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October 3, 2008

The Honorable Julia Patterson
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 Chair Patterson 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.

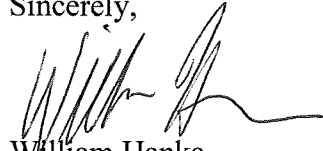
During the 12 years that TFG has represented King County in Washington, D.C., we have worked with the County and its congressional delegation to secure more than \$254 million in federally-designated funds. The figure does not reflect the significant financial benefits to the County as a result of the impact we have had on broader legislation and regulatory matters, nor does it include at least \$22 million for projects on the County's FY 2009 federal agenda, which is currently pending before Congress. The FY 2009 appropriations process is not yet complete and is expected to remain unfinished until early next 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 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.

Last year, The Ferguson Group was very grateful to have been chosen to remain as your federal representative after a competitive rebidding process. We feel that this was a vote of confidence for how we do business and we thank you for the opportunity to continue 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 long horizontal flourish extending to the right.

William Hanka
Partner

enclosure