



Proposal for State Lobbying Services

Thank you for the opportunity to submit to a proposal for state lobbying services. Our firm is confident that we exceed the criteria and expectations and would be a great asset to the Connecticut Building Officials Association.

Originally established in 1999, Powers, Griffin & Hill, LLC is one of Connecticut's leading governmental relations firms. PG&H provides its clients with an understanding of the administrative, legislative and political processes necessary to advance their interests. We are staffed with professionals who have experience as advocates on both the local and state level. We maintain working relationships with both major political parties.

At PG&H we represent clients in a variety of areas, including hospitality, insurance, public safety, transportation, taxation, economic development, and energy. Depending on the issue, our services may include lobbying the legislature, monitoring legislation, working with the administration, or representing the client before a state agency - whatever appropriate action it takes to obtain a positive outcome for our client.

State government faces numerous complex issues; developing a deep and extensive knowledge of those issues is a hallmark of PG&H. We stay up-to-date on the key issues before state and local governments and are positioned to react immediately in the best interest of our clients.



Experience

Client Name: Dominion Energy

Type of State Outcome Required: Passage into law of a bill that would allow Dominion Energy's Millstone power station to bid into a zero emission RFP.

Activities Undertaken: Lobbied legislators, administration officials, Governor and staff to pass the bill into law. We argued that Millstone is uneconomic in the current wholesale market environment and would have to close if the state did not intervene and grant the RFP to move forward. Utilized print media as well as grass roots lobbying with Millstone employees. We negotiated the final language of the bill with the Department of Energy and Environmental Protection, Public Utility and Regulatory Agency and the Governor's office.

Results Achieved: Bill passed into law on a special session date. Despite not having a majority of the majority party support, we were able to pass both chambers in the special session and have the bill be signed into law by the Governor.

Timeframe for Achieving Results: 24 months

Client Contact Info: Kevin Hennessy, (860) 912-5124

Client Name: Insurance Association of Connecticut

Type of State Outcome Required: Issue of Crumbling Foundations in northern Connecticut due to material in concrete foundations; towns not covered by homeowner's insurance policies. Many legislators were working to mandate coverage and/or mandate insurance companies fund reparations or replacement basements.

Type of State Outcome Required: The goal of the IAC was to ensure there was no mandate of retroactive or future coverage.

Activities Undertaken: We worked to educate legislators and the administration as to why this was not a part of home owners policies and mandating coverage would be a major issue not only in Connecticut but across the country.

Results Achieved: A compromise was reached to establish a surcharge on all home owner insurance policies to help mitigate the costs associated.

Timeframe for Achieving Results: Legislative Sessions of 2017 and 2018.

Client Contact: Eric George, IAC President egeorge@iaconnecticut.com



Client Name: Wine & Spirits Wholesalers of Connecticut

Type of State Outcome Required: Prevent expansion of the Connecticut's current bottle redemption bill.

Activities Undertaken: In order to convince legislators that expanding the state's bottle bill to include small bottles of alcohol known as nips was an ineffective way to achieve littering and redemption goals, we met with and had ongoing conversations with members of the Environment Committee, Finance Committee and Legislative Leaders. We presented them with several reasons why this would be not only an unworkable endeavor, but would prove extremely costly to the wholesale companies that would be tasked with the expansion. We were part of a larger coalition of trade associations which met throughout the legislative session to update one another on progress and to work on strategy.

Results Achieved: Legislation to expand the bottle bill was not taken up by the Legislature.

Timeframe for Achieving Results: Legislative Session of 2018, February-May.

Client Contact Info: Larry Cafero, Executive Director, (203) 247-0301



CBOA Direct Contacts

Nicole Griffin would serve as your main contact and C.J. Kowaleski would serve as secondary contact. In addition, Kevin Hill would be available to participate when necessary and appropriate.

Consulting Fee

Annual Fee Proposal #1: \$24,000.00 plus applicable sales tax and ethics fees, to be paid in monthly payments of \$2,000 beginning upon execution of contract. Contract includes weekly bill tracking during legislative session, monitoring of priority bill list, strategy meetings, coordination of legislative/administrative meetings, working on behalf of CBOA for or against legislative proposals, etc.

Annual Fee Proposal #2: \$6,000 plus applicable sales tax and ethics fees, to be paid in monthly payments of \$500, beginning upon execution of contract. Contract includes weekly bill tracking during legislative session and monitoring of priority bill list.

References

Larry Cafero, Executive Director
Wine and Spirits Wholesalers of Connecticut
lcafero@caferolaw.com

The Honorable Neil O'Leary, Mayor
City of Waterbury
(203) 597-3444

Walter Summers, Fire Marshal, Town of South Windsor
CT Fire Marshals Association
Walter.summers@southwindsor-ct.gov