



The Tinklenberg Group

The interchange of strategies and solutions

City of Ramsey Federal Funding Consulting Services Proposal January 2012

OVERVIEW

The Tinklenberg Group respectfully submits the following proposal in response to the City of Ramsey's interest to pursue federal funding opportunities that will advance the construction of the TH 10/Armstrong Boulevard interchange project.

We believe The Tinklenberg Group has two distinct advantages in conducting this work on behalf of the city. The first is that our experience has prepared us in a unique way to successfully navigate the changes that have occurred in the process by which federal funding is allocated to local transportation projects. The traditional practice of earmarks has been eliminated. That does not however mean that funding decisions have been separated from political influence, as the following recent headlines from various parts of the country demonstrate:

"Congresswoman Corrine Brown is extremely pleased to announce a \$2.3 million USDOT FTA grant for Jacksonville Transit Authority..." *Mass Transit Magazine, December 2, 2011*

"U.S. Senator Dick Durbin, Illinois Governor Pat Quinn and U.S. Representative Jerry Costello joined Mayors Rahm Emanuel of Chicago and Tom Hoechst of Alton today in announcing that Illinois will receive a total of \$44,288,000 in TIGER grant funding..." *Mass Transit Magazine, December 15, 2011*

"U.S. Representative. Nick Rahall and Senators Jay Rockefeller and Joe Manchin announced the West Virginia Ports Authority will receive a \$12 million TIGER grant from the USDOT..." *Progressive Railroading, December 15, 2011*

"U.S. Representative Allyson Schwartz announced today a \$10 million grant..." *Mass Transit Magazine, December 14, 2011*

"U.S. Senators Kent Conrad and John Hoeven and Representative Rick Berg announced the USDOT awarded a \$10 million TIGER grant to help fund upgrades to a rail line near Devils Lake..." *Progressive Railroad, December 14, 2011*

The new funding process involves identifying as many applicable funding programs as possible, completing the applications persuasively, building informed and committed political support among local members of congress and rallying business community support around the potential of the project to generate increased economic development. The Tinklenberg Group is uniquely qualified to conduct and coordinate all of these key elements.

The second advantage we bring to Ramsey is the extent of our familiarity and experience with transportation issues in the city. We will not only be able to "hit the ground running," having been involved from the beginning in the planning of improvements in the TH 10 corridor, we are also thoroughly recognized in both the business and political community because of the work we have already done on behalf of the city. We will not have to expend precious time either establishing our credibility as a representative of the city or gathering sufficient background information to speak intelligently about the project. It is especially important that we have built an effective working relationship with the local business community whose support for and reinforcement of the economic development benefits of the project will be critical.

SPECIFIC WORK ELEMENTS

- Research and identify federal grant opportunities designed to fund all or portions of the interchange project; review application requirements, timing and processes to develop a comprehensive list of grant opportunities and recommendations.
- Coordinate application process as needed including drafting elements of the submittals.
- Build and leverage support among state/local political leaders, businesses and congressional representatives to influence application(s) with the USDOT, or other potential funders.
- Coordinate with other state and local funding partners.
- 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.
- Arrange visits with congressional leaders and policy leaders/staff as directed, locally and in Washington D.C.
- Provide regular communication in the form of email updates and other correspondence to ensure all project partners are apprised of progress, needs and outcomes throughout the process.
- Coordinate as directed and as appropriate with other local businesses and stakeholders.

TIMING AND COST

The fee for these services will be billed on an hourly basis and submitted to the city monthly. The total fee for a twelve (12) month scope of work will not exceed \$65,000. It should be anticipated however that because of the nature of the various applications and the funding schedules for each that successfully securing adequate project funding may take more than one application cycle.

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