



Federal Advocates, Inc.

WHY ADVOCACY?

You Need Funding For Projects

With billions of dollars flowing from Capitol Hill to Main Street, now is an unprecedented time for both public and private sector organizations to grow in a struggling economy. Washington is primed to approve several spending bills over the next few years, all having a largely positive effect on the pocket books of municipalities and states across the country, as well as providing significant opportunity for the private sector to offer both the services and the jobs to support local projects.

You Need a Voice in Washington

At Federal Advocates we work to ensure that our public sector clients receive their fair share of any public funding in order to meet the needs of their constituencies. With the amount of funding that is being made available there has never been a better time to have a strong voice in Washington fighting for your community's needs. Your neighbors are making their case, why shouldn't you?

Whether it be funding for a recycled water project or a highway widening, we will work diligently to make your projects a priority beyond just your congressional delegation, but across all necessary champions.

You Need Policy Results

The legislative process at the Federal and state level is also key to policy success. We have both the experience and insight to take your goals and create policy opportunities. Whether that includes advancing an issue or creating a marketplace through policy language, we will work to ensure that your needs are being addressed and your issues are being monitored on Capitol Hill and in state houses across the country.

You Need to Develop a Presence in the Government Marketplace

You have come to the realization that your product or service meets the needs of the public sector. How do you create a sale? At Federal Advocates, we have extensive experience in developing strategies to create a government marketplace for your product at the Federal, state and local level. Whether it is through the development of a procurement or the addition of policy language that meets the needs of the government while creating a marketplace for your product, we will devise a strategy that achieves your goals.

You Need to Reach the Right Decision Makers

We believe that key relationships are one of the cornerstones to any successful advocacy strategy. We have developed strong bipartisan relationships that will be activated on behalf of your agenda. In addition, if we don't have the in-house expertise to implement part of your strategy, we have a network of over 1200 consultants at our disposal that can be activated on your behalf anywhere in the country on any issue area.

You Need the Best Information

You are trying to determine whether your needs can be met in the public sector. We will work with you to develop a strategy to meet your objectives. We will conduct the necessary research to determine whether your product or service has viability in the government market; where the best opportunities exist; and the most appropriate vehicle to achieve success. We will create a pipeline of opportunity for you to pursue, and place you on the road to success in working with the public sector.

You Need Experience in Your Corner

With a combined 60 years of experience in working with governments and their agencies, we have seen every angle of the advocacy relationship:

Advocate:

We have represented the interests of virtually every type of organization at all levels of government.

Staff:

We have served in various roles at the Federal, state and local level and have a unique understanding of both the advocacy process and the information that needs to be conveyed to elected officials and their staff members.

Client:

We have been in your shoes as a client in both the public and the private sector. We understand the needs, concerns, apprehension and exhilaration that come with bringing on an advocate. That only makes us more aware of what your needs are on a daily basis and more experienced in delivering on your expectations.

WHY FEDERAL ADVOCATES?

Comprehensive Strategy

At Federal Advocates, we pride ourselves on devising creative and innovative strategies and/or solutions. The cornerstone of any strategy we would pursue would be a game plan – a written document developed with the client that identifies specific areas of responsibility – who, what, when, how, etc.

Experienced Partners

We have in-depth knowledge of the intricacies of the legislative/administrative processes. This knowledge, when combined with relationships with key players, enhances our ability to develop creative strategies and solutions.

Tailored Approach

We are not content with one goal path, but always have alternative approaches. We have also been very successful in identifying and pursuing different means to the same end.

Persuasive Reasoning

We understand that it is important to have “a strong voice.” An argument or a position is only successful if it is heard and understood. We are aggressive in the pursuit of client objectives. Our strong connections with key principals and staffs at all levels of government allow us to make our case in an orderly, well thought-out manner, to a receptive audience. We combine substance with politics.

Results Driven

Simply put...we achieve results for our clients!

FEDERAL ADVOCATES APPROACH

We believe that you, as the client, have the right to the best possible representation and advice for your governmental relations needs. In order to create the best winning program, our approach focuses on the clients' ultimate goal and concentrates on the specific tasks needed to make progress toward that goal.

We are:

Your Trusted Partner

- We believe in a focused program. Without an established set of initiatives to support our goals, our clients will never see success. This results-based methodology has served our clients well and has led to success.
- We strongly believe in a game plan – regardless of the issue – as the key to creating a winning project and avoiding pitfalls. A game plan brings organization and direction to the process. We believe that time spent on discussing the issues and strategy is time well spent because it serves as the basis for formulating a sound plan of action. Lastly, the Firm is flexible in its approach. We will adjust to meet new/challenging demands or issues as they arise.
- We look at the big picture. This frames and identifies a step-by-step analysis of the issues and actions required to advance the agenda of the client in legislative initiatives, individual Federal projects requiring Federal funds, grants or combinations of Federal, state and private funding.
- We draft an action plan. Within the big picture, we identify a step-by-step analysis of the issues and actions required to advance the agenda of the client in determining the right strategy for penetrating the government market sector at the Federal, state and local level.
- We secure local advocates. Often the involvement of state and local resources is necessary to show community support for a project or position. We will work closely with our clients to determine the best local advocate for a project or proposal and assist in securing the support and involvement of community members and organizations as appropriate.
- We work with you. Our standard practice is to work closely with the client on devising and implementing strategy. We understand that while we bring certain expertise and resources to bear on projects; so too does the client. Maximizing our level of coordination through strategy sessions and partnerships enhances the chances of success.

Your Feet on the Street

- We offer strategic experience. The benefit of working with us is our extensive experience and knowledge in drafting legislation and in providing research, position papers, report language, and other submittals for inclusion in targeted legislation.
- We believe in the process of government. Effective Federal advocacy should never presuppose committee staff or Legislative Counsel in drafting bills and amendment language.
- We believe in the power of our clients' stories. Our goal is to tell our clients' stories; to understand every angle of a project and develop an assortment of solutions that are uniquely resolute and embraced by all involved.
- We position you to tell your story. We have a reputation for conducting effective and efficient Washington appointments for our clients by ensuring several imperatives, as follows:
 - Pre briefing – All visits are preceded by appropriate in-person briefings of the Federal

officials who would be visited. It is the view of the Firm that too often advocacy representatives take clients into appointments without the Federal official having been previously briefed. This oversight has turned out to be wholly counterproductive.

- Documentation – It is essential that an overview of the subject to be discussed in a visit be sent to the Federal principal in advance, along with names and titles of client principals making the visit so that the visited official is oriented.
- Client briefings – As the first order of business, the Firm briefs its clients on the business to be conducted, provides a script and organizes a rehearsal of the message to be delivered at the appointment. This is done in order to contain often non-productive and protracted dialogue by clients who may be unaware of time constraints at a particular meeting.
- Draft bill language – Because of the backgrounds of the Firm’s principals, current congressional staff often feel free to invite submittal of draft bill language and technical assistance as a professional courtesy.

Your Eyes and Ears

- We are always active on Capitol Hill. As a Firm and individually, we are in constant contact with key players involving our clients’ agendas. As a result, we often hear of pending legislative and administrative opportunities that could assist our clients, and early on we develop a protocol to pass this information on to our client.
- We have valuable relationships. You will find value in our relationships and the fact that we often intercept opportunities before they become common knowledge. This allows us to proactively mobilize an advocacy effort for the benefit of our clients.
- We provide reports and updates. We believe in a proven system of monthly client activities reporting, opportunity assessment and results accountability that keeps our clients regularly informed as to the status of their projects. While we typically offer these reports in writing, we find that personal interaction is an important step and we frequently make these reports in person.
- We monitor the process. We actively monitor hearing schedules in Congress and at Executive Agencies in relation to our clients’ interests.
- We track legislation. We utilize state-of-the art legislative online tracking and maintain full subscriptions to the Federal Register and the Congressional Record to ensure that any legislation or action that impacts the client is closely monitored.
- We employ on-going monitoring. We make frequent contact with legislators, the White House, Federal agencies and key staff of policy and fiscal committees. All are deemed essential in order to ensure timely notice of relevant legislative and administrative actions. We also make frequent contact with key decision makers at the local and state level to ensure that our clients receive timely notice of opportunities.
- We provide on-going communication. Client communication and coordination are critical to successful advocacy. Communication takes many forms – phone calls, memos, site visits, D.C. visits, e-mails, etc. The key is to ensure that communications are ongoing. We do this as a matter of practice. We are always “in touch” with our clients, on an advisory or responsive basis.

SERVICES & ISSUE AREAS

Services:

The Firm provides the following services to its clients:

- Legislative strategy and implementation
- Federal agency strategy and implementation
- Local and state government markets and procurement
- Local and state public affairs strategy
- Fund tracking and implementation

Issue Areas:

Municipalities

- Appropriations
- Community Development
- Economic Development
- Library Funding
- Urban Affairs

Museum Funding

- Appropriations

Transportation

- Appropriations
- Aviation
- Highways
- Highway Safety
- Rail
- Motor Carriers
- Transit

Energy and the Environment

- Clean Water
- Safe Drinking Water
- Water Recycling
- Water Resources
- Renewable Energy
- Energy Efficiency

Defense

- Procurement

Education

- Appropriations
- K-12 Policy
- Higher Ed Policy

Homeland Security

- Appropriations
- Transportation Security

Technology

- Procurement
- Emerging Technology research

Government Markets

- Procurement
- Bid Development

Other Legislative Policy Issues

FEDERAL LEGISLATIVE AND ADMINISTRATIVE

Legislative Strategy and Implementation

We have an extensive track record in legislative advocacy. One of our specialties has been the insertion of legislative language into bills. We have unmatched experience in drafting language and amendments for inclusion in bills in the House and Senate. Often times our legislative additions include creation of funding opportunities.

We also have a unique understanding of the annual Federal appropriations process. Advocacy competition for funds in annual appropriations bills has surged in recent years. Local governments have struggled even to maintain appropriations levels. In the most recent Appropriations Bills, the Firm has been able to actually increase amounts for its clients in spite of increased advocacy competition in Washington by employing a strategy-driven approach, which emphasizes organization, coordination, and identification of measurable goals and timetables.

Appropriations are typically important to our clients; however, there is far more to the process that needs to be taken into consideration. The legislative process also includes policy bills and the congressional budget, both of which afford opportunities to influence and promote public policy issues. The Firm has demonstrated success in securing critical policy for its clients. SAFETEA-LU, the 2005 enacted omnibus highway-transit law, is one example where our efforts played a key role in the implementation of numerous major new policy initiatives such as the new program for “Projects of National and Regional Significance.”

Our contacts in Congress are extensive – in both Houses and in both political parties. Our reach is broad within the corridors of Capitol Hill, particularly at the Member and senior staff levels.

Federal Agency Strategy and Implementation

Beyond the halls of Congress, we work closely with the Executive Branch and its agencies. The process for developing and implementing strategies in Washington, D.C. must include a strong working relationship with the White House. The Firm boasts extensive contacts in the Administration.

We work closely with Federal agencies that will ultimately enact our policy initiatives. Without agency buy-in, implementation of policy initiatives on behalf of clients becomes difficult. We work closely with these agencies to keep them updated as to our clients’ priorities and goals and to keep our clients informed as to timelines for implementation of programming or dispersal of funds awarded.

On behalf of our clients, we will work with appropriate agency staff to develop policies and protocols that support the needs of our clients or create opportunities to demonstrate the effectiveness of a particular good or service. We formulate strategies to approach key decision-makers, and develop pilot programs and procurement opportunities on behalf of our clients.

LOCAL AND STATE GOVERNMENT MARKETS AND PROCUREMENT

We have extensive experience in assisting private sector clients in developing a strategy for approaching local and state entities to present their products and services as options. We provide several services to our clients at the local and state level.

- Research and Due Diligence – An effective government markets program is rarely successful without the best possible information. We will work with you to determine your government markets goals and conduct appropriate research and due diligence to determine the following:
 - Is your product viable in the local and state marketplace?
 - What are the limitations and competition to your product or service in the local and state marketplace?
 - What types of contract vehicles best suit your needs?
 - What is the best strategy for your product or service in the marketplace?
 - What is the ideal pipeline of opportunities for your product or service?
 - Who is your ideal advocate to implement your strategy?
- Direct Government Marketing – We have extensive experience working with the staffs and elected officials in local municipalities and state agencies to bring products or services to market. If our capabilities and relationships meet your needs, we will actively pursue opportunities for procurements in selected markets on your behalf. We will become your feet on the street.
 - We will develop an active pipeline of opportunity based on our extensive research and due diligence;
 - We will develop a line of communication with key elected and appointed officials as well as appropriate staff members;
 - We will develop a market-by-market approach to achieving sales success; and,
 - We will act as your agent to move an opportunity from concept to contract.
- Referrals – In many cases, our clients have a solid approach to achieving success as well as an experienced government sales team, but lack the local knowledge to achieve a contract. In these instances we can assist in referring the right “on-the-ground” consultant for our clients. With a network of over 1200 consultants in every state capital and the top 100 cities and counties, our team is truly nationwide.
- Legislative Marketing – Government marketing does not always mean developing a contract. Because of our legislative experience, we have the ability to develop language at the state and local level that will create unique opportunities for our clients and often create a marketplace where one did not previously exist. We will work with our clients to determine what aspects of their product or service provide them a unique niche and develop opportunities legislatively.

Local Public Affairs Strategy

We have extensive experience representing the interests of local governmental entities and as such understand their unique needs. We work closely with our clients to develop strategies that will assist them in making in-roads to local governments. This includes:

- Public Affairs Strategy;
- Local Government Training;
- Association Representation; and,
- Legislative Monitoring.

State Public Affairs Strategy

We often assist our private sector clients in developing strategies in state houses across the country.

We develop winning strategies across a broad spectrum of activities. This includes:

- Public Affairs Strategy;
- State Government Training;
- Association Representation;
- Legislative Monitoring; and,
- Procurement or Bid Monitoring.

Fund Tracking and Implementation

For our public sector clients for whom we achieve success in obtaining Federal funds, we can provide assistance in tracking their dollars through the state level. As Governor's achieve success in routing dollars through their states and potentially take a percentage to fund deficits or other programs, we will keep an active eye on where those dollars are and actively advocate that those dollar amounts stay in tact. Additionally, we will assist our clients in advocating for their dollars through any state enabling legislation that routes funds to the local level.

CURRENT CLIENTS

The Firm currently represents clients from a broad array of areas, including, but not limited to:

- Associations
- Municipalities
- Transportation planning agencies
- Museums
- Educational institutions
- Health facilities
- Libraries
- K-12 and Higher Education institutes of learning
- Archives
- Water Sanitation Districts
- Coalitions
- Private companies

We are particularly familiar with representing municipalities. Currently, and in the past, we have successfully represented over 30 cities/towns. Due the record of success that the Firm has generated for each of its municipal clients, we have a high rate of recommendation.

The following is a listing of current and former clients:

- Airport Consultants Council
- American Council of Engineering Companies
- Asia Society Texas Center

- Association of American Railroads
- Cargill, Inc. (SafeLane)
- Children's Museum of Houston*
- Children's Museum of Richmond*
- City of Antioch, California
- City of Brentwood, California
- City of Garden Grove, California
- City of Laguna Niguel, California
- City of South Pasadena, California
- City of Thousand Oaks, California
- Clean Water Construction Coalition
- Consolidated Safety Services
- Contact of Knoxville*
- San Francisco Bay Area Water Recycling Coalition
- Delta Diablo Sanitation District
- Duluth Children's Museum
- Ft. Worth Museum of Science and History*
- Great Projects Film Company
- HELP, Inc.
- Highway 53 Taskforce
- Kaufman & Canoles
- Moffatt & Nichol
- Montecito Research*
- New Jersey Institute of Technology*
- Norfolk Southern
- Orange County Archives*
- Placer County Transportation Planning Agency
- Pro Video Productions
- Robert A. Roe & Associates
- Strategic Communications
- Talisen Technologies
- The NewsMarket
- Transportation Safety Technologies
- Virginia Port Authority

*Former client

QUALIFICATIONS

We pride ourselves on being experienced professionals. Our partners have in-depth knowledge of the intricacies of the legislative and administrative processes. This knowledge, when combined with relationships with key players, enhances our ability to develop creative strategies and solutions. We believe our successes speak for themselves. We have generated over \$1 billion for our clients and have delivered immeasurable impact in the form of policy initiatives and changes, expert counsel and partnership for our clients. We may be a small firm but we are tenacious in our advocacy for our clients, motivated to understand all angles of our client's issues, organized to develop and implement the best program and focused on delivering results to our clients. These results cannot simply be measured by words on a document. We strongly believe that we develop partnerships with our clients that prove value and a significant return on investment.

Sante Esposito, Managing Partner

Sante Esposito is an experienced specialist in various legislative issues with over ten years of Federal advocacy and over twenty-three years of congressional experience. He represents clients seeking strategic planning and legislative campaigns in various issue areas including highway and rail development; safety and research; aviation safety; innovative technology and education. Esposito possesses unmatched institutional knowledge of all infrastructure laws.

He was central to the development of the current highway-trust fund program structure; apportionment formulae; project funding process; special treatment of the Trust Fund via firewalls; funding relationships between highways and transit; section 3 transit modifications; highway safety provisions; and rail initiatives. He played a lead role in the landmark "Transportation Equity Assistance Act for the 21st Century" in 1998. He also was the lead staff person on the Amtrak Reform Act and has continued to represent interests and issues related to rail. He also managed legislation enabling Federal support of aviation, Federal buildings and grounds, economic development, water resources, clean water, Superfund, wetlands, and trucking. He drafted legislation, organized hearings, conducted investigations and provided overall coordination of Committee issues and strategy.

He has particular expertise in the Federal appropriations and budget processes. He is a recognized expert on the Parliamentary Rules of the House and the Senate, having lectured and taught on the subject. Esposito also enjoys long-standing working relationships with numerous decision-makers in the Congress and Executive Branch. He was very successful in securing various funding and policy matters in SAFETEA-LU, and most recently they Water Resources Development Act of 2007.

Esposito served as Democratic Chief Counsel for the Committee on Transportation and Infrastructure of the United States House of Representatives. He also served as Counsel for the House Committee on Budget and the Congressional Budget Office.

Esposito received a Bachelors of Arts cum laude from Fairfield University (1969) and a Juris Doctor from the University of Connecticut School of Law (1973).

Highlights:

- Served as Democratic Chief Counsel for the Committee on Transportation & Infrastructure for eleven years under six different chairmen (Howard - NJ; Anderson - CA; Roe - NJ; Mineta - CA; Shuster - PA; and Oberstar - MN).

- The Committee on Transportation and Infrastructure has jurisdiction over aviation, coast guard, public buildings and grounds, economic development, railroads, highways, mass transit, highway safety, clean water, and water resources. In addition, the Committee has jurisdiction over the following agencies – Federal Aviation Administration (FAA), Economic Development Administration (EDA), General Services Administration (GSA), Coast Guard, Federal Emergency Management Agency (FEMA), Department of Homeland Security (DHS), Corps of Engineers, Environmental Protection Agency (EPA), Department of Transportation (DOT), Federal Highway Administration (FHWA), and National Highway Traffic Safety Administration (NHTSA).
- Worked for the Committee on Transportation and Infrastructure for over 17 years.
- Lead Democratic House staffer for ISTEPA and TEA-21.
- After leaving the Hill, secured over \$850 million for clients in SAFETEA-LU.
- Because of his experience and ability to deliver, Esposito is widely recognized as one of the most highly regarded transportation experts in Washington, D.C.

Michael Esposito, Partner

Michael Esposito is widely regarded in Washington, D.C. as an expert in the annual Federal appropriations process. He provides congressional and Executive Branch liaison on legislative and administrative initiatives with a focus on the appropriations and budget processes. He has successfully secured millions of dollars for municipalities, museums, libraries, aquariums, academic institutions, and various other organizations. In so doing, he has worked with clients in developing strategies; preparing project proposals; submitting necessary project information; coordinating the various needs/requirements of the client and congressional office; monitoring the legislative process; organizing and attending client D.C. briefings; interacting with the Appropriations Committees; monitoring the congressional process in its entirety; and, assisting in agency implementation on behalf of the client. Also, he has developed extensive contacts with key Members and staff in Congress, as well as with officials of the Executive Branch.

In addition, Esposito has worked extensively in promoting various public policy infrastructure issues pending both before Congress and the Administration. He has been instrumental in securing inclusion of such issues in various policy bills.

Esposito graduated from Embry-Riddle Aeronautical University magna cum laude with a Bachelors of Science degree in Aeronautical Science and a minor in Aviation Safety. He is a professional pilot and former intern of the House Committee on Transportation and Infrastructure.

Highlights:

- Widely recognized as an expert in securing project funding through the annual Federal appropriations process (particularly for municipalities and non-profits).
- Has used his creativity to secure hundreds of millions of dollars for clients.
- Has established relationships with key decision-makers in both Houses and in both political parties.
- Works closely with the following agencies – Federal Aviation Administration (FAA), Economic Development Administration (EDA), Department of Homeland Security (DHS), Department of Defense (DOD), Department of Labor, Department of Education, Institute for Museum and Library Services (IMLS), Bureau of Reclamation, Environmental Protection Agency (EPA), Corps of Engineers, and Federal Highway Administration (FHWA).

Chris Massey, Partner

Chris Massey brings to Federal Advocates over 15 years of Federal, state and local government affairs experience. In his role at Federal Advocates, Chris represents the interests of public and private sector clients in developing and implementing advocacy strategies on Capitol Hill, at various State Capitols and in large population City Halls. Chris develops large scale advocacy programs around legislative and procurement issues and has a particular expertise in understanding the needs and processes of cities, counties and states as it pertains to public/private partnerships and the needs of municipalities on Capitol Hill.

Prior to joining Federal Advocates, Chris served as the Senior Vice President for Government Relations for EcoMedia, an environmental media start-up. In that capacity, Chris developed and managed contractual relationships with the nations top Mayors and County Executives in large media markets across the country. In addition, Chris worked with Governor's environmental and transportation staff's to develop environmental initiatives around carbon offsets and greenhouse gas reductions. Before his time with EcoMedia, Chris was the Vice President for Client Service at National Strategies, Inc., a state and local government relations consultancy focused on assisting large and medium sized companies develop procurement and legislative programs in every state capitol and the top 100 cities and counties by population.

Prior to working with National Strategies, Chris was a Client Manager at Townsend Public Affairs, a top California government relations firm. In that capacity, Chris represented the interests of city, county and non-government organizations in Sacramento and Washington, DC to help them achieve state and Federal appropriations for key projects as well driving policy initiatives. Chris served as Deputy Chief of Staff for Los Angeles City Councilwoman Janice Hahn. As the Councilmember's Legislative and Policy Director, Chris was responsible for advising on all matters before the City Council as well as drafting and working on all of the Councilmember's legislative proposals.

Chris is a graduate of the University of California at Los Angeles and holds Bachelors Degrees in Political Science and History.

Highlights:

- Developed public/private partnerships with local and state entities that resulted in millions of dollars being awarded to public sector entities to fund their environmental initiatives.
- Developed procurement strategies that led to over \$250M in revenue for private sector organizations through public procurement vehicles.
- Secured over \$85M in state and federal appropriations sources for public and non-profit projects.
- Drafted and secured passage of legislation at every level of government.

Bryan Esposito, Director of Communications

As Director of Communications, Bryan Esposito works closely with clients to develop, implement, sustain and oversee an effective legislative strategy that advances their goals before Federal, state and local governments. In addition, he oversees the preparation, editing and creation of materials that satisfy the advocacy needs of the Firm and its clients, including memos, correspondences, media releases, promotional material, and web sites. He is also responsible for monitoring legislation, conducting research and interacting with Capitol Hill on behalf of clients and their respective issues.

Bryan comes to Federal Advocates from JetNet, LLC, a web hosting and design company that services several thousand web sites, including nonprofit organizations and local governmental agencies. At JetNet, he managed all departments as well as all aspects of daily operations, including web site development and maintenance, sales, marketing and public relations, customer support and billing.

Bryan is a graduate of George Mason University where he majored in Communications with a concentration in Public Relations. He received his Bachelors of Arts magna cum laude and received the following honors: Excellence in Communication, 2009; Lambda Pi Eta, National Communication Honor Society, 2008; Golden Key International Honour Society, 2008; The National Society of Collegiate Scholars, 2007; Dean's List; and, the Mason Topics Program, 2006.

Sarah Godby, Legislative Assistant

As a Legislative Assistant, Sarah Godby is an invaluable asset to the Firm. She specializes in researching past, present and future legislation; identifying areas of opportunity for specific projects/programs; assisting with the completion and submission of necessary client paperwork (appropriations forms, project questionnaires, etc.); organizing Washington, D.C. meeting schedules; and, managing the daily front office operations of the Firm.

Sarah graduated in 1995 from the Washington Business School and comes to Federal Advocates, Inc. from the Federal Bureau of Investigation (FBI). At the FBI, Godby was Special Assistant to the Director of Finance. Her duties included payroll; record keeping; formulation and distribution of monthly reports; coordinating staff travel and arranging daily meeting schedules.

CASE STUDIES

Legislative Successes

The following are some examples of our successes on Capitol Hill.

Special Bills Project Funding

SAFETEA-LU Reauthorization (2005) – No other firm has the knowledge and experience of Federal Advocates when it comes to the Transportation Bill.

- \$162 million – Virginia Port Authority, construction of Heartland Corridor
- \$125 million – Alameda Corridor East, California
- \$100 million – Port of Long Beach, replacement of Gerald Desmond Bridge
- \$100 million – State of New Jersey, construction of Liberty Corridor
- \$50 million – International Falls, Minnesota, widening of Highway 53
- \$36 million – City of Antioch, California, widening of SR4 Highway
- \$14 million – States of New Mexico and Texas – relocation of rail lines from El Paso, Texas to Santa Teresa, New Mexico

- Additional \$100 million in various Member's High Priority Projects – nationwide – ranging from \$100,000 to \$7 million.

Water Resources Development Act (WRDA) - as former Chief Counsel of the Committee on Transportation and Infrastructure, which has exclusive jurisdiction over WRDA and other water legislation, Sante Esposito was significantly involved in the development of water policy, having worked firsthand on the WRDA's of 1986, 1988, 1990, 1992, 1996.

- \$356 million - Craney Island (VA) expansion
- \$115 million - Middlesex District (NJ) wastewater project

Federal Annual Appropriations Process

We are highly engaged in each annual cycle of the Federal appropriations process. In the past, the Firm has worked to successfully secure funding within the following areas of the appropriations process:

- Labor, Health and Human Services, Education - Over \$5 million secured, including funding for museums, libraries, education, health facilities, public service documentaries, etc.
- Transportation, Housing and Urban Development – Over \$25 million secured, including funding for transportation construction costs (highway, bypass, parking, bus and bus facilities, etc); rail projects; housing and urban development construction costs; and, economic development projects (renovation, expansion, health facilities, education, etc.).
- Commerce, Justice and Science – over \$5 million secured, including funding for after school programs/gang prevention (COPS), as well as science funding, through NASA, to local school districts.
- Interior and Environment – the Firm has worked in the past to secure funding policy under the State Tribal Assistance Grants (STAG) section of Interior. Project examples include the replacement/upgrade of reservoir facilities as well as various flood control projects.
- Energy and Water Development – over \$85 million secured for operation and maintenance costs; general investigations; studies; construction; and, recycled water projects.
- Defense – over \$1 million secured for weapons detection devices.

President Obama's FY10 Budget

The Firm was successful in securing \$31.5 million for specific project funding within President Obama's FY10 Budget. Working with the Firm's key contacts within the Executive Branch, despite certain cuts in project and program funding, Federal Advocates, Inc. was able to secure a high amount of funding in areas of benefit to its clients.

Legislative Language and Policy Development

- Federal-Aid Highway Program – Developed language which provides \$6.6 billion for projects of national and regional significance, as part of the 2005 SAFETEA-LU law.
- Bay Area Regional Water Recycling Program – Developed language, which authorized various California water recycling projects, enacted into law as Public Law 110-229.
- Federal Aviation Administration Reauthorization – Developed language for inclusion in H.R. 915, the Federal Aviation Administration Reauthorization Act of 2009 (as passed by the House), which requires the application of Qualifications-Based Selection to airside projects funded by Passenger Facility Charges.
- Clean Water Reauthorization – Developed language for inclusion in H.R. 1262, the Water Quality

Investment Act of 2009 (as passed by the House), and S.1005 (as reported by the Senate) which requires the application of Qualifications-Based Selection to the Clean Water/Safe Drinking Water State Revolving Funds; and also developed language on eligibility for, and the funding of, the Clean Water/Safe Drinking Water State Revolving Funds.

- Water Resources Development Act of 2007 – Developed language for inclusion in the 2008 enacted Water Resources Development Act to authorize funds for the eastward expansion of Craney Island at 50/50 cost share as opposed to 80/20.

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