



The Tinklenberg Group

The interchange of strategies and solutions

City of Ramsey Armstrong Boulevard Interchange Initiative 2013 Consulting Services Proposal February, 2013

Overview

The Tinklenberg Group respectfully submits the following consulting services proposal in response to the City of Ramsey interest to pursue funding for the construction of a grade separated interchange and railroad overpass at the intersection of Trunk Highway 10/169 and Armstrong Boulevard. We believe that The Tinklenberg Group is uniquely positioned to successfully assist the City in this effort and that the current political and funding environment make this an excellent time to initiate this effort.

The Tinklenberg Group will assist by helping to organize and implement a broad and coordinated effort to identify and secure sufficient funding to complete the Armstrong project. Sources of funding that will be pursued include federal transportation grant programs, federal program dollars allocated to Minnesota, state transportation dollars and state bonding funds.

In addition to the technical work associated with identifying and pursuing the funding sources listed above, The Tinklenberg Group will also assist the City in organizing and mobilizing broad based support for the project among business leaders, educators, labor organizations, elected officials and other key stakeholders. In this effort, critical issues driving the project such as safety, congestion and economic opportunity will be developed and highlighted.

Specific Work Elements

The proposed work elements have been arranged in three interconnected categories. The first is activities associated with pursuing state funding sources. The second is activities associated with pursuing federal funding sources. And the third is activities intended to organize and mobilized the kind of community based support necessary to effectively communicate the importance of the project to key decision makers. While these activities are listed separately, it is understood that there will be a great deal of overlap in their implementation and conduct. Also, while an important element of this effort involves pursuing federal funding, most if not all of that work can effectively and successfully be

conducted from Minnesota. These work elements do not assume it will be necessary to travel to Washington DC. If, for any reason or at anytime during the course of this effort, the City were to decide to reconsider that assumption, travel to DC could be added as a separate work element and expense item. Finally, it should be noted that in consideration of this effort, time is of the essence. Getting the project thoroughly and convincingly in front of the legislature and the Governor early in the session, especially in regard to the state bonding process, is critically important.

State Funding Work Elements

- Prepare background information supporting state bonding request *
- Support and coordinate legislative introduction of bonding request *
- Support and coordinate inclusion of the project in the Governor's bonding proposal *
- Insure immediate responses are provided to follow-up requests for information
- Schedule and prepare hearing testimony as needed
- Identify and prioritize "balance of funding" options at the state level
- Coordinate preparation and submittal of state "balance of funding" applications
- Closely coordinate activities and information with key legislators and staff *

Federal Funding Work Elements

- Identify and prioritize federal funding options
- Coordinate selection and pursuit of federal funding options with appropriate members of congress and their staff
- Prepare background information supporting federal funding requests
- Coordinate preparation and submittal of federal funding applications
- Prepare and facilitate congressional letters of support to accompany federal funding applications
- Insure immediate responses are provided to all federal requests for additional information regarding the project

Community Support Elements

- Agree to project cost estimate and cost sharing arrangement *
- Identify and establish project coordination team *
- Develop common project promotional information, materials, and talking points
- Schedule and staff regular meetings of the project coordination team
- Prepare and present regular updates and briefing materials for city officials
- Develop and manage positive media/editorial coverage
- Rally active support among business, labor, education and other influential community groups
- Schedule, coordinate and conduct site visits for Met Council, MnDOT, members of congress and staff, and BNSF officials
- Manage and coordinate response to pockets of opposition that may arise

* Indicates work elements that should be initiated immediately

Timing and Cost

The majority of the activities identified in this proposal will occur during the remaining four months of the 2013 legislative session. The balance of the activities, primarily related to the pursuit of federal funding options, will occur at a reduced level of effort over a longer period of time while those requests are being considered. Because it is uncertain what if any consulting services might be required following the end of the Minnesota legislative session, it is proposed that the term of this agreement would end with the 2013 legislative session. Any additional services required by the city beyond that point could be amended to this agreement at that time by mutual consent of the parties.

The work elements identified above would begin immediately upon signing of this consulting services agreement. Total cost shall not exceed \$30,000 and invoices submitted to the city will be on an actual time expended basis at the following hourly rates: Partner - \$250, Project Assistant - \$150, Administration - \$100. Expenses necessary and appropriate to the conduct of this agreement will be identified and agreed to in advance, will be billed separately and will be in addition to the stipulated not to exceed amount of the agreement.

Agreed and Approved By:

Sarah Strommen, Mayor
City of Ramsey

Elwyn Tinklenberg, President
The Tinklenberg Group

Date

Date