



# **Proposal for Government Relations**



**June 27, 2019**





Mr. Ron Foggin  
Kingman City Manager  
310 N. 4th Street  
Kingman, Arizona 86401

Dear Ron,

Thank you for the privilege to continue our partnership with the City of Kingman. Together, we have accomplished significant progress for the City at the Arizona State Capitol with more promising pursuits on the horizon. Under your leadership and that of a strong Mayor and Council, Kingman is poised take everything to the proverbial next level on the public policy and government relations front.

Per your instruction, we submit this proposal for services for your consideration. The following Scope of Work is based on our recent discussions and activities. It does not include an exhaustive list of Dorn Policy Group's capabilities, but rather serves as a starting point for the ongoing partnership between the City of Kingman and Dorn Policy Group, Inc.

Scope of Work

- Advocate for and against all legislation and rulemaking that may have a direct or indirect impact on the City of Kingman at the Arizona State Capitol, including the entire legislative and executive branches.
- Monitor and positively impact all water-related discussions in Arizona, specifically as they pertain to the Colorado River, the City of Kingman, Mohave County, and western Arizona basins.
- Monitor and positively impact all transportation funding decisions relative to projects in the Kingman area, including Interstate 11 corridor developments, Kingman Crossing interchange and the Rancho Santa Fe interchange as well as protection of the Highway User Revenue Fund (HURF).
- Interface with the Arizona State Land Department on annexation opportunities near all major transportation corridors in addition to lands near Kingman High School.
- Maximize economic development opportunities through relationship enhancement with the Arizona Commerce Authority, specifically pertaining to the Kingman Airport region.
- Outreach to the entire Arizona Congressional delegation regarding regional, statewide and national issues impacting the City of Kingman.
- Other issues identified by the Mayor, Council, and professional staff at the specific direction of the City Manager.



Proposed Arrangement

We propose a continuation of our current compensation of \$5,500 per month (\$66,000 per annum) with a thirty-day termination clause. We believe this is an appropriate amount for government relations consulting services at this time. We see our partnership as an ongoing mutually-beneficial one and aspire to work with the City of Kingman for many years to come.

Once again, thank you for the opportunity to present this proposal. It is an honor to work with the entire Kingman team. If you need additional information, please contact us. We are eager to continue and expand our partnership. Please know we will continue to do so with the utmost skill, integrity and professionalism.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Dorn".

Tom Dorn





## Firm Overview

Dorn Policy Group was founded in November 2000 on the belief that integrity and client results should be the cornerstones of quality government relations. Since then, Dorn Policy Group has become one of the most recognized, regarded and respected public affairs firms in Phoenix.

Year after year, Dorn Policy Group is recognized by the *Phoenix Business Journal* as one of the top public affairs firms in Arizona. Dorn Policy Group advocates with all levels of government including federal, state, county, municipal, district, and tribal government entities. Working closely with Republicans, Democrats and Independents, the firm provides effective services regardless of political affiliation to a variety of clients in both the private and public sector. Since its inception, Dorn Policy Group has established a solid reputation as skillful, knowledgeable, and honorable.

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At the core of Dorn Policy Group is a team with a strong government relations background. The firm's principle lobbyists, Tom Dorn, Eric Emmert, Cole Libera and Carly Daniels have more than 50 combined years government relations and political consulting experience.

While clients are busy running their organizations, Dorn Policy Group is ensuring interest representation by covering hearings and testifying before committees of importance. When monitoring the political dynamics associated with a client issue, project or legislation, the team orchestrates strategic efforts ranging from grassroots advocacy campaigns to written testimony for clients with specific messages tailored to secure a swing vote of a particular policymaker. Using both technology and a personal touch to advocate and direct the outcome, Dorn Policy Group manages the entire political process for our clients.

The Dorn Policy Group team is skilled in bill and ordinance drafting, amendment preparation and the rules of various governmental bodies. Dorn Policy Group's personal relationships with lawmakers and staff provide access for our clients' concerns to be conveyed in a timely and effective manner.

Also critical to the issue management process is interfacing with government agencies. Dorn Policy Group maintains positive working relationships with department directors and key decision-making staff in all levels of government. Unchecked, agencies can make decisions that have a significant impact on operations and projects.

Dorn Policy Group believes in a team approach. Therefore, Tom Dorn, Eric Emmert, Cole Libera, and Carly Daniels will provide the services under the proposed contract.



## Thomas C. Dorn

Tom Dorn, President of Dorn Policy Group Inc., has a diverse background in government and politics at the federal, state, county, municipal and tribal levels. His firm currently represents numerous multi-national corporations, trade associations and government entities. Dorn Policy Group, Inc. provides government relations services in Arizona as well as Washington D.C. through its affiliation with Miller/Weinhold Capitol Strategies and Capital Partnerships.

Prior to starting Dorn Policy Group Inc. in November 2000, Tom was a Partner for three year at the Arizona public affairs firm Jamieson Gutierrez. There he was the chief legislative strategist and lobbyist for the firm's extensive list of clients including Reliant Energy, Southwest Student Services, Hopi Tribe and the City of Tucson.

From 1994 to 1997, Tom served as the State and Federal Lobbyist for the Arizona Department of Transportation. In 1995, Tom successfully worked with Congressional staff to insert language into the National Highway System Act establishing the CANAMEX Corridor as a high priority corridor. Tom also organized the initial 1996 meeting of the entire Arizona and Nevada Congressional delegations to seek funding for the multi-million-dollar Hoover Dam Bridge project that now expedites commerce and tourism between the major metropolitan areas of Phoenix and Las Vegas.

From 1991 to 1994, Tom worked as the Legislative Director for the Arizona State Land Department, where he secured passage of legislation to allow two referendums regarding state land exchanges to be placed on the state general election ballot. He lobbied the legislature on various matters including natural resource management, grazing leases, forestry, urban planning and environmental protection.

Previously, Tom was also Legislative Director for the Arizona Department of Commerce under Democratic Governor Rose Mofford. Active in several economic development trade organizations, he lobbied the state legislature on issues such as business recruitment, international trade, energy utilization, sports promotion, housing and business finance.

Early in his career, Tom served as a Congressional intern in Washington for the late Arizona Congressman Jay Rhodes and then as a Government Relations Assistant to prominent Arizona lobbyist P. Robert Fannin, former U.S. Ambassador to the Dominican Republic.

Tom holds both a Bachelor's degree in Political Science and a Master's degree in Public Administration from Arizona State University. In 2001, he was named by The Phoenix Business Journal as one of the top "40 Under 40" business leaders in Phoenix. He is active in the Arizona Chamber of Commerce, Arizona Town Hall, Arizona Tax Research Association, and serves on the boards of the Arizona Highway Users and Paradise Valley Christian Preparatory.







## Eric W. Emmert

Eric W. Emmert joined Dorn Policy Group Inc. in October 2005 as the firm's Vice President.

Eric has a successful and impressive track record in government relations and lobbying. He has been responsible for passage of a wide range of bills at the Arizona Legislature. From transportation funding and aviation issues to budget line-items and complex tax legislation, Eric continues to successfully navigate challenging issues through the legislative process and into state law.

Professionally, Eric served as Vice President of Public Affairs for the Tempe Chamber of Commerce where he developed one of the leading government relations programs in the region representing members from a wide variety of businesses and industries. In his five years leading the Tempe Chamber's public affairs program, Eric successfully enacted changes to the city sign code, implemented light rail construction mitigation measures and worked to improve the city transportation infrastructure. Eric assisted the effort that successfully secured funding for the ASU Biodesign Center.

Prior to making the trek across the country to Arizona in 2000, Eric represented the Greater Manchester (New Hampshire) Chamber of Commerce in local, state and federal relations. As Manager of Government Affairs for the Manchester Chamber, Eric directed a successful political campaign to construct a \$96 million municipal event arena and worked with local and state officials to construct a model system for electric deregulation.

From 1997 to 1998 Eric was the Governmental and Community Affairs Manager for the Waterloo and Cedar Falls Chambers of Commerce. Representing diverse business interests, Eric lobbied local, state and federal lawmakers to successfully complete US Highway 20 across the State of Iowa. In that position, Eric also helped create Iowa's successful Enterprise Zone program.

Eric holds a Bachelor of Arts degree in Political Science with a Public Relations emphasis from Iowa State University.

Eric is also a bit of an entrepreneur. He has started several businesses from scratch. He owns two profitable tour companies and most recently started a software company with proprietary technology unlike any other in the world.

Eric strongly believes in giving back to his community and volunteers his time for many boards, commissions and civic organizations.

Eric, his wife Jamie, and two children reside in Phoenix.





## Cole Libera

Cole Libera joined the Dorn Policy Group as the City and County Government Relations Associate in January 2016.

During his time in this role he has worked closely on Arizona's water policy in rural and metropolitan areas. He has developed a passion for water and sees it as Arizona's most important resource. He also works on legislation regarding planning and zoning, aviation, economic development and all issues city and county.

Prior to joining the firm, Cole served as the Manager of the Business Services Section for the Arizona Department of Economic Security. He also dedicated a year to public service as an AmeriCorps VISTA for City of Phoenix Vice Mayor Kate Gallego. He specializes in local government affairs, business management, networking, fundraising and policy analysis.

Cole is a native of Arizona and understands its challenges. He attended Arizona State University where he pursued a Bachelor's degree in Political Science with a minor in Sustainability and certificates in International Affairs and Civic Education.

He was active in the ASU community, joining Lambda Chi Alpha Fraternity, ASU's Barren Mind Improvisation Troupe, ASU Fitness Student Advisory Board and more.

In May 2014, Cole took a position with Democrat Fred DuVal's campaign for governor. His major contribution to the campaign was establishing the bipartisan coalition, Republicans for Fred. He grew to understand that working with both sides of the aisle is paramount to successful public policy.

Cole currently serves on the Public Affairs Committee of the Western Maricopa County Coalition (WESTMARC) as a co-chair and sits on the board of directors. He's also a member of The O'Connor Institute Emerging Leaders Network (ELN).







## Carly Daniels

Carly joined Dorn Policy Group, Inc. in January 2017. She has successfully lobbied a wide array of legislative issues ranging from healthcare, education and business matters. She has been responsible for drafting amendment language and hosting stakeholder meetings. Carly has also testified on bills before committees and met individually with legislators to count votes. She often assists clients with special events at the Capitol and continues to build strong relationships with legislators and staff at the Capitol.

Carly began her career in Arizona government as an intern with the Chandler Chamber of Commerce. She was responsible for relations with local and state government officials as it pertained to the business community. Carly assisted with the award-winning publication of the 2016 How We Stand and managed public policy meetings. She also represented the Chandler Chamber of Commerce in the East Valley Chambers of Commerce Alliance, the largest chamber of commerce organization in Arizona with over 5,000 members.

In 2016, Carly served as an intern for United States Senator Jeff Flake. Carly communicated with constituents regarding state government agencies such as the Department of Health Services, the Department of Corrections and the Department of Economic Security. Carly also reported to the Senator's staff a myriad of state, federal, and international issues. She worked with other Members of the United States Congress to build support for issues relevant to Arizona citizens.

Originally from Mesa, Arizona, Carly graduated from Dobson High School. Carly was an active student leader as the Editor-in-Chief of the Yearbook and Captain of the Women's Swim Team. She accepted a scholarship to swim at a collegiate level for Hiram College in Northeast Ohio. Carly was named NCAC Swimmer of the Month in September 2012 and competed in four Conference Championships.

Carly earned her Bachelor of Arts in Political Science and Associate of Arts in Sociology. Carly is currently pursuing an online Master's of Arts in Political Science through the University of Nebraska.







## Current Clients

3M  
A Place for Mom  
Arizona Association for Economic Development  
Arizona BioIndustry Association  
Arizona Diamondbacks  
Arizona Professional Towing and Recovery Association  
American Medical Response  
Arizona Physical Therapy Association  
Arizona Planning Association  
Arizona Sign Association  
Arizona Western Coal Company  
Aviation Coalition of Arizona  
Bulletproof Securities, Inc.  
City of Kingman  
City of Phoenix  
Center for Orthopedic Rehabilitation and Education (The CORE Institute)  
Cigna Healthcare  
East Valley Chambers of Commerce Alliance  
(Apache Junction, Carefree, Cave Creek, Gilbert, Mesa, Queen Creek, Scottsdale, Tempe)  
Educational Options Foundation  
Envision Healthcare  
HDR Engineering, Inc.  
Healthcare Outcomes Performance Company  
La Paz County  
Macquarie Capital USA  
Mesa Chamber of Commerce  
Mobile Video Computing Solutions  
MSP Companies  
Office of the Commissioner of Baseball, Major League Baseball  
Peabody Energy  
Pinal Alliance for Economic Development  
Republic Services  
Tempe Chamber of Commerce  
Truck Pay