



PURCHASING DEPARTMENT
1772 County Services Parkway
Marietta, Georgia 30008-4012
(770) 528-8400/FAX (770) 528-1154

Mark Kohntopp
INTERIM DIRECTOR

ADDENDUM No. 2

**Sealed Bid # 12-5653
Request for Qualifications
Professional Services
Legislative Consultant at State and Federal Levels
Cobb County Economic Development Department**

DATE: March 30, 2012

Page 1 of 3

The following addendum hereby amends and/or modifies the Proposal Documents and specifications as originally issued for this project. All proposers are subject to the provisions of this Addendum.

Proposers shall acknowledge receipt of this addendum.

Include this original form inside your proposal package.

This Addendum consists of:

- Minutes from the Pre-Bid Meeting held on March 27, 2012
- Sign in Sheet from Pre-Bid Meeting

All bids must be received before 12:00 (noon) by the Bid Opening date. Bids shall be delivered to Cobb County Purchasing Department, 1772 County Services Parkway, Marietta, GA 30008.

Electronic / faxed bid response will not be considered.

I acknowledge that I have received Addendum No. 2

**Sealed Bid # 12-5653
Request for Qualifications
Professional Services
Legislative Consultant at State and Federal Levels
Cobb County Economic Development Department**

Company Name

Signature

Date Sent to Purchasing

Please Print Name

Please sign, date, and return this form ONLY to:
Cobb County Purchasing Department
Fax #: 770-528-1154
E-Mail: purchasing@cobbcounty.org

Please note: The deadline for questions is: April 3, 2012 by 5:00 pm
Any questions received after this deadline will not be considered.

Addendum 2
Sealed Bid 12-5653
Request for Qualifications – Legislative Consultant at State and Federal Levels

Minutes of Pre - bid Meeting held on March 27, 2012

Attendees:

Virgil Moon, Agency Director, Cobb County Support Services
Micheal Hughes, Director, Cobb County Economic Development
Daphne Bailey, Cobb County Purchasing Department
Michael McPherson, Corner Stone Communications
Jet Toney, Corner Stone Communications
Michael Shelnutt, McGuire Woods Consulting
David Word, Joe Tanner & Associates
Mitch Hunter, Turner Bachman & Garrett
Tiffany King, Greenberg Traurig
Nina Tickaradze, Hall Booth Smith & Slover
Brad Carver, Hall Booth Smith & Slover
Stephanie Kozol, Holland & knight

Purchasing Department opened with procedures on submitting proposals:

Proposals are due to the Cobb County Purchasing Department located at 1772 County Services Parkway, Marietta, GA before 12:00 noon on April 12, 2012. - Proposals will be opened at 2:00 pm on the same day. Vendors are to submit original and five (5) copies to the Cobb County Purchasing Department. The cutoff date for question submittal after the pre-bid meeting is April 3, 2012 at 5:00 pm. Minutes of the pre-bid meeting will be issued in an addendum and sent to plan holders on record with Cobb County Purchasing. The addendum will also be posted on our website: purchasing.cobbcountyga.gov.

Overview by Virgil Moon:

This is the first time Cobb County Government is seeking professional services for lobbyist at the State - Level . Firms may submit proposal for both the Legislative Consultant at the State and Federal Levels or firms may submit a single proposal on either the Legislative Consultant at the State or Federal Level. A selection committee will review all proposals and rank the three (3) top firms. The Board of Commissioners will approve the ranking and Negotiations will be held with the top ranked firm. This process shall take about 2 to 3 weeks. The Cobb County Attorney's office will draw up a contract. The Board of Commissioners will be asked to approve the contract and then work will begin.

Cobb County is looking for a partnership at the State and Federal Levels.

State Level - Firms must represent the County in preparing Legislative agenda, local control legislation that would impact local authority and control over governance issues, land use policies, fiscal stability,

and monitor bills that would impact Cobb County. Firms must work closely with Cobb's Legislative Delegation, as well as all other Legislators and State Agencies.

Overview by Micheal Hughes:

The Office of Economic Development has managed a consultant contract for the federal lobbyist for approximately seven (7) years. The existing contract for the previous federal lobbyist expired at the end of 2011. Federal Level – Firms must be able to identify and secure Federal funding for projects and programs, identify legislation and policies that would impact Cobb County, provide assistance in identifying and monitoring federal legislation that would impact Cobb County negatively. Firms must meet and have a working relationship with Georgia's Congressional Legislative Delegation.

Firms must be available year round.

Review of questions submitted in writing issued in Addendum 1:

- Is there a call-in option on the pre-proposal meeting on March 27, 2012?
No, there is no call-in option. The minutes of the pre-proposal meeting will be issued in the form of an addendum and sent to all plan holders on record with the Cobb County Purchasing Department and posted on the Cobb County Purchasing website: purchasing.cobbcountyga.gov
- There is a requirement for the Cobb County Occupation Tax Certificate under the Local Vendor Presence Program section. Is this optional – only necessary if I am seeking a preference under the LVP?
The Cobb County Occupation Tax Certificate is only necessary if the vendor is seeking Local Vendor Presence and this form is required as additional documentation and must be submitted with the proposal for consideration. During the evaluation process for Local Vendor Presence five (5) additional points will be given to each local vendor that meets the approved qualifications where the estimated cost of professional services is expected to be between \$50,000 and \$100,000 and three (3) points will be given to each local vendor that meets approved qualifications where the estimated cost of professional services is expected to exceed \$100,000.

Q. What is time payment discount?

This statement is included on Bid Submittal Form and does not apply to this RFQ.

Q. Should the vendors include a maximum delivery date ?

This statement is include on the Bid Submittal Form and does not apply to this RFQ. The maximum delivery date is a requirement for delivery of commodities.

PRE- PROPOSAL CONFERENCE

SEALED BID # 12-5653
 REQUEST FOR QUALIFICATIONS
 PROFESSIONAL SERVICES
 LEGISLATIVE CONSULTANTS AT STATE AND FEDERAL LEVELS
 MARCH 27, 2012

REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	FAX # (INCLUDE AREA CODE)	E-MAIL ADDRESS
Daphne Bailey	Cobb County Purchasing	770-528-8423	7) 528-1154	d1bailey@cobbcounty.org
Michael McPherson	Cornerstone Comm. Group	404-556-3661	404-249-8831	michael.mcpherson@politics.org
Michael Shelutt	McQuire Woods Consulting Promenade II 1230 Peachtree St. N.E. Atlanta, GA 30309 S-2100	41-443-5804	4-443-5689	mshelutt@mwcllc.com
David Word	Joe Tanner & Pazzo 930 HURT PLAZA ATLANTA GA 30303	404 659-4663	404 659-4633	davidword@joetanner.com
Mitch Hunter	Turner Buchner & Barnett 57 Waddell Street Marietta, GA 30060	770-639-3011	678-909-0284	mitch@fed360.net
Tiffany King	Greenberg Traurig 3290 Northside Pkwy, Ste 400 Atlanta, GA 30327 2170	678-553-	678-553-2171	kingt@gtlaw.com
Nina Tickaradze	Hall Booth Smith & Silver 191 Peachtree St. St 2900 Atlanta GA 30303	404.954.5000		ninat@hbss.net
Brad Carver	Hall Booth Smith & Silver 191 Peachtree St. St 2900 Atlanta GA 30303	(404) 954-6967	(404) 954-5020	bcarver@hbss.net

*Please note that contact information provided to a government agency may be subject to public release as required by Georgia's open records law.

PRE- PROPOSAL CONFERENCE

SEALED BID # 12-5653
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REPRESENTATIVE NAME	COMPANY NAME & COMPLETE ADDRESS	PHONE (INCLUDE AREA CODE)	FAX # (INCLUDE AREA CODE)	E-MAIL ADDRESS
Jet Toney	1231-J Collier Rd. Nw Cornerstone Comm.	Atlanta, 30318 404-249-8833 ext. 222	404-249-8831	jet.toney@politics.org
Stephanie Kozol	Holland Knight 1201 W. Peachtree St. Ste 2000 Atlanta, GA 30309	4-817-8500	4-881-0470	Stephanie.kozol@hklaw.com
Michael Hughes	100 Cherokee St Marietta GA 30090	7-528-2607	7-528-2620	mhhughes@cobbravty.org
V. A. Man	CC	2608	2601	VMan@CC.org

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