



**CITY COUNCIL
LOBBYIST SELECTION COMMITTEE**

RECORD OF PROCEEDINGS

**WILDWOOD CITY HALL
16860 Main Street
City of Wildwood, Missouri 63040**

**MONDAY, MARCH 13, 2017
4:00 P.M.**

The meeting was called to order at 4:00 P.M.

A roll call was taken with the following results:

Present	Absent
Cullinane	
Alexander	
Goodson	
Marshall	
Levitt	

Also present:

**Mayor Jim Bowlin
Mr. Ryan Thomas, City Administrator
Ms. Amanda Foster, City Clerk**

APPROVAL OF MINUTES – February 13, 2017

A motion was made by Council Member Alexander, seconded by Council Member Cullinane to approve the February 13, 2017 Meeting Minutes. A voice vote was taken with a unanimous affirmative result and the motion to approve the minutes was declared passed. Council Member Levitt abstained.

INTERVIEW OF FINALISTS

Armstrong Teasdale

Jim Mellow, Partner; Patricia Churchill, Director of Regulatory Affairs; and Jon Dalton, President and CEO of AT Government Strategies were present on behalf of Armstrong Teasdale. Shannon Hawke, Director of Legislative Affairs was not in attendance due to another commitment.

Ms. Churchill discussed her experience working with local governments and the Missouri Ethics Commission as well as her employment with the Missouri Attorney General's Office and Missouri Department of Revenue.

Mr. Mellow discussed his experience working with local municipalities and the State of Missouri. Mr. Mellow stated he is a public law and public finance attorney, not a lobbyist, but would serve as an additional resource for special issues. Mr. Mellow stated he understands the impact of laws on local governments.

Mr. Dalton gave an overview of Armstrong Teasdale's clients which included local fire districts, St. Louis City schools, Great Rivers Greenway and other municipalities. Mr. Dalton stated Armstrong Teasdale has a proven track record of success, strong relationships and experience and a full bi-partisan team. Furthermore, he stated Armstrong Teasdale could provide a full service team of lawyers, lobbyists, and public policy makers with a fee structure based upon scope of services needed.

Discussion was held regarding the following: customized services; fee structures; how would the city become aware of issues; Armstrong Teasdale would analyze every bill and work toward advancing the city's interests; Armstrong Teasdale has contacts at various agencies; how would Armstrong Teasdale handle other clients who oppose the city's views; no conflict with Missouri Municipal League; when does monitoring turn in to lobbying; issues are monitored until the issue increases

The Missouri Group

Dwight Scharnhorst and Tom Smith were present on behalf of The Missouri Group.

Mr. Scharnhorst stated he served in the Missouri State Legislature for nine years. Furthermore, Mr. Scharnhorst stated he has worked with the Missouri Municipal League but was not currently representing other municipalities and that legal matters would be handled by Husch Blackwell. Mr. Scharnhorst stated he is familiar with the City of Wildwood and understands the city's needs.

Mr. Smith stated he owns a small firm, Survey Saint Louis, which has been in business for several years. He stated he has strong political relationships with individuals in Jefferson City. Mr. Smith stated he previously worked as a legislative staffer in Jefferson City.

Discussion was held regarding the following: fee structure; length of service contract; bill monitoring; how would the city become aware of issues; The Missouri Group would read every bill and follow bills through the various committees; build relationships with other lobbyists; who are the firm's other clients; The Missouri Group's other clients include TracFone, Missouri Tow Truck Association, Dempsey Sales; they know other legislators and individuals in other branches of government; would not take on clients who opposed the city's views; sales pool tax and other issues potentially affecting the city; know how to communicate the city's needs to those in Jefferson City; keep control at the local level; the city would be updated on a weekly basis unless an urgent issue arose

Discussion

Discussion was held regarding each respective firm's scope of services; the City of Wildwood's needs and interests, how to best advance the City's interests in Jefferson City, and next steps in the selection process.

ADJOURNMENT

A motion was made by Council Member Levitt, seconded by Council Member Goodson , to adjourn the meeting. A voice vote was taken with a unanimous affirmative result and the motion was declared passed. There being nothing further, the meeting was adjourned at 6:17 p.m.