in terms of communicating the City's legislative platform and position on State budget proposals and legislative bills to various stakeholders (Governor, local and other members of the Legislature, Committee staff, state agencies, other communities, advocacy groups, etc.), including writing letters of support/opposition and verbal communication (in person, meetings, testifying in Committees, etc.).
- Assist the Mayor, members of the City Council and City staff develop the annual legislative agenda.
- 5. During the legislative session, participate in periodic conference calls with the City Manager to review activity and plan for the upcoming weeks.
- 6. Create written report (monthly summary) regarding advocacy activities and participate in meetings as called via teleconference.

The RFP was sent to ten firms and placed on the City's website. Five firms submitted proposals. With additional state and federal funding available, staff would recommend that the City retain two firms, Vincent R. Williams and Associates and Turing Strategies, to work collaboratively on the City's behalf. Having two firms is not unique. Peoria County currently retains two firms to advocate upon the County's behalf. The attached contracts are for one year with three option years.

File #: 21-279, Version: 1

Vincent R. Williams and Associates is an MBE. 55.55% of this engagement would be performed by an MBE.

FINANCIAL IMPACT: Both firms agreed to an 8% reduction in their proposed rates. Vincent R Williams and Associates would be paid \$4,600 monthly and Turing Strategies would be paid \$3,680 monthly. The total annual cost of the dual engagement would be \$99,360. Funds are available in account 101-6010-503999.

NEIGHBORHOOD CONCERNS: N/A

IMPACT IF APPROVED: The City will retain the services of both firms for Lobbyists.

IMPACT IF DENIED: The City will not retain a Lobbyist for 2022.

ALTERNATIVES:

EEO CERTIFICATION NUMBER: Vince Williams and Associates 03693-330930 Turing Strategies Applied for

WHICH OF THE GOALS IDENTIFIED IN THE COUNCIL'S 2017 - 2032 STRATEGIC PLAN DOES THIS RECOMMENDATION ADVANCE?

- 1. Financially Sound City
- 2. Safe Peoria
- 3. Grow Peoria

WHICH CRITICAL SUCCESS FACTOR(S) FROM THE COMPREHENSIVE PLAN DOES THIS RECOMMENDATION IMPLEMENT?

- 1. Invest in our infrastructure and transportation.
- 2. Keep taxes and fees competitive.
- 3. Reinvest in neighborhoods.

DEPARTMENT: City Manager's Office

City of Peoria

Page 2 of 2

REQUEST FOR PROPOSALS

State Lobbying - Government Advocacy and Relationship Building RFP # 11-21



ISSUED BY DIVISION OF PURCHASING CITY OF

PEORIA, ILLINOIS

Sealed Requests for Proposals will be received at the office of

The PURCHASING MANAGER Room 108, City Hall,

419 Fulton Street, Peoria, Illinois until 2:00 P.M.

Friday, July 30, 2021

for furnishing the materials, or services
described herein.

PLEASE RETURN ENTIRE DOCUMENT AS YOUR RESPONSE.

SUBMITTED BY:

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INSTRUCTIONS TO PROPOSERS

Request for Proposal

ACCEPTANCE OF PROPOSALS - The right is reserved, as the interest of the City may require, to reject any or all proposals and to walve any nonmaterial informality or irregularity in the responses received. All such responses will be in English. The City will select a Proposer as described below or reject all Proposals within one hundred-twenty (120) calendar days from the date the responses are opened.

ADDITIONAL COPIES OF RFP - Proposers may secure additional copies of the RFP documents from the City of Peoria's Finance Department Purchasing Division.

RFP ENVELOPE IDENTIFICATION - Proposers shall submit their response in a sealed envelope which shall be clearly labeled with the organization/individual name and address. Proposers are requested to indicate in the LOWER LEFT HAND CORNER OF THEIR ENVELOPE THE ITEM BEING REQUESTED, REQUEST NUMBER, DATE AND TIME THE REQUEST IS DUE.

MAILING OF PROPOSALS— One (1) original and Three (3) copies of all responses are to be mailed or delivered to the City of Peoria Purchasing Department, Room 108, City Hall, 419 Fulton Street, Peoria, Illinois, 61602-1276. Proposals will not be accepted by FAX, e-mail, internet, telephone or telegraphic means. Information regarding the proposal can be obtained by calling the Purchasing Manager at (309) 494-8582.

CLOSING TIME - The Proposal closing time will be based upon Central Standard Time or Central Daylight Time, whichever is in effect on the date the proposal is due.

SELECTION - The proposal selected will be that which best meets the needs of the City of Peoria as expressed in the RFP. Said Selection will be made as per the guidelines created by the City of Peoria's Selection Committee. The content of the proposal, the experience of the firm/individuals and the result of any scheduled interview(s) may be considered in making the selection.

WITHDRAWAL OF PROPOSALS - Proposers may withdraw their proposals at any time prior to the RFP closing time by telephone, fax or written request. A telephone request must be confirmed in writing within 24 hours of the call and prior to closing time. No Proposers shall withdraw its response for a period of sixty (60) calendar days from the RFQ opening date. Negligence on the part of the Proposer in preparing a response confers no right of withdrawal or modification of a proposal after it has been opened. No response will be opened which has been received after the closing time specified in the RFP document and it will be returned unopened to the Proposer.

ALTERNATE RESPONSES - The RFP describes the service and level of experience/expertise, which the City feels are necessary to meet the performance requirements of the City. Proposers desiring to submit a response on items which deviate from these specifications, but which they believe to be equivalent, are requested to submit alternate responses. However, ALTERNATE TENDERS MUST BE CLEARLY INDICATED AS SUCH AND DEVIATIONS FROM THE APPLICABLE SPECIFICATIONS PLAINLY NOTED. The response must be accompanied by complete specifications of the items offered.

AWARD - An award will be made to the lowest qualified (responsive and responsible) proposal that complies with the terms and conditions of the specifications provided that it is in the best interest of the City to accept the proposal. Awards will be made on per item basis unless otherwise stated. The quality of the articles to be supplied, their conformity with specifications, their suitability to the requirements of the City and the delivery terms will be taken into consideration in making the award. By signing this document Vendor/Contractor/Consultant is

certifying they have not been barred from bidding by Federal, State or Local governments and has not been suspended or debarred from receiving federal funding.

COSTS - Unit costs must be clearly identified for each component requested by the RFP document or otherwise submitted by the Proposer. All costs shall be stated in U.S. dollars. In case of mistake in extension of cost, unit cost shall govern. All costing must be typewritten or written in link. No erasures are permitted. Mistakes must be crossed out and corrections typewritten or written in link adjacent thereto and initialed in link by the party signing the proposal or his authorized representative.

SIGNATURES - Each proposal must be signed by the Proposer with its usual signature. Proposals by partnerships must be signed with the partnership name by one of the members of the partnership, or by an authorized representative, followed by the signature and title of the person signing. Proposals by corporations must be signed with the name of the corporation, followed by the signature and title of person authorized to bind it on the matter. All signatures must be in ink.

INVESTIGATION - Proposer shall make all investigations necessary to thoroughly inform itself regarding the supplies and/or service to be furnished in accordance with the RFP. No plea of ignorance by the Proposer, of conditions that exist or that may hereafter exist as a result of failure or omission on the part of the Proposer to make the necessary examinations and investigations, will be accepted as a basis for varying the requirements of the City or the compensation to the Proposer.

EQUAL EMPLOYMENT OPPORTUNITY — To be awarded a contract all Suppliers, Vendors, Contractors to the City of Peoria, County of Peoria and/or the Peoria Park District must be registered in the City of Peoria's Contract Compliance Program and have a current EEO Certification number. This program is unrelated to any State and Federal program. The number is secured by completing and submitting, under notary seal, an Employer Report Form CC-1 (with required sexual harassment policy attached) to the City's Equal Opportunity Manager. Please note that the Certificate of Compliance is valid for one year and must be annually renewed. The form may be requested on-line from the City's website ((http://www.peoriagov.org/equal-opportunity-forms). Click on Government > Other Departments > Equal Opportunity > then select "Employer Report Form CC-1". The forms can also be obtained by writing or calling:

City of Peoria Equal Opportunity Manager 419 Fuiton St. Peoria, IL. 61602 (309) 494-8530 Voice

In accordance with Chapter 17 of the Peoria Municipal Code, a fifty-dollar (\$50.00) processing fee will be charged with each original submission of the Employer Report Form Co-1 that results in an approved certificate as well as the Annual Renewal Application. The only exception to payment of the processing fee is neighborhood associations.

Although all vendors are encouraged to obtain Equal Employment Opportunity Certification, vendors do not need an Equal Opportunity Certification to respond to a proposal. The EEO Certification Number is only required prior to the award of the contract.

Good Faith Efforts Requirements (projects exceeding \$50,000)
Minority/Women Business Enterprise(M/WBE) Utilization

Bidders must demonstrate that they made good faith efforts to meet participation goals. Documentation supportive of their good faith efforts to utilize M/WBEs must be submitted at the time of bid.

Compliance Reporting Minority/Female Worker Utilization

The General Contractor and its subcontractors must provide to the City of Peoria documentation on their good faith efforts to comply with the workforce participation goals. This would include, but not limited to, weekly certified payroll reports. All information will be provided through ePrismSoft, an electronic web based compliance tracking software. Access to ePrismSoft has been furnished by the City of Peoria. To activate access the General Contractor and subcontractors must contact Human Capital Development.

SAMPLES - Samples of items, when required, must be submitted within the time specified and at no expense to the City; and if not destroyed in testing, they will be returned at the Respondent's request and expense. Samples, which are not requested for return within thirty (30) days, will become the property of the City.

RESPONSES - A response is requested of all Proposers even if it is a "no response".

CONTRACT TERMS

TAXES - The City is exempt, by law, from paying State and City Retailers Occupation Tax, State Service Occupation Tax, State Use Tax and Federal Excise Tax. The City will execute tax exemption certificates whenever required. The unit prices should be exclusive of all taxes. In the event the unit price includes taxes, the Proposer must show the amount of tax included in the unit price.

CITY'S AGENT- The City of Peoria's Purchasing Manager shall represent and act for the City in all matters pertaining to the RFP and contract in conjunction thereto.

PATENTS - The successful Proposer agrees to protect, defend and save the City harmless against any demand for payment for the use of any patented material process, article or device that may enter into the manufacture, construction or form a part of the work covered by the contract.

HUMAN RIGHTS ACT - The contract will be subject to and governed by the rules and regulations of the Illinois Human Rights Act 775ILCS5/1-101 et seq. and as amended. And the provision of Chapter 775 of the Illinois Compiled Statutes 5/2-105 on Sexual Harassment policies.

NON-COLLUSION - With the executing of this RFP, the Proposer is certifying to non-collusion in the preparation and submittal. The response must be properly executed by the Proposer or the response will not be considered for selection.

DEFAULT - In case of default by the contractor, the City will procure the articles or services from other sources and hold the contractor responsible for any excess cost incurred.

CANCELLATION - The City reserves the right to cancel the whole or any part of the contract, if the contractor fails to perform any of the provisions in the contract or fails to make delivery within the time stated. The cancellation notice will be written and delivered by certified mall to contractors address on record. In the event the contract is canceled, the vendor may be declared an irresponsible vendor by the City manager...and as a result may be disqualified from doing business with the City for the period of one year in accordance with City Ordinance Section 10-

102. The contractor will not be liable to perform if situations arise by reason of strikes, acts of God or the public enemy, acts of the City, fires or floods.

PRICES SPECIFIED - The successful vendor agrees to furnish the material or services according to the City's plans, specifications and conditions and at prices specified herein.

DELINQUENT PAYMENT - By the signing of this RFP, the Proposer is certifying that the company is not delinquent in the payment of any indebtedness, tax, fee, liens, and fines owed or accruing to the City of Peoria or in the payment of any tax administered by the Illinois Department of Revenue and is in compliance with the terms and conditions of Section 10-109 of the Peoria City Code; and

Chapter 65 of the Illinois Compiled Statutes, Section 5/11-42.1-1.

PERMITS AND LICENSES - The successful Proposer shall obtain, at its own expense, all permits and licenses which may be required to complete the contract.

INSURANCE — The successful Proposer shall obtain, at its own expense, all necessary insurance with regard to its fiduciary responsibility to the City of Peoria. Said Proposer shall indemnify and hold harmless the City of Peoria, its officials, officers, directors, employees, heirs and assigns from any and all actions, claims, demands or suits at law or equity for damages, costs, loss or other injury as a result of the contract.

The City does not assume any liability for acts or omissions of contractor and such liability rests solely with contractor.

Contractor's Insurance — The contractor and all subcontractors shall secure and maintain such insurance policies as will protect the contractor or subcontractors from claims for bodily injuries, death or property damage which may arise from operations under this Contract whether such operations be by contractor or anyone employed by contractor directly or indirectly. The following insurance policies are required:

Statutory Worker's Compensation

Comprehensive General Liability
Combined Single Limit \$1,000,000.00
Property Damage \$1,000,000.00

Automobile Public Liability and Property Damage Combined Single Limit \$1,000,000.00 Property Damage \$1,000,000.00

insurance inclusions — The comprehensive general liability insurance shall include independent contractors' protective liability, products and completed operations broad form property damage coverage. The completed operations and products liability shall be maintained for two years after final payment.

Contractual Liability – The insurance required above shall include contractual liability insurance coverage for the contractor's obligations under the section below entitled, "Hold Harmless and Indemnification Agreement".

Certificates of Insurance — Certificates of insurance acceptable to the City indicating insurance required by the Contract is in force shall be filed with the City prior to contract approval by the City. These certificates shall contain a provision that coverage afforded under the policies will not be canceled until at least thirty (30) days prior written notice has been given to the City.

PRECEDENCE - Where special conditions are written in the specifications, these conditions shall take precedence over any conditions listed under the "Instructions to Proposers".

GOVERNING - This contract will be governed by the laws of the State of Illinois. The contractor/vendor agrees that Chapter 10 of the Code of the City of Peorla is hereby incorporated by reference, as if set out verbatim."

AFFIRMATIVE ACTION REQUIREMENTS - "The contractor/vendor will not discriminate against any employee or applicant for employment because of race, color, religion, sex, sexual harassment, ancestry, national origin, place of birth, age or a physical or mental handicap which would not interfere with the efficient performance of the job in question. The contractor/vendor will take affirmative action to comply with the provision of this division and will require any subcontractor to submit to the City written commitment to comply with this division. The contractor/vendor will distribute copies of this commitment to all persons who participate in recruitment, screening, referral and selection of job applicants, prospective job applicants, member or prospective subcontractors."

"The contractor/vendor agrees that the provision of Division 4 of Article III of Chapter 17 of the Code of the City of Peoria is hereby incorporated by reference, as if set out verbatim."

EMPLOYEE EMPLOYMENT RESTRICTIONS - THE CONTRACTOR

THE CONTRACTOR (hereinafter referred to as "SERVICE PROVIDER") agrees, as a condition of accepting this contract with the City of Peoria, that, for a period of one (1) year following completion of this contract, it shall be prohibited from hiring, directly or indirectly, any City employee or official who was involved, directly or indirectly in: (1) the selection and/or recommendation to select the SERVICE PROVIDER for performance of this contract; (2) coordinating the efforts of the SERVICE PROVIDER in the consummation or completion of this contract; or (3) monitoring or determining the performance of the SERVICE PROVIDER. The SERVICE PROVIDER further acknowledges and agrees that, upon the City's determination that a violation of this provision has occurred, the penalty imposed, at the sole discretion of the City, may include one or more of the following: (1) cancellation of any other contract(s) between the City of Peoria and the SERVICE PROVIDER; (2) disqualification of the SERVICE PROVIDER from bidding or being awarded future contracts with the City of Peoria for a period of two [2] years; and/or (3) payment of liquidated damages to the City of Peoria in the amount of TWENTY FIVE THOUSAND DOLLARS (\$25,000.00).

Local Purchasing -

For purchases of \$10,000.00 or greater, if:

- (1) the lowest bidding local vendor is a responsible bidder; and
- (2) the lower-bidding responsible bidders are not local vendors; and
- (3) the lowest bidding local vendor's bid is higher than the non-local vendor by no more than three (3) percent, then that local vendor should be considered the lowest responsible bidder. In case of a dispute about the application of this provision, the decision of the city manager or the purchasing agent acting for him shall be final. For purposes of this Subsection, a local vendor shall be one that sells goods or services to the public, either retail or wholesale, and owns or leases a physical, commercial business location, with on-site staffing and regular business hours, within the corporate limits of the City of Peoria, Illinois. The provisions of this subsection shall not be applied to a contract if the funding source prohibits local preference by law, rule, or regulation.

Responsible bidder for public works construction contracts in excess of \$100,000

Responsible bidder for public works construction contracts in excess of \$100,000 is limited to a bidder who meets all the job specifications, the following criteria, and the responsible bidder agrees to comply with the following criteria:

- (1) All applicable laws prerequisite to doing business in the State of Illinois
- (2) Evidence of compliance with:
 - Federal Employer Tax Identification Number or Social Security Number (for individuals)
 - b. Provision of Section 2000(e) of Chapter 21, Title 42 of the United States Code and Federal Executive Order No 11246 as amended by Executive Order No 11375 (known as the Equal Opportunity Employer provisions).
- (3) Certificates of Insurance indicating the following coverage: general liability, workers' compensation, completed operations, automobile, hazardous occupation, product liability and professional liability insurance.
- (4) All provisions of the tilinois Prevailing Wage Act, including wages, medical and hospitalization and retirement for those trades covered in the act.
- (5) Active apprenticeship and training programs approved and registered with the United States Department of Labor Bureau of Apprenticeship and Training for each of the trades of work contemplated under the award of the contract for all bidders and subcontractors.
- (6) Certified payrolls as specified in Illinois Public Act 94-0515 for all contractors and subcontractors.

REFERENCE - All of the contract terms shall be incorporated by reference into any written contract.



Request for Proposals State Lobbying - Government Advocacy and Relationship Building

Introduction

The City of Peoria seeks responses from individuals/firms with a proven track record in government advocacy and relationship building at the State level to assist the City in developing and successfully pursuing its annual legislative platform. Such assistance includes, but is not limited to:

- (1) Developing City specific legislation and building appropriate coalitions for such legislation to be successfully carried through the legislative process;
- (2) Proactively identifying, analyzing and informing the City about potential impacts of the State budget on the city and advocating accordingly;
- (3) Proactively identifying, analyzing and informing the City about the potential impacts of any pending legislation and policies that could affect the City and advocating accordingly.

The firm shall work with and report directly to the City Manager or his designee, but will work closely with the Mayor and members of the City Council. Each year the City endorses various issues and projects that will comprise its legislative platform. The 2022 legislative platform will be developed in the autumn of 2021 with guidance from the selected firm(s). In general, the State legislative platform has included the development of City-sponsored or City-supported legislation as well as capital funding requests, particularly for road projects. Legislative initiatives generally fall into these categories:

- Local control: Ensure local authority and control over governance issues, land
 use policies and the delivery of services, including flexibility and customization in
 designing and implementing policies and services that are responsive to the
 community's preferences.
- Fiscal Stability: Support efforts to generate new intergovernmental revenue and/or enhance existing revenue/reimbursement levels and oppose the loss of, or redirecting of existing revenue and/or the creation of additional unfunded mandates to the City.

- Efficient Service Delivery/Operations: Support efforts to streamline processes
 and promote operational enhancements germane to the City's mission and core
 services, and correspondingly, oppose legislation that creates undue fiscal and
 operational burdens on departments.
- Additional Capital and Operational Funding: Support efforts of the City to obtain state and federal funding for key infrastructure or service delivery projects that benefit the citizens on Peoria.

Given the broad nature of the City's platform, the City will consider using the services of multiple firms for selected areas depending on the quality of responses it receives to this RFQ. The initial contract with the selected firm(s) will be for a period of one year, commencing on or about September 1, 2021, with the possibility of three (3) additional one-year extensions, subject to the recommendation of the City Manager.

Scope of Work

The scope of work is a general guide to the work the City expects to be performed by the State advocacy firms(s), and is not a complete listing of all services that may be required or desired.

- Advise City of the political and financial feasibility of the legislative platform and develop appropriate strategies in consultation with City staff including, but not limited to, drafting City specific legislation, facilitating coalitions to advance any introduced legislation and guiding legislation through the legislative process, resulting in the passage of said legislation. Advise on presentation (organization, formatting, etc.) of legislative materials and assist in drafting materials and correspondence to support advocacy for legislative platform.
- Proactively identify and analyze potential impacts of State budget proposals and pending legislation on the City and advocate accordingly. Assess legislative bills to determine the key pieces of legislation that should be brought to the City's attention.
- 3. Represent the City of Peoria in terms of communicating the City's legislative platform and position on State budget proposals and legislative bills to various stakeholders (Governor, local and other members of the Legislature, Committee staff, state agencies, other communities, advocacy groups, etc.), including writing letters of support/opposition and verbal communication (in person, meetings, testifying in Committees, etc.).
- Assist the Mayor, members of the City Council and City staff develop the annual legislative agenda.

- During the legislative session, participate in periodic conference calls with the City Manager to review activity and plan for the upcoming weeks.
- 6. Create written report (monthly summary) regarding advocacy activities and participate in meetings as called via teleconference.
- 7. Travel to Springfield, Illinois as needed, with a minimum of one visit a week during the legislative session. Attend events coordinated by the City of Peoria.

Statement of Qualifications and Experience (Submittal Requirement)

All statements of Qualifications and Experience must include, but not be limited to, the following information and documentation:

- 1. A transmittal letter which states the respondent's desire to perform the required services.
- 2. Estimated costs should be a fixed price with expenses plus an hourly rate for the additional services.
- 3. Name, size and brief description of the firm, and their background, size, projects, scope and nature of service, including a biography for each team member who will be performing the services. Include the same information for any proposed sub-consultants. If sub-consultants are anticipated, describe the role proposed for each firm or consultant involved in the project, and the approximate percentage of work assigned to each.
- 4. A brief summary of any specialized experience, qualifications or unique capabilities that you feel is important to the successfully representing the City of Peoria.
- 5. Number of other governmental entities that your firm has represented over the past 3 years. Please also include a brief summary of the progress, success or struggles of each.

Evaluation Criteria

- Firm's experience in representing governmental entities at the state level. This to include any special experience a firm may have, special qualifications or unique capabilities;
- Reputation and expertise of the firm and any sub-consultants;
- Price to perform the service;

The City will review and analyze each proposal, and reserves the right to select the respondent who offers the best value. The City shall select the consultant which, in the

City's opinion, has made a proposal best suited to the needs and goals of the City and deemed to be in compliance with the terms of this RFP.

Questions

Questions must be submitted in writing (email acceptable). The City reserves the right to share questions and answers with all potential proposers.

Christopher Switzer,
Purchasing Manager
Peoria City Hall
419 Fulton Street, Room 108
Peoria, IL 61602
Email: cswitzer@peoriagov.org

Submission Information Due

Proposals due July 30, 2021. 2:00 PM

Any costs incurred by candidate firms or consulting teams in preparing submitted Statement of Qualifications are the sole responsibility of the respondent. A City staff review committee will evaluate all proposals. The committee may consist of members of the following Departments: Public Works, Finance, Legal, Community Development and the Office of the City Manager. Final recommendations will be made to the City Council. Final authorization to enter into a contract can only be made by City Council. Until that occurs, there are no commitments by the City.

Price

Submit a proposal with cost for services as stated above, including expenses and rates for any additional services.

RFP Timetable

(Dates for selection and approval are approximate)

RFPs advertised: July 9, 2021

Proposals are due: July 30, 2021 2:00PM

Consultant selected: August 10, 2021

Request City Council approval: August 24, 2021

CITY OF PEORIA PROPOSAL

The executing of this form certifies understanding and compliance with the total proposal package.

PROPOSAL SUBMITTED BY:

TURING STRATEGIES Company		#_TBD Peoria EEO Certificate of Compliance Number		
1100 w 18th St. Address	Vnit	411		
Chicago	State		60608 Zip	(173) 963 - 0518 Daytime Telephone #
(773)963-0548			John	Kamis
After Hours Telephone #		3/1171/3	Contact F	Partner
Name of Authorized Agent of	or Officer	113-151 113-151	7/:	Title 30/2021
Signature of Authorized Agent or Office		er		ate

MARK ENVELOPE: PROPOSAL #11-21

TURING TSTRATEGIES

July 30, 2021

City of Peoria

State Lobbying - Government Advocacy and Relationship Building RFP #11-21

> Prepared By: Turing Strategies John Kamis, Partner Phone: 773-963-0548

Email: john@turingstrategies.com

TURING TO STRATEGIES

July 30, 2021

Christopher Switzer, Purchasing Manager Peoria City Hall 419 Fulton Street, Room 108 Peoria, IL 61602

Mr. Switzer.

Thank you for the opportunity to submit a proposal to represent the City of Peoria for state-level advocacy efforts and relationship building. This is a time of tremendous opportunity for the City of Peoria to take advantage of the fact that, because of federal support, the State of Illinois' budget is finally in a strong position. Our firm's distinct experience working in the Governor's office, tracking and impacting legislation, and experience with the state budget make us uniquely qualified to represent the City of Peoria.

In addition, our team has a strong connection to the City of Peoria and central Illinois. I went to school at Bradley, Madi Dotson, our Turing Fellow, grew up outside of Peoria in Tremont, and several of our team members have family in Peoria. Turing Strategies is aware of the challenges facing the City of Peoria, but also the tremendous opportunities to build on Peoria's tremendous strengths. We strongly believe that the State of Illinois can play a significant role in Peoria's success, and we would be honored to represent the City of Peoria before the General Assembly and Illinois state government.

Please find all required documentation enclosed. Should you have any questions, please do not hesitate to contact me at 773-963-0548 or john@turingstrategies.com.

Thank you,

Joh Kai

John Kamis

TURING TISTRATEGIES

Proposed Pricing and Structure

Turing Strategies proposes that their services be retained for the monthly fee listed below:

Duration	Retainer		
12 months	\$4,000/month		

Pricing Justification

Our proposed cost is significantly lower than Turing's pricing for private sector clients. We are a full-scale firm that has five staff, and each of us has significant government experience and either has, or are actively pursuing, an advanced degree. We are always conscious of providing a significant return on investment above our retainer, and believe that this pricing is significantly lower than what other similarly sized small metro areas pay for their lobbying services. The price is intended to reflect how much our firm would like to represent the City of Peoria and help improve its relationship with the State of Illinois.

TURING TO STRATEGIES

Name, size and brief description of the firm, and their background, size, projects, scope and nature of service, including a biography for each team member who will be performing the services. Include the same information for any proposed sub-consultants. If sub-consultants are anticipated, describe the role proposed for each firm or consultant involved in the project, and the approximate percentage of work assigned to each.

Firm Structure

Turing Strategies has five staff members (biographies are available in the appendix):
John Kamis, Partner
Lindsay Anderson, Partner
Sarah Lackore, Senior Associate
Dawn Willis, Associate
Madilyn Dotson, Turing Fellow

John will be the primary contact and lead for the City of Peoria. He will lead the legislative agenda development, relationship building, legislative, and budgetary components of the engagement. Turing Strategies takes a holistic approach to our client servicing, and all team members will contribute their relationships and expertise to achieve the City of Peoria's goals

Firm Background

Turing Strategies was founded in 2020 by two seasoned veterans of high-level state government, John Kamis and Lindsay Anderson, who set out to build a government relations and public affairs practice that unequivocally believes in the power of good public policy and collective action to improve the City of Chicago and the State of Illinois.

Their public service includes time spent in the Illinois General Assembly, Governor's Office, Illinois Board of Higher Education, and University of Illinois System. Their government relations experience in the private sector includes representing some of the world's most innovative companies, from Google and Deloitte, to social impact organizations like Chicago Community Trust, Rebuild Foundation, and Pew Charitable Trusts.

When we began Turing Strategies, it was critical to us that we had sufficient capacity. During our tenures in the Governor's Office, we had been approached by lobbyists who were clearly unprepared and not adequately knowledgeable to represent their client's interest. We wanted to ensure that Turing Strategies had sufficient capacity to provide the research, relationships, and knowledge to ensure success for our clients. Our firm is unique in the fact that we have former senior Governor's Office staff, as well former House and Senate staff.

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Two other key differentiators are John and Lindsay's experience working for a municipal government. John spent several years lobbying on behalf of the City of Chicago, and understands the issues that municipalities face. Also, we have significant experience with the State's budget, capital, and appropriations processes. While in the Governor's Office, John oversaw Budgeting for Results, the administration's performance-based budgeting initiative. We are currently retained by Pew Charitable Trusts to support them in their efforts to provide budgetary support to the Governor's Office of Management and Budget. Lindsay was also Governor Quinn's Legislative Director when the State enacted Illinois Jobs Now!, the State's \$32 billion capital plan.

Our practice is uniquely positioned to provide the City of Peoria with the broad scale of services necessary to be more engaged with the State of Illinois and the Illinois General Assembly, and capitalize on the unique opportunities presented by the current federal infusion of money.

Current Turing Strategies Clients:

Alight Solutions Association of Illinois Rural and Small Schools Chicago Community Trust Chicago Low-Income Housing Trust Fund Consumer Data Industry Association Deloitte **Emergent Biosolutions** Genie Energy Google Illinois Coalition of Appraisal Professionals Illinois Council of Convention and Visitors Bureaus Illinois Society of Genetic Counselors **Pew Charitable Trusts**

SpotHero Vemo Education Vertex Pharmaceuticals

Rebuild Foundation

Prairie Band Potawatomi Nation



A brief summary of any specialized experience, qualifications or unique capabilities that you feel is important to successfully representing the City of Peoria.

As we have built Turing Strategies, we have been hyper-focused on building a premier government relations firm that would be easily distinguishable from our competitors. We are one of only a few firms that have: high level experience in an administration, budget expertise, multiple lobbyists on the team, and strong relationships across the administration, House, and Senate.

Administration Experience

John and Lindsay's experience working in the Governor's Office is particularly relevant to representing the City of Peoria. Our experience in the Governor's Office gives us not only a complete knowledge of the legislative process, but also the unique perspective of how to interact with and influence agencies important to the City. For example, John oversaw the policy agendas of the State's economic development agencies (DCEO, IDOT, Revenue) which are many of the agencies the City will need to work most closely with. In addition, we have meaningful relationships with key staff in the Governor's Office and relevant agencies. Many staff who Lindsay and John worked with are now leading agencies in the new administration. Lindsay also played a key role on Governor Pritzker's transition team, vetting many of the administration's key appointees. We believe that Turing Strategies is uniquely positioned to interact with the Governor's Office and relevant state agencies on behalf of the City of Peoria.

Budget and Capital

As mentioned previously, Turing Strategies has a unique understanding of the budget formation, approtirations, and capital budget processes. While in the Governor's Office, John oversaw Budgeting for Results (BFR), the administration's performance-based budgeting initiative. Through BFR, the administration created the first ever inventory of state programs and created the Illinois Performance Reporting System, which attached metrics to each program to better evaluate their efficiency and effectiveness. While leading BFR, John was a part of the agency budget development process, the Governor's Office budget construction process, and then a representative of the Governor's Office in the legislature's appropriations process. John currently advises numerous clients on how to navigate the State's budget process, and we consider our knowledge of the State budget a key differentiator.

We also have an understanding of the capital appropriations process. John and Lindsay were in the Governor's Office when the Quinn administration passed Illinois Jobs Now!, the State's \$32 billion capital program. We not only went through the creation of the capital bill, but also had significant exposure to how projects were prioritized and released. That

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experience is particularly important as the State is still working through the Governor's Rebuild Illinois capital plan.

Additionally, our knowledge of the budget process will be particularly valuable to the City of Peoria as the State decides how to spend the remaining roughly \$5 billion in ARPA funding. We believe that there will be significant opportunities for units of government that are most creative in developing asks of the State.

Legislative Process

All contract lobbyists should be able to help their clients navigate the legislative process. However, very few contract lobbyists have been responsible for the volume of legislation that John and Lindsay have been responsible for. As the Legislative Director for Governor Quinn, Lindsay, and the team she ran, were responsible for tracking and impacting the many thousands of pieces of legislation introduced each year. That included the development of all the administration's agency legislative agendas, tracking all legislation through the legislative process, impacting all legislation relevant to the administration, and overseeing the Governor's bill signing and veto process.

John has also been responsible for a significant volume of legislation, both through his time in the Governor's Office, but also lobbying on behalf of the City of Chicago. Indicative of his time representing Chicago, John is uniquely sensitive and attuned to all the ways in which legislative process can impact a municipality.

Scale and Capacity

When we created Turing Strategies, it was critical that we had sufficient capacity and scale to achieve our clients goals. In addition to John and Lindsay's expertise and experience, we wanted to ensure that we added staff that supplemented that experience and brought their own strong relationships and experience. For example, Sarah Lackore worked with members of the House of Representatives for over five years, both on the political and legislative side. Sarah recruited many of the House candidates who won election in 2018. Madilyn Dotson just completed two sessions on Senate staff, and has strong relationships with both Senators and key Senate staff. Our scale also allows us to provide a rare level of research and strategy for each of our clients.

At Turing Strategies, we also work to over-communicate with our clients, especially through our onboarding process. Our capacity allows us to devote the appropriate time to foster a relationship with our clients, get to know their unique needs, and keep them informed throughout the legislative and budget process.

Relationships

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One of the most important things to consider when choosing a contract lobbyist is the unprecedented amount of change that has occurred in the General Assembly. Each chamber has new leadership, which means new processes and changes in which members wield power. We have excellent relationships with both House Speaker Chris Welch and Senate President Don Harmon, having worked closely with them for many years. Also, we have strong relationships with their staff.

Not only is there a change in legislative leadership, but there has been extraordinary turnover among regular members. Half of the members of the House of Representatives have served less than two full terms. We have been strategic and focused on building relationships with new members as they enter the General Assembly. For example, John is on the Advisory Board and Selection Committee for the Edgar Fellows leadership program (a leadership program developed by former Governor Jim Edgar and run through the University of Illinois that chooses forty young leaders in state government). The program runs for a week each year in August and includes many young State Senators and State Representatives. Through his leadership in the program, John spends the full week with the new members and is able to develop a relationship with the new members before the legislative session even begins. Additionally, Sarah helped recruit many of the new members that were elected in 2018, and has a unique connection to them.

Finally, we have had the opportunity to work closely with Peoria's very talented members of the General Assembly over the years. We have known leader Gordon-Booth since she was first elected and helped with her first campaign. We have worked closely with Senator Koehler, and Madilyn was an intern for him during college. John and Rep. Spain have been good friends since they were Edgar Fellows together in the class of 2014. We also are in regular communication with J.D. Dalfonso from Discover Peoria, as he serves as the Illinois Council of Convention and Visitor Bureaus Vice-Legislative Chair. We believe that we can work closely with the City's delegation to ensure Peoria receives a disproportionate share of State support.

Strategy

One area of contract lobbying that we are particularly proud of is our ability to develop strategy on behalf of our clients. The breadth of our experience and relationships allows us to develop novel approaches that may not be obvious to others. We appreciate that the scope of work includes the development of a legislative agenda and budget strategy. We believe it is critically important to work closely with our clients through each step of the process. However, much of the likelihood of success is created through the planning process and focus accordingly on developing the correct strategy.

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Connection to Peoria and Central Illinois

When we created Turing Strategies, we wanted to be incredibly selective about the clients we took on, and we have been able to take on clients that fit our firm's brand and mission. Of the submissions you receive, we believe you will be hard pressed to find a lobbying firm who cares more deeply about Peoria than Turing Strategies. We believe that Peoria is at an inflection point, and that sufficient state support is critical to its success. Since his time at Bradley University, John has had deep love for the City of Peoria and understands both it's challenges and opportunities. Many of John's friends still live in Peoria and he visits Peoria several times a year. Madilyn Dotson is from Tremont and has family in Peoria, and Sarah Lackore also has family in Peoria.

In addition to spending significant time in Peoria, we have also done work with several Peoria institutions. We have represented OSF Hospitals and worked to prioritize state funding for Distillery Labs. As Peoria recalibrates due to the departure of Caterpillar, we want to help ensure that Peoria is front of mind for both legislators outside of Peoria and the administration. We would be honored to work for the City of Peoria and play a part in its success.



Number of other governmental entities that your firm has represented over the past 3 years. Please also include a brief summary of the progress, success or struggles of each.

Chicago Low-Income Housing Trust Fund

The Chicago Low-Income Housing Trust (Trust Fund) provides rental housing support for low income families within the City of Chicago. It is a creation of state statute and responsible for the distribution of the State's Rental Housing Support Program. We have represented them for seven years. This past session we were able to pass a bill through the House that doubled the fee collected at recordation which supports the Rental Housing Support Program. Unfortunately, the Senate had a policy of no fee increases this last year so the bill did not advance. We believe that we will be able to pass it next year.

A major success we have had for the Trust Fund is that their funding stream was challenged in court, but was ultimately upheld by the Illinois Supreme Court. However, roughly \$25 million dollars in funds were held in escrow. This presented a unique challenge in how to allocate funds from prior fiscal years. Working with Governor's Office staff, Democratic and Republican legislators, and budget staff, John was able to develop a unique mechanism to ensure that the funding was released and ensure no low-income families who were dependent on the funding were impacted.

Illinois Council of Convention and Visitors Bureaus

Turing Strategies won the contract with the Illinois Council of Convention and Visitors Bureaus (ICCVB) through a competitive RFP process this last session. The industry was facing unprecedented challenges due to the impact of COVID-19 on the tourism and hospitality industry. Working closely with the ICCVB leadership, we developed a strategy to secure emergency funding from the state. We had numerous conversations with the Governor's Office, key legislators, and legislative staff to ensure that ICCVB was one of the few organizations to receive funding in the first round of ARPA allocation. The State allocated \$69 million dollars, which amounts to two years of full funding. The ARPA funding provided a crucial lifeline to an industry that was among those hardest hit by the pandemic.

Town of Normal

We represented the Town of Normal through the 2019 and 2020 legislative sessions. We were able to work closely with their members to shape their capital bill asks, and impact legislation on behalf of the Town.

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There were two unique challenges we faced. First, the Town is represented by only Republican members who had minimal impact on the capital program. We had been recommended by Senator Jason Barickman to Normal because he understood the challenges an entirely Republican delegation would have in the capital process. While Normal was able to receive their share of capital funding, some larger projects promised to their legislators by the administration never materialized. Secondly, working with Normal through Covid made regular communication particularly difficult, especially as the State legislature only met for a total of five days in 2020. While we no longer represent Normal, we enjoy excellent relationships with Mayor Chris Koos and Town Manager Pam Reese.

Association of Rural and Small Schools

We have represented the Association of Rural and Small Schools (AIRSS) for the last three years. Having worked in the Governor's Office, John and Lindsay wanted to ensure that our practice benefitted all parts of the State. AIRSS has not previously had a lobbyist, but due to our efforts their Executive Director has a commitment from the administration to be appointed to the governing P-20 Council and is regularly consulted when issues impacting rural schools arise.

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Appendix: Staff Biographies

John Kamis

Partner, Turing Strategies

John has significant policy and governmental experience. Most recently, he served in Illinois Governor Pat Quinn's Administration as Senior Advisor for Economic Development and Legislative Affairs. In that role, John oversaw Budgeting for Results, the Governor's comprehensive budget and performance management reform plan. He also led several other Administration initiatives, including the Governor's Economic Recovery Commission.

As Senior Advisor, John also managed and coordinated the legislative agendas of the Administration's economic development agencies. Notably, he represented the Governor's Office in negotiations that led to the development of a public-private partnership framework, the reauthorization of the Enterprise Zone program, the establishment of an independent tax tribunal, the creation of the Angel Tax Credit, improvements to the Illinois Procurement code, and numerous pieces of legislation designed to spur economic development in Illinois.

The agencies that John oversaw were the Department of Transportation, Department of Commerce and Economic Opportunity, Department of Revenue, Illinois Finance Authority, Illinois Housing Development Authority, Illinois Toll Highway Authority, and the Capital Development Board.

Prior to serving in the Governor's Office, John worked for the City of Chicago as an Assistant to the Mayor in the Mayor's Office of Intergovernmental Affairs. In that role, John lobbied the Illinois General Assembly on behalf of the Mayor's Office. He was responsible for coordinating with relevant City agencies in developing their policy agendas and budget requests.

John was appointed by Governor Quinn to serve on the Budgeting for Results Commission, which is charged with creating an outcome oriented budget process. In addition, he was selected by the Illinois General Assembly to be a member of the Illinois Housing Task Force.

John was selected by Crain's Chicago Business list of 40 Under 40, which highlights professionals who have reached the top of their fields before the age of 40. John was also selected as an Edgar Fellow, the leadership development program created by former Governor Jim Edgar to foster bi-partisanship. He now serves on the Advisory Board and Selection Committee for the Edgar Fellows Program. John was also named a Leadership Greater Chicago Fellow and selected to participate among the top leaders from the business, government, and civic communities in the Chicago-land region. He was only the

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second registered lobbyist selected in Leadership Greater Chicago's 30 year history (Lindsay Anderson is now the 3rd).

John obtained his Juris Doctorate from the University of Illinois College of Law and his BA from Bradley University.

Lindsay Anderson Partner, Turing Strategies

Lindsay has a wide variety of government relations experience in both legislative and executive roles, and is no stranger to the intricacies of State government. Lindsay began her legal career at the City of Chicago where she worked in the law department and the Mayor's office of Intergovernmental Affairs. She also served as assistant counsel in the office of House Speaker Michael Madigan where she served as parliamentarian of the Local Government Committee. She was Gov. Quinn's Legislative Director during some of the most complex legislative fights in recent years, including the 2011 tax increase and the passage of marriage equality legislation and the repeal of the death penalty. More recently, she served as the Executive Director of the Office of Governmental Relations for the University of Illinois, where she pioneered IPAC, U. of I.'s Investment, Performance and Accountability Commitment. IPAC is an innovative partnership between the legislature and the University to guarantee the sustainable funding the University needs to thrive while ensuring that the University continues to well serve Illinois' students. In her role, Lindsay oversaw U. of I.'s advocacy efforts at the local, state and federal level.

Lindsay also has bipartisan experience in State government. She was appointed by Gov. Quinn to head the State University Retirement System and the Illinois Board of Higher Education, two entities responsible for billions of dollars each year. She stayed on in those positions during the Rauner administration until 2016.

Lindsay is a graduate of the University of Illinois and Chicago-Kent College of Law. Lindsay was a 2017 Edgar Fellow and a 2021 Leadership Greater Chicago Fellow.

Sarah Lackore Senior Associate, Turing Strategies

Prior to joining the firm, Sarah Lackore worked on the legislative and political teams of Illinois House Speaker Michael Madigan for over five years. As a veteran communications and legislative specialist in the House Democrats' Springfield and Chicago offices, Sarah designed and executed extensive district outreach and media plans for districts across the state, developed and honed legislative agendas, and facilitated a wide-range of legislative committees including Judiciary: Civil and State Government Administration.

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With a heavy focus on data-driven messaging, targeting, and extensive field programs, Sarah has an undefeated record of managing successful, top-tier campaigns for the House Democrats in districts across Chicago, the suburbs, and downstate Illinois. She managed campaigns for Rep. Sonya Harper (Chicago), Rep. Mike Halpin (Quad Cities), Assistant Majority Leader. Lisa Hernandez (Suburban Cook County, Chicago), and Rep. Karina Villa (DuPage and Kane Counties).

During the 2018 election cycle, Sarah led candidate recruitment and development efforts in several targeted Republican-held seats resulting in the flipping of three key suburban districts. Using a wide-breadth of research techniques, Sarah also led several candidate and opposition research projects for the party, which defined the direction of messaging for campaigns across the state. The 2018 cycle saw House Democrats achieve their largest majority in modern history.

Sarah graduated with a B.A. in Political Science and Communication Studies at Illinois State University and resides in the Logan Square neighborhood in Chicago. Sarah is currently pursuing a Masters of Public Administration at Northwestern University.

Dawn Willis Associate, Turing Strategies

Prior to joining Turing Strategies, Dawn has served in key legislative and executive positions on both the state and national levels. Dawn served as U.S. Senator Dick Durbin's summer law clerk for the U.S. Senate Committee on the Judiciary. She also served as Legislative Counsel for the Office of the Speaker of the Illinois House of Representatives where she staffed the Judiciary Committees (Civil and Criminal). In this role, she worked on issues including all legislation relating to the Office of the Attorney General of Illinois, the Illinois Regenerative Medicine Act and financial regulation. Dawn also served as Legal Counsel for the Office of the Governor of Illinois where she worked on state policy, litigation, and agency oversight.

Over the last several years and currently, Dawn has taught as Adjunct Faculty of law and policy at North Central College and has served as Co-Chair of the Chicago Bar Foundation's (CBF) Advocacy Committee.

Dawn is a graduate of Cornell University and Chicago-Kent College of Law. At Kent, she served as contributing and associate editor of The Journal of Intellectual Property, was a member of the Intellectual Property Moot Court and completed a fellowship where she advised government and business on policy raised by emerging technologies.

Madilyn Dotson Turing Fellow, Turing Strategies

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Madi graduated summa cum laude from Southern Illinois University Edwardsville with a B.S. in Criminal Justice Studies and Political Science. She is currently working towards her J.D. with a certificate in Labor and Employment Law and recently finished her first year at IIT Chicago-Kent College of Law. Prior to law school, Madilyn worked for the Illinois Senate Democrats as a Legislative Staff Intern as part of the Illinois Legislative Staff Internship Program (ILSIP). As an intern, she staffed the Revenue and Commerce and Economic Development committees and played a role in drafting the revenue portion of the 2019 capital bill. During her second year with the Senate Democrats, Madilyn staffed the Education Committee and worked to pass the COVID-19 education relief package in 2020.

In her free time she enjoys golfing, reading and playing with her dog, Juno.