

December 1, 2021

City Administrator Bill Reynolds
City of Shakopee
485 Gorman St
Shakopee, MN 55379

Dear Administrator Reynolds,

Thank you for the opportunity to present the following proposal for state government relations services for the City of Shakopee. We would be honored to work with you and your team.

We at Lockridge Grindal Nauen (LGN) have the highest regard for the City of Shakopee, its City Staff, the Shakopee Mayor, and the City Council. We are proud of our track record in assisting local governments. We know we have the comprehensive state lobbying experience to help advance your goals.

We are eager to work in partnership with the City of Shakopee. Please do not hesitate to contact me with any further questions.

Very truly yours,



Rebecca J. Kanninen
Partner

Ann Lenczewski
State Government Affairs

I. ABOUT LOCKRIDGE GRINDAL NAUEN GOVERNMENT RELATIONS

Lockridge Grindal Nauen's government relations professionals have over three decades of experience representing clients of all types and sizes throughout the Midwest and in Washington, D.C. In addition to our Minnesota-based state government relations team, LGN also co-owns and operates **Primacy Strategy Group**—a multi-state advocacy, communications, and coalition-building firm serving clients in state and local governments across the region. With this unique collaboration at the intersection of local, state, and federal units of government, our team is able to better serve our clients and successfully advocate on their behalf.

We are proud to partner with a wide range of non-profit, government and business clients to elevate their impact in Minnesota by cultivating broader influence and understanding among public officials and decision-makers. We have a reputation for being knowledgeable, trustworthy, and politically savvy. Through our sizeable team, with broad-based political affiliations, we have developed a vast network of long-term, personal connections with leaders at all levels of government.

II. GOALS & SERVICES

LGN hopes to earn your support to deliver state lobbying services for the City of Shakopee's tax priorities.

We propose using a team approach to achieve success for the City of Shakopee. We will work with you to understand which elements of your legislative agenda require short, medium and long-term attention. We will work closely with Administrator Reynolds and the staff members he designates. We will call on our entire LGN state team as needed to accomplish your agenda.

LGN will provide legislative coverage of House and Senate Committees and report to City Administrator Reynolds. We will track all significant activities in both legislative bodies and the Governor's office that impact the priorities of the City of Shakopee. We will take all necessary steps to position the City of Shakopee for legislative success.

Additionally, LGN will work with the legislators who represent Shakopee. At the direction of Administrator Reynolds, LGN will work to advance the City of Shakopee's tax proposals. If requested, we will attend Shakopee City Council meetings to provide the City Council with legislative updates.

Our state lobbyists superbly cover all the bases at the Minnesota State Capitol. We excel at understanding the "black box" of the Minnesota Legislature, the Governor's Office, state agencies and legislative staff. Our deep relationships across the entire political spectrum and our command of legislative strategy and process will advance the legislative priorities for the City of Shakopee.

III. RATE OF COMPENSATION

At LGN, we are sensitive to the concerns of local governments and municipal budgets. We have attempted to adjust our fees accordingly. We propose a yearly \$38,000 fee for the City of Shakopee to engage LGN for state lobbying services at the Minnesota State Capitol. The contract will be billed on a twelve-month basis to the City of Shakopee beginning December 1, 2021.

Our fee schedules are structured to achieve maximum value for clients. LGN strives to develop cost-effective, long-term relationships with satisfied clients. Please do not hesitate to contact us with questions or to discuss our proposed fee.

IV. NEXT STEPS

Again, thank you for the opportunity to submit a proposal for your consideration. We believe that our plan will help to achieve the goals of the City of Shakopee.

We look forward to hearing from you. We are eager to provide further information or address any questions you may have.