

# DeLaForest Consulting, LLC



January 20, 2011

Mr. Kurt Ulrich

City Administrator

City of Ramsey

Dear Mr. Ulrich,

DeLaForest Consulting, LLC is pleased to offer this proposal to represent Ramsey's interests at the Capitol regarding the pursuit of state capital investment dollars and changes to Minnesota statutes during the 2011 legislative session.

## **Services Sought by the City of Ramsey**

Ramsey is seeking governmental relations representation at the state Capitol with respect to five issues, listed in order of priority for the city.

### 1. Ramsey Station for Northstar Commuter Rail.

The city is seeking to secure state capital investment dollars in the amount of approximately \$4 million to assist in the construction of a rail stop. The stop is critical to supporting "The Center Of Ramsey (COR)," a transit-oriented development at the heart of the city's long-term economic development strategy.

### 2. Highway 10/ Armstrong Boulevard Interchange.

An interchange at this location would support The COR project by providing greater access from Highway 10, a key transportation corridor. The city is pursuing capital investment or other available appropriations or grants in the amount of approximately \$5 million.

### 3. Tax Increment Financing Modifications.

Ramsey seeks modifications to an existing Tax Increment Financing (TIF) district supporting The COR. These modifications would allow the city to better leverage the economic advantages of this public financing tool.

### 4. Minnesota Statutes Chapter 13D Modifications.

Popularly known as the "Open Meeting Law," the city desires to amend Chapter 13D, and perhaps the Data Practices Act as well, to better protect information the city believes is more in

763-439-1178

chris@delaforestconsulting.com / www.delaforestconsulting.com  
15806 Linnet Street NW, Andover, MN 55304

the nature of a trade secret or proprietary information, all of which is easily discoverable by the city's competitors under current law.

#### 5. Street Improvement Districts.

Ramsey, like other cities, would like to take advantage of street improvement district authority, which would give the city another option with respect to funding street improvements. This option would be especially useful in Ramsey, where there is a wide variety of public infrastructure, ranging from high-density mixed use developments to sparsely populated residential areas characterized by multi-acre lots.

#### **Services Provided by DeLaForest Consulting, LLC**

DeLaForest Consulting is a full-service governmental relations and public relations firm. In addition to providing the full suite of traditional governmental relations services, the firm also provides first-class public relations and media relations support to clients.

DeLaForest Consulting is well suited to represent the City of Ramsey in all five areas in which it seeks legislative representation.

These services may include, depending upon the city's particular needs:

- Drafting legislation, amendments to legislation, Rules, Rule amendments, and state agency policies;
- Working with the Client to develop a comprehensive legislative strategy;
- Lobbying key legislators and legislative staff;
- Lobbying key state agencies and the Office of the Governor;
- Testifying before relevant legislative committees;
- Serving as a spokesman, making media appearances and giving interviews;
- Writing opinion columns to appear in print and Internet media;
- Coordinating grassroots support;
- Crafting testimony for committee testifiers;
- Preparing persuasive documentation for legislators;
- Working with the Client to develop media messaging.

#### **DeLaForest Consulting, LLC is the Right Choice**

##### Background

DeLaForest Consulting was founded and is owned and operated by Chris DeLaForest. It was formed in 2008 after he decided not to seek a fourth term in the Minnesota House of Representatives.

The firm was put on hiatus in June of 2009 when Chris accepted an appointment to join the Pawlenty administration as the governor's Director of Legislative and Cabinet Affairs.

With his state service recently completed, the firm is once again offering clients a full range of governmental relations and public relations services.

### About Chris DeLaForest

Chris DeLaForest brings a wealth of political experience, leadership/ management skills, and legal training to bear on behalf of clients.

He recently stepped down as Governor Pawlenty's Director of Legislative and Cabinet Affairs, a position that serves as the governor's most senior policy advisor. Chris led a team of policy advisors that was responsible for crafting and implementing the governor's entire legislative agenda. He was also tasked to act as the governor's representative to the legislative, all state agencies, and the federal government. In short, Chris had the opportunity to truly "get under the hood" of state government and learn how government operates in a way few people ever see.

In addition to executive branch experience, Chris served for three terms in the Minnesota House of Representatives, serving District 49A in central Anoka County. During his three terms, he served in a large majority, a nearly tied House (68-66), and in a small minority. Experiencing all three dynamics taught him the value of establishing strong relationships across the partisan spectrum.

During his tenure, Chris served on the following committees:

Civil Law

Taxes

Transportation

Commerce

State Government Finance

His leadership and management background also includes military service. Chris served as an Army officer on active duty for four years, where he led a tank platoon, a reconnaissance platoon, and battalion staff cell responsible for training and operations. He was twice promoted and honorably discharged at the rank of captain.

Chris also boasts a legal background that gives his clients the comfort of knowing that he can review and scrutinize the sometimes confusing language of legislative documents to ensure that any proposed bill or amendment meets their needs and supports their goals.

He earned his law degree from the University of Minnesota Law School, *cum laude*, and his bachelor's degree from Saint John's University in Political Science, *summa cum laude*.

### The Right Experience

Unlike many lobbyists, Chris has an extremely unique and valuable background in both legislative and executive branch governance. The experience of serving as both a legislator and a senior advisor to a governor gives him a "360 degree" view of state government, which gives his clients an advantage as they compete for scarce resources.

An excellent example of the way in which this experience is helpful to clients is the capital investment bill, popularly known as the "bonding bill." In 2010, Chris was responsible for executing Governor Pawlenty's bonding bill from start to finish.

In his role, he led a team that reviewed proposals, crafted the governor's recommendations, negotiated with the legislature, and finally brought the bill to a successful conclusion.

Few people in Minnesota government understand the capital investment bill process in a comprehensive manner. Chris does, and he can put that knowledge to use on behalf of Ramsey.

Another example of Chris DeLaForest having the right kind of experience is his assignment to the House Taxes Committee. In addition to the having a familiarity with the arcane world of taxation, service on the committee creates a strong bond of "brotherhood" and "sisterhood" with former colleagues and staff that carries beyond legislative service, conferring upon alumni an "open door" relationship with the committee.

### The Right Relationships.

Ultimately, good governmental relations is about positive relationships with legislators, state agencies, and the public servants who work across state government. The best public policy ideas are "dead in the water" if they cannot first gain an audience and then legislative and gubernatorial support.

Chris DeLaForest has spent a decade building and strengthening relationships with key Capitol decision makers. While these relationships don't guarantee a particular outcome, they greatly enhance the chances that an issue will be heard by decision makers and given a fair hearing.

While he has numerous friendships and professional relationships at the Capitol, some of the more relevant relationships include:

Speaker of the House Kurt Zellers

Senate Majority Leader Amy Koch

Tom Sorel, Commissioner of MnDOT

Jim Showalter, Commissioner of Management and Budget

Michele Kelm-Helgen, Governor Dayton's Director of Legislative and Cabinet Affairs

Cullen Sheehan, Chief of Staff to the Senate Republican Caucus

Rep. Paul Thissen, House Minority Leader

Sen. Dave Senjem, Chairman of Senate Capital Investment Committee

Rep. Larry Howes, Chairman of House Capital Investment Committee

Rep. Peggy Scott, Vice Chair of House Capital Investment Committee

Rep. Greg Davids, Chairman of the House Taxes Committee

Rep. Ann Lenczewski, ranking DFL member of the House Taxes Committee

Costs

DeLaForest Consulting proposes the following fee structure to represent the city regarding issues 1-3:

- Ramsey Station
- Interchange Project
- TIF modifications

**\$20,000**

Regarding issues 4 and 5, more information is needed before offering a proposed fee.

Sincerely,



Christopher J. DeLaForest

## Wm G. Haas Jr.

---

Kurt Ulrich

City of Ramsey

7550 Sunwood Dr NW

Ramsey, MN 55303

Dear Kurt:

Attached is a copy for my fee schedule to represent the City of Ramsey's interest at the Capitol in St. Paul.

I have been lobbying for the past 5 years. During that time, I have worked on a wide variety of issues and have been successful in passing all but one of the issues. Below are some of the issues I have worked on.

Secured \$200,000 for a feasibility study to develop a Bio-fuels production facility located in Northwestern Minnesota.

Secured \$50,000 to fund a feasibility study to develop a youth chemical dependency treatment facility in the City of Bemidji

Secured \$2,000,000 to purchase a youth chemical dependency treatment facility in Bemidji

Negotiated and passed the legislation to transfer a DNR forest fire station in Clearwater County to White Earth Tribal Nation for \$1. White Earth will man the fire station. The transfer will saved the DNR the yearly operational cost of the station.

Last session, I successfully negotiated and passed several bills to begin the transfer of the Brainerd Treatment Facility to White Earth Tribal Nation. The plan is for a 5 year transfer of 190 areas' of land and 21 building for the purpose of Chemical and Mental Health Treatment. The facility will create 300 new jobs in the City of Brainerd.

The above represent some of the more complex pieces of legislation I have successfully passed in the past 5 years.

I have a very good working relationship with the House, Senate and Governors office, in addition to my relationship with individual legislators, both Democrat and Republican.

## Wm G. Haas Jr.

---

I look forward to the challenge to represent the City of Ramsey to secure the funding to build a Transit Station.

If you have any questions, do not hesitate to contact me at 612 751 7968

Sincerely

Wm. G. Haas Jr.

215 Lowell Rd.

Champlin, MN 55316

## REPRESENTATION AGREEMENT

This agreement, made and entered into this 1<sup>st</sup> day of January, 2011 by and between the City of Ramsey:

City of Ramsey  
7550 Sunwood Dr. NW  
Ramsey, MN 55303

And

Wm G. Haas Jr.  
215 Lowell Rd  
Champlin, MN 55316

The City of Ramsey and Wm G. Haas Jr. agree that Mr. Haas shall represent the best interest of the City of Ramsey on behalf of issues before the Minnesota Legislature and the State of Minnesota

This representation shall include:

- Contact legislators and secure support for the issues represented.
- Monitoring the progress of legislation
- Analysis of legislation
- Contact and work with Agencies and Governor's office regarding specific legislation
- Draft proposed legislation
- Reporting of progress on issues to City of Ramsey
- Set up appointments for City of Ramsey members and/or their representatives

The terms of this agreement shall include the following fee billed monthly:

Representation during legislative session will be billed at a minimum \$2,000 per month. That amount covers 20 hours of Representation. The maximum billing per month will be \$6,000. The billing rate is set at \$100 per hour.

Non Session representation will be billed at \$100 per hour, plus expenses for out of town travel and lodging.

Mr. Haas shall be responsible for all expenses associated with this contract and no additional expenses will be billed to the City of Ramsey unless agreed upon in advance. The exception are overnight expenses incurred by Mr. Haas, will be the responsibility of the City of Ramsey.

This agreement may be extended beyond January 2012, if mutually agreed upon by all parties involved.

Agreed:

BY:

Wm G. Haas Jr.

Date

And:

BY:

Date

## Kurt Ulrich

---

**From:** tommywork@mchsi.com  
**Sent:** Monday, January 24, 2011 7:26 AM  
**To:** Kurt Ulrich  
**Subject:** Lobbying Contract

Hello Kurt -

I am very much interested in the lobbying contract for the City of Ramsey.

My background includes:

Four years as a Chanhassen City Council member. Chanhassen was one of the earliest communities to successfully use TIF. Former City Manager Don Ashworth and current City Manager Todd Gerhardt were pioneers in this area. I served with both of them.

Eight years as a Carver County Commissioner (current position). Including seven years as a member of the Transportation Advisory Board of the Met Council. Transportation issues have been my expertise.

10 years as a member of the Minnesota House of Representatives; my final four years were as Chairman of the House Transportation Committee. Your previous lobbyist Commissioner Tinklenberg and I worked together often.

I am currently a lobbyist for the Minneapolis Parks and Recreation Board. Previously I have lobbied at the state capitol on many issues including as the lobbyist for Minnesota's Motorcyclists.

Contract amount: \$18,000

Thank You for the opportunity and I look forward to working with you and the Ramsey City Council.

Tom Workman

952-250-4924



# The Tinklenberg Group

The interchange of strategies and solutions

## City of Ramsey Consulting Services Agreement Amended Based on January 11, 2011 Council Meeting Approval January 2011

### OVERVIEW

The following work tasks are part of the Consulting Services Agreement between The Tinklenberg Group and City of Ramsey. The work described herein is in response to the City's interest to pursue a variety of tasks associated with advancing the construction of the TH 10/Armstrong Boulevard interchange project and to secure remaining funds for the construction of the Ramsey commuter rail station.

### SPECIFIC WORK ELEMENTS

#### FEDERAL FUNDING COORDINATION RE: FY11 APPROPRIATIONS

Term: January 2011 – March 2011

Total Cost: \$6,000

- Work with Senator Klobuchar and Senator Franken and their respective staff persons to secure federal funds for the rail station as part of the FY11 Appropriations bill.
- Communicate with staff persons in Washington D.C. and in the district office to ensure accurate and timely information relative to the project, funding strategy and needs.
- Coordinate site visits, meetings and other opportunities to maximize project exposure and local/regional support.
- Respond to requests for information and follow up as necessary and/or directed by the city.
- Maintain communication with other agencies and policy leaders to ensure consistency in information sharing and messaging to congressional leaders and staff relative to the project and needs.

#### STATE BONDING – TH 10/ARMSTRONG BLVD INTERCHANGE / RAMSEY COMMUTER RAIL STATION:

Term: January 2011 – May 2011

Total Cost: \$18,000

- Assist in developing a funding strategy that includes state bonding funds as part of a full funding package for the construction of the TH 10 Armstrong Boulevard interchange.
- Coordinate with appropriate agencies and groups to ensure inclusion of the Ramsey Commuter Rail Station as part of the 2011 bonding bill.

- Meet with members of the state House and Senate Capital Investment Committees to advocate for their support as part of the bonding bill; maintain regular contact to ensure the Armstrong interchange and rail station remain as visible and viable projects among decision-makers.
- Work with the Governor's Office and the Minnesota Department of Transportation to ensure project support and cooperation.
- Coordinate with key representatives from Anoka County Regional Rail Authority, Metropolitan Council and other agencies as appropriate to ensure maximum support for a bonding request that includes the commuter rail station.
- Utilize existing relationships among state House and Senate leadership to support bonding requests.
- Support passage by producing appropriate information, developing testimony, being present for appropriate hearings and responding to questions.

**TIMING AND COST**

The timing for each work element is noted above; federal funding activities are based on the federal schedule and may fluctuate.

Work shall begin immediately upon signing of the consulting services agreement. Travel and other expenses will be billed separately and in addition to consulting services; all expenses shall be approved in advance.

Agreed and Approved By:

\_\_\_\_\_  
 Bob Ramsey, Mayor  
 City of Ramsey

\_\_\_\_\_  
 Terri Neely Tinklenberg, Vice-President  
 The Tinklenberg Group

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Date