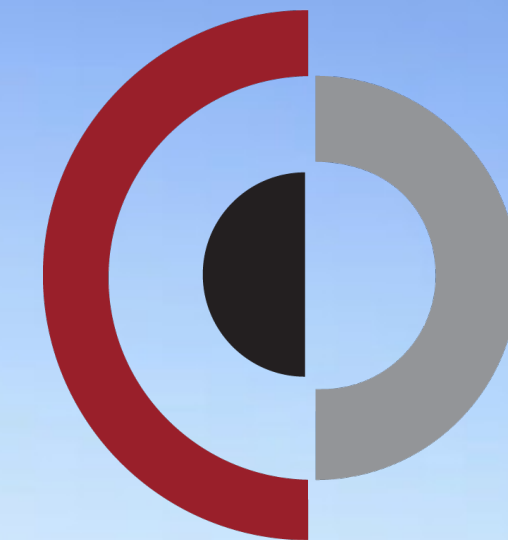


# Indian Wells Valley Groundwater Authority

Imported Water RFP Response



CAPITOL  
**CORE**  
GROUP

Educate • Advocate • Win





# Presentation Outline

PROJECT GOALS

FIRM BACKGROUND

PERTINENT EXPERIENCE

PROJECT OUTLINE & COSTS

QUESTIONS

# Imported Water Project Overview



**Water Purchases**



**Transfer Agreements**



**Funding Resources**

- IWVGA estimates that it will need 15,000 AF of imported water per year of imported water supplies
- To support this goal, the Authority needs assistance with:
  - Water Procurement/Purchases
  - Transfer/Partnership Agreements
  - Funding Resources for Needed Infrastructure



# Project Goals

- **Water Sourcing:** Find imported water supplies that support Authority's long-term needs
- **Government Affairs:** Leverage Authority funding with State and Federal Funding
  - Grants
  - Appropriations
  - Regional Agencies
- Build positive stakeholder relations at a regional and State level
- Build positive community relationships through project construction





# Meet the Team Principals



**Michael McKinney**  
Founding Partner  
Capitol Core Group

**For This Project:**

**Federal Funding Lead**

**Direct Lobbying**

**Community and Stakeholder  
Outreach**



**Todd Tatum**  
Co-Founder  
The Tatum Companies

**For This Project:**

**Water Purchases**

**Transfer Agreements**

**Local Government Relations**



**Jeff Simonetti**  
Senior VP  
Capitol Core Group

**For This Project:**

**Lead for State & Local  
Outreach**

**Direct Lobbying**

**Water Purchases**

**Community Outreach**

# Why are we Uniquely Qualified?



## Comprehensive Combined Team

- **Tatum Companies** – Water procurement and purchases, transfer agreements, local government affairs
- **Capitol Core Group** – Federal, State and local government affairs, community outreach

## Broad Experience in Project Areas

- Water Purchases
- Transfer Agreements
- Local Government Affairs
- Federal/State Funding Sources





# About the Tatum Companies

Over 25 years of successful water transfers

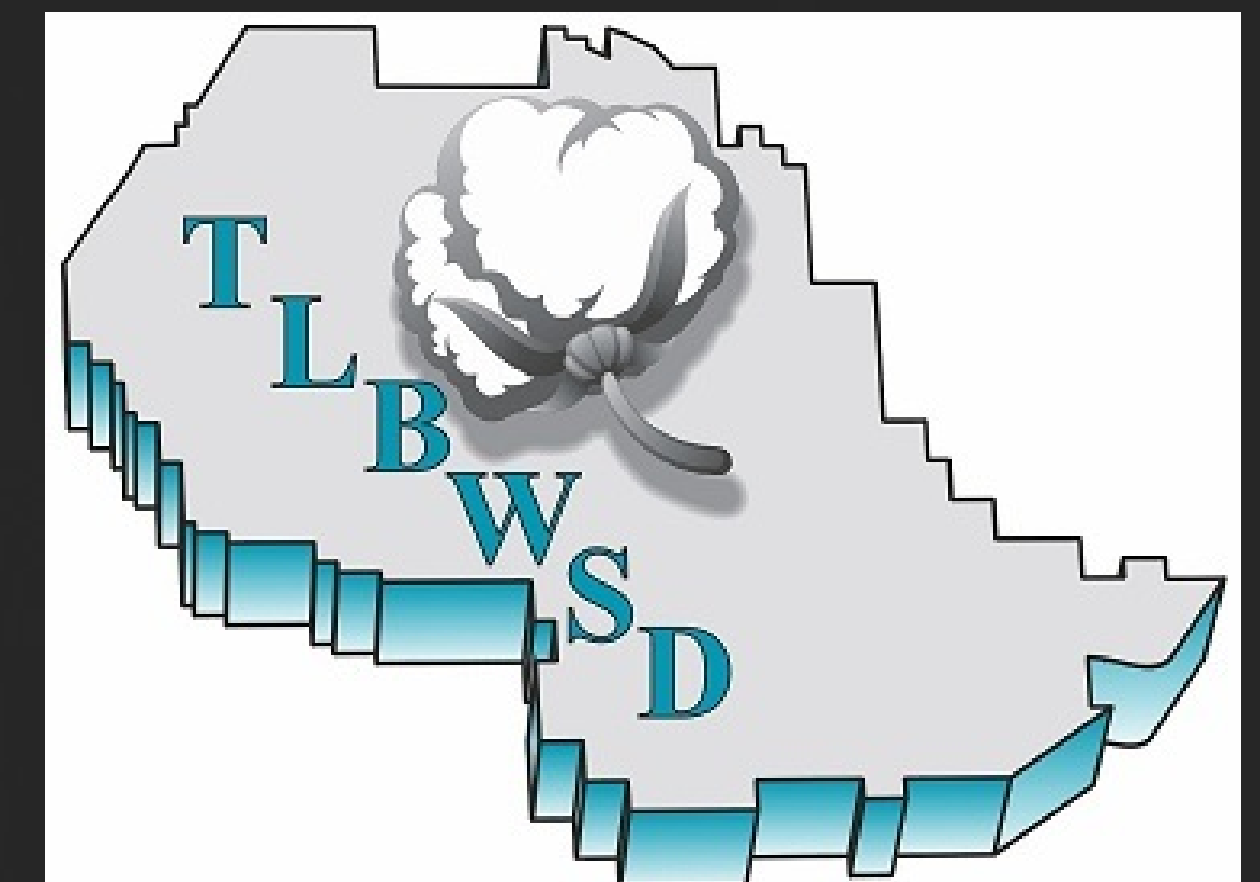
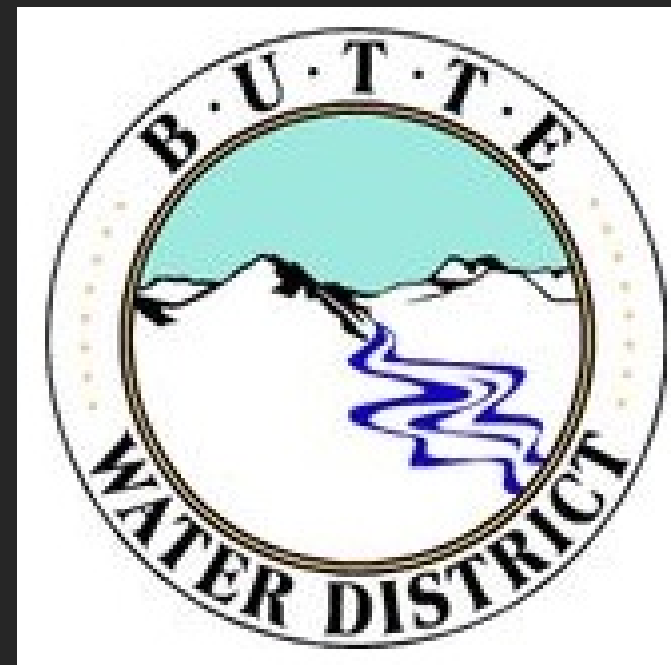
Has contacts throughout the state to secure water transfers that fit your water needs

Working relationships with the transfer partners and agencies crucial to this project's success





# Select Tatum Companies Transfer Partners







# About Capitol Core

A national government relations and strategic communications firm.

Unique in our background concerning water issues.

Unique in our ability to operate at the Federal, State, and Local levels of government.

Unique in our background within the Inland Southern California region.

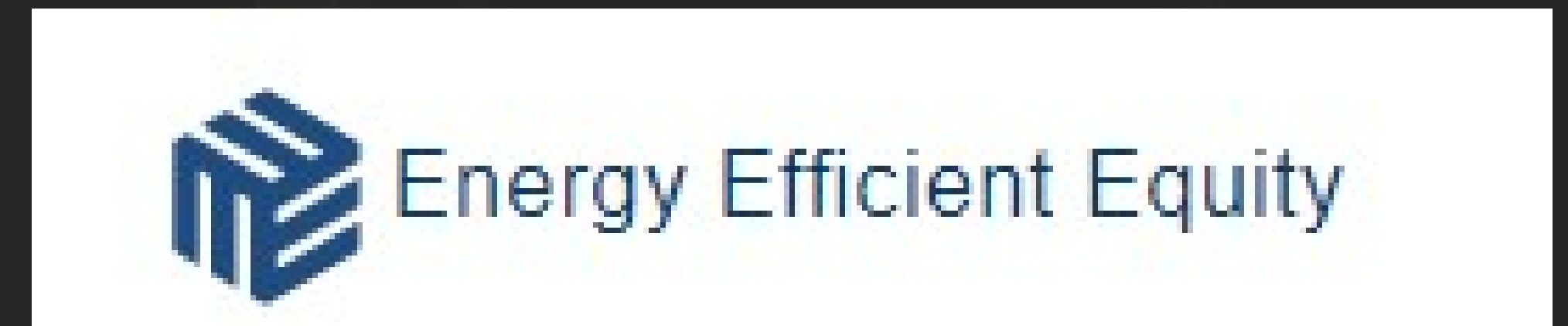
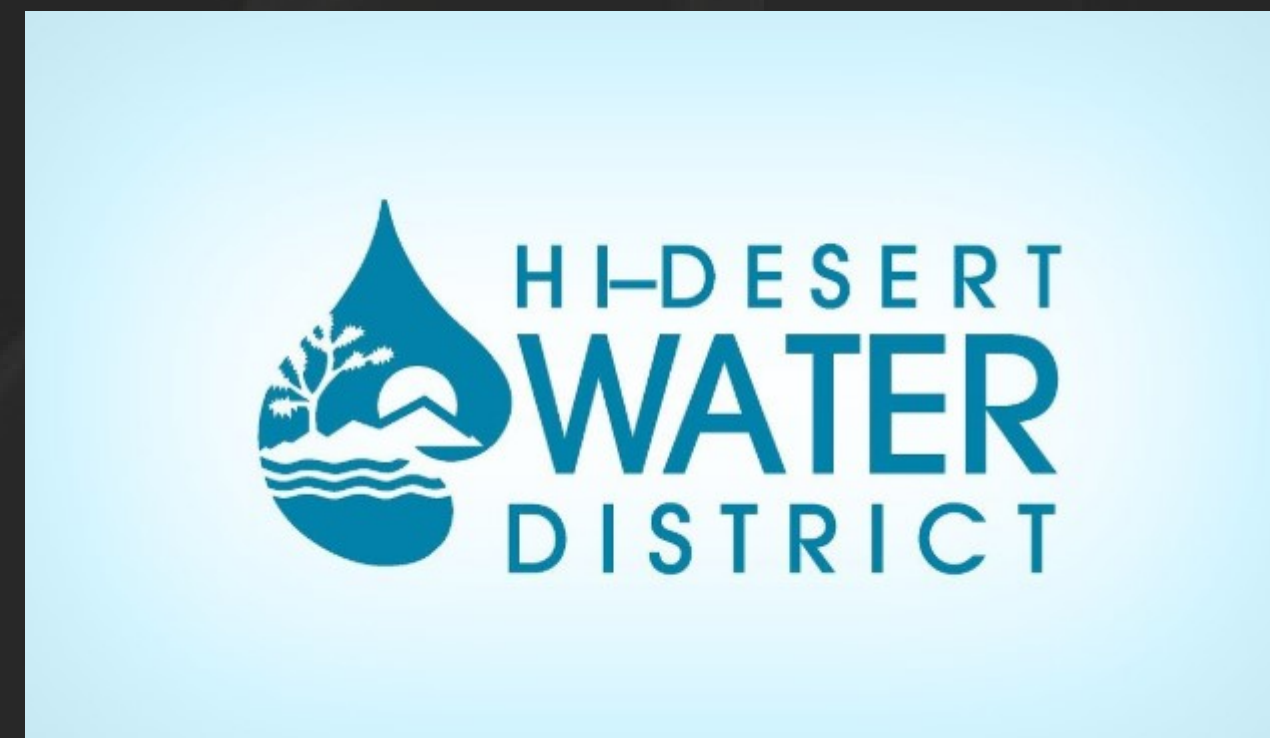
Experience and relationships needed for project success!







# Select Capitol Core Current and Past Clients







# Year One Project Highlights

## Task 1: Imported Water Supplies

- Initial Market Assessment
- Community Outreach
- Meetings with Board/staff
- Commence Water Purchases if Authority is Ready

## Task 2: Transfer and Wheeling Agreements

- Draft Wheeling Agreement
- Draft in-lieu Agreement
- Draft Banking/Transfer Agreements
- Representation before transfer partners/governmental agencies





# Year One Project Highlights

## Task 3: Potential Funding Sources

- Funding Sources Strategic Plan
- Advocacy in Washington, D.C.
- Advocacy in Sacramento
- After Action Reports

## Task 4: Board and Staff Meetings

- IWVGA Board Meeting Participation (as appropriate)
- Regular Staff Meetings





# 1<sup>st</sup> Year Proposed Project Costs

## Year 1 Consulting Expenses:

Task 1\*: \$53,350

Task 2: \$62,900

Task 3: \$99,275

Task 4: \$5,700

Total Hourly Consulting: \$221,225

Year One Travel Expenses: \$11,800

\*Water Leases: \$10/AF

\*Permanent Water Transfers: Subject to Separate  
Agreement





**QUESTIONS?**

**Thank You!**

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