

RESOLUTION NO. 2020-55

A RESOLUTION AUTHORIZING THE EXECUTION OF A PROFESSIONAL SERVICES CONTRACT BY AND BETWEEN THE CITY OF VINELAND AND TONIO BURGOS AND ASSOCIATES, INC. TRENTON, NEW JERSEY FOR PROFESSIONAL BUSINESS PLANNING AND STRATEGIC GOVERNMENT RELATIONS CONSULTING SERVICES.

WHEREAS, the City of Vineland has heretofore advertised for proposals for Professional Services for business planning and strategic relations consulting services for the City of Vineland; and

WHEREAS, the Requests were published in the City's official newspaper and the City's website; and

WHEREAS, one (1) proposal was received and referred to the Purchasing Agent and City Solicitor for evaluation and recommendation; and

WHEREAS, it has been recommended that a contract for the required services be awarded to Tonio Burgos and Associates, Inc. Trenton, New Jersey based upon the proposal received, pursuant to a fair and open process; and

WHEREAS, this contract awarded in an amount of \$5,000.00 per month on an "as needed" basis in an amount not to exceed \$60,000.00 per annum plus allowable reimbursable expenses, for a contract period February 1, 2020 through January 31, 2021; and

WHEREAS, the availability of funds for said Professional Services Contract to be awarded herein have been certified by the Chief Financial Officer.

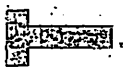
NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Vineland that said contract for Professional Services for Professional Business Planning and Strategic Government Relations Consulting Services be awarded to Tonio Burgos and Associates, Inc. Trenton, New Jersey, based upon the proposal received, pursuant to a fair and open process, in the amount not to exceed \$5,000.00 per month, plus allowable reimbursable expenses, for specified services, for a contract period of February 1, 2020 through January 31, 2021.

Adopted:

President of Council

ATTEST:

City Clerk



TONIO BURGOS AND ASSOCIATES

TONIO BURGOS
AND ASSOCIATES, INC.
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1) Firm Qualifications

Tonio Burgos and Associates of New Jersey (TB&A) is a uniquely qualified to assist the City of Vineland (COV) wherever the need exists in economic development opportunities, government relations or to champion legislation that can be helpful to the City.

TB&A maintains a significant array of longtime effective working relationships with elected and appointed officials in New Jersey as well as key opinion leaders in various business associations and prominent advocacy organizations in New Jersey and our federal officials in Washington DC.

Jim Kehoe, President of our Trenton Office, leads our efforts in New Jersey – and is supported by other staff.

2) Staff Qualifications

Jim Kehoe is President of New Jersey operations at Tonio Burgos and Associates, Inc., a position he accepted as of January, 2015.

Kehoe, a recognized and highly respected individual in the building trades, recently retired after 35 years with UA Local 322 Plumbers and Pipefitters in Winslow, N.J. He held an elected position as business agent since 1988 and has been the business manager since 2002. In that role, Kehoe oversaw all aspects of union operations, including the supply of skilled mechanics to area contractors as well as training apprentices and journeymen. His responsibilities also included serving as Chairman of the Pension, Health and Welfare and Annuity Funds that support members and their families. He completed his tenure as a representative of the International Training Fund of Journeymen and Apprentices of the Plumbing and Pipefitting Industry in 2015.

He was a member of the Board of Trustees at Rowan University from 2002-2016 and is an advisory board member of the Walter Rand Institute of Public Affairs. He was appointed to the Casino Reinvestment Development Authority Board of Directors by Governor Jon Corzine in 2007 and served as the Board's Chairman from 2008-2016.

Kehoe served as President of the New Jersey State Association of Pipe Trades; President of the Southern New Jersey Building Trades Council; Executive Vice President of the Southern New Jersey AFL-CIO; and a member of the Board of Union Organization of Social Services. He was Chairman of the Camden County Improvement Authority from 2008-2010.

In recognition for his vision and contributions in the areas of job creation and economic development and for his commitment to local and statewide nonprofit organizations, Kehoe received the George E. Norcross Senior Humanitarian Award, the Red Cross Good Neighbor Award, the New Jersey Alliance for Action Sigurd Lucassen Eagle Award, the PlanSmart NJ Economic Development Award, the Camden County Boy Scouts Good Scout Award, the Southern New Jersey Development Council South Jersey Vision Award and Chamber of Commerce of Southern New Jersey Pinnacle Award.

Over the years, Kehoe has held board positions and has been actively involved with nonprofit organizations, including The Salvation Army, Boy Scouts of Southern New Jersey, Urban Promise, Camden County United Way, Catholic Charities, American Diabetes Association, American Red Cross and New Jersey Employer Support of the Guard and Reserve.

3) Experience

TB&A has previously represented a broad spectrum of business interests involved in regulatory matters under the jurisdiction of public agencies at all levels of government, including energy production, general, and transmissions, as well as environmental compliance

TB&A professional staff included former public officials involved in the development and implementation of major projects and policy issues, including regulatory matters in several jurisdictions, within the executive and legislative branches, at all levels of government.

4) References

Below are three professional references – all of whom we have represented in New Jersey on a number of legislative and regulatory issues. They are expecting your call and will be glad to answer any questions about the services we have provided.

Mike Fischette (Concord)
(856) 427-0200 x108

Rich Thigpen (PSEG)
(973) 430-6400

Stephen Faber (PFM)
(609) 452-0263

5) Proposal

TB&A will arrange meetings with key Local, State and Federal Officials to develop opportunities that will be helpful to COV in both the short and long term.

With COV and members of its advisory team, TB&A will help create a business development strategy. The plan will include introducing COV to developers and other relevant businesses who can help the City maintain their current infrastructure, while also promoting the City's growth. Our firm has these relationships through our clients and other businesses, where we can assist in developing mutual partnerships, in the hopes of matching the City's needs with a qualified firm.

TB&A will also provide government relations services, which will include identifying and tracking relevant bills. In addition, TB&A, with COV will lobby the state for funding to compliment the business development strategy. As required, our firm will set up meetings with elected officials and stakeholders as legislation and funding makes its way through the legislative process. Meetings will include the Governor's Office, Legislative Leadership, and Committee members as matters arise.

TB&A will provide guidance, consultation and policy advice to COV, and will serve as the primary contact for setting up meetings, and any required follow-up. Will also maintain ongoing and regular



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communications with the designated principals of COV, along with periodic meetings and conference calls that are necessary for tracking progress and reporting results of TB&A efforts.

TB&A is an equal opportunity employer, and adheres to all requirements covered by Title II of the Americans with Disabilities Act of 1990. We prohibit the discrimination of any person based on their disability.

6) Additional Services

TB&A's approach in working with clients is unlike other firms. Our clients have advantage of working with an entire team of government relations and strategic planning professionals. While one member of the firm serves as the client's principal point of contact, our collaborative model enables other Directors to be accessed whenever necessary based on their specialized expertise. TB&A Directors provide ongoing communications and regular project updates to client principals, along with the availability for any meetings and conference calls necessary for tracking progress and reporting the results of the firm's efforts.

7) Cost of Service

TB&A proposes a monthly retainer at the rate of \$5,000 per month for our services in New Jersey.

These fees are payable on the first day of each monthly billing cycle per agreement. The initial payment is due upon the commencement of this agreement and does not include expenses to implement the plan, travel, expenses and other related costs.