



1130 Connecticut Avenue, NW  
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October 13, 2006

The Honorable Larry Phillips  
Chair, Metropolitan King County Council  
King County Courthouse  
516 Third Avenue, Room 1200  
Seattle, WA 98104

The Honorable Ron Sims  
King County Executive  
King County Courthouse  
516 Third Avenue, Room 400  
Seattle, WA 98104

Dear Chairman Phillips and Executive Sims:

On behalf of The Ferguson Group, LLC (TFG) and its King County team, I am writing to request that you renew our contract agreement to provide federal government services for King County. Working together we have built a strong foundation for consistently securing substantial levels of federal funding, as well as influencing legislative policy.

During the ten years that TFG has represented King County in Washington, D.C., we have worked with the County and its congressional delegation to secure more than \$236 million. This includes federal appropriations, authorizations and competitive grants. It also includes \$10 million secured in FY 2006 alone for projects like the Vashon Island Passenger Only Ferry, the Duwamish/Green Ecosystem Restoration Program, and the Bus Radio Replacement Project. The figure does not reflect the significant financial benefits to the County as a result of the impact we have had on broader legislation and regulatory matters, nor does it include any funds that may be secured in the FY 2007 appropriations cycle for the County's requests. The FY 2007 appropriations process is not yet complete and is expected to take until the end of this year.

TFG develops and implements, in cooperation with King County elected officials and staff, strategies on all lobbying efforts to successfully move your federal agenda and action plan. We prepare all briefing materials, letters and talking points for federal and local legislators; meet with Members of Congress and their staff, as well as federal agency officials, to promote King County, and work with national coalitions to promote policies beneficial to King County. TFG organizes and arranges for meetings for King County elected officials and staff in Washington, D.C. with key decision makers, accompanies County representatives to these meetings and

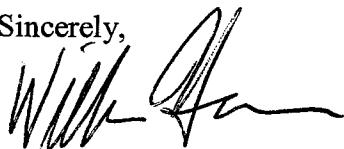
[www.fergusongroup.us](http://www.fergusongroup.us)

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ensures that the appropriate follow-up is handled accordingly. We also provide regular verbal and written reports to keep the County attuned to the status of its agenda, as well as to new legislation and policies of interest to the County. These are just a few of the services that TFG provides that enable King County to maintain an aggressive federal presence.

The Ferguson Group was gratified to receive an increase to our retainer of \$24,000, which was approved by the County this year. We feel that this was a vote of confidence for how we do business and we thank you for the opportunity to represent King County. TFG has a proven record of success as King County's federal lobbyist and remains committed to seeking out new ways to provide the County with the highest quality of service. We appreciate your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'William Hanka', with a stylized flourish at the end.

William Hanka  
Partner

enclosure



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## KING COUNTY, WASHINGTON

### The Ferguson Group Results FY 2005-2007

| Project Name                         | FY 2005             | FY 2006             | Pending FY 2007    |
|--------------------------------------|---------------------|---------------------|--------------------|
| Bus Radio Replacement                | *                   | \$2,000,000         | \$750,000          |
| Cedar Green Partnership              | \$1,600,000         | \$2,000,000         | *                  |
| Clean Air Hybrid Buses               | \$5,000,000         | *                   | *                  |
| County-wide Signal Program           | \$2,000,000         |                     | *                  |
| Duwamish/Green                       | \$1,250,000         | \$1,875,000         | \$2,000,000        |
| Influenza Pandemic Preparedness      | *                   | *                   | \$350,000          |
| Lake Washington Ship Canal           | \$450,000           | \$235,000           | \$400,000          |
| Maury Island Conservation Initiative | \$1,500,000         | *                   | *                  |
| Molten Fuel Cell Demonstration       | \$400,000           |                     | *                  |
| Puget Sound and Adjacent Waters      | \$500,000           | \$1,500,000         |                    |
| Puget Sound Nearshore                | \$525,000           | \$750,000           | \$1,500,000        |
| Puyallup/White River                 | \$450,000           |                     |                    |
| Tolt Bridge Replacement              | *                   | \$250,000           | \$1,000,000        |
| Vashon Island Passenger Only Ferry   |                     | \$1,400,000         | \$500,000          |
| <b>Total</b>                         | <b>\$13,675,000</b> | <b>\$10,010,000</b> | <b>\$6,500,000</b> |

\* Denotes projects not requested.