

# MILLENNIUM

## STRATEGIES

June 7, 2018

Mr. Anthony Ruggiero  
City Administrator  
City of Beacon  
One Municipal Plaza  
Beacon, New York 12508

**RE:    *Proposal for Continuation of Grant Consulting Services***

Dear Mr. Ruggiero:

Millennium Strategies, LLC is pleased to submit the following proposal to the City of Beacon for a continuation of grant consulting services. Millennium has had the privilege of serving the City as its Grants Consultant since March 2015, and welcomes the opportunity to continue working with its staff. During our tenure, we have secured \$1,472,641.51 in alternative funding sources for the City. In addition, 13 recently submitted grant applications remain under review by their respective funding agencies, representing an additional \$14,596,815.60 in potential grant funding.

### **COMPANY PROFILE**

Founded in 2005, Millennium Strategies is the largest full-service grants consulting firm in the region. We currently represent 88 municipalities, counties, school districts and non-profit entities in New Jersey, New York, Pennsylvania and Delaware. Since our inception, Millennium has procured over \$350 million in both public and private grant funding.

What sets Millennium Strategies apart is our comprehensive and aggressive approach to grant research, grant writing and grant management. We help our clients meet their complex challenges by securing funding for a wide range of projects which fall within the following categories:

- Arts and Culture
- Community and Human Services
- Disaster Recovery and Resiliency
- Downtown Revitalization
- Economic Development
- Environmental Planning
- Historic Preservation
- Open Space Preservation
- Parks and Recreation
- Public Safety
- Sustainability
- Tourism
- Transit Oriented Development
- Transportation Infrastructure

### **SERVICE TEAM:**

As Millennium's CEO and a former Chief of Staff to a United States Congressman, Ed Farmer has spent his career shepherding critical projects to completion with federal, state, and county agencies. Ed's partner, Susan Scavone, has more than 25 years of experience in government and grant writing. She also leads the firm's Disaster Recovery practice with substantial experience assisting clients following Hurricane Irene and Superstorm Sandy, as well as more recently declared disasters. Together, they have assembled an accomplished team which includes 1 full-time research associate, 14 grant writers, and the support staff necessary to meet the demands of timely, professional, and competitive submissions. Should we have the privilege of continuing our work with the City of Beacon, I will remain as the Director of the account, and Nealon Isaacs will remain as Grants Manager. Since founding, Ed and Sue have remained the sole Principals of Millennium Strategies.

## **PROPOSED SERVICES**

Millennium Strategies proposes to continue to provide our full suite of grant writing and consulting services to the City of Beacon. These services will include, but may not be limited to the following:

- ***Evaluation of Grant Funding Goals:*** Millennium Strategies will meet with key personnel to evaluate and creatively assess key projects and programs that the City is desirous to obtain grant funding for.
- ***Notification of All Available Grant Opportunities:*** Millennium Strategies will regularly notify the City of available grant funding opportunities as well as provide a detailed recommendation for pursuing each grant opportunity. This includes all appropriate federal, state, county, and foundation grants.
- ***Complete Grant Writing:*** Millennium Strategies will complete all grant applications, both presented by Millennium and identified by the City, in accordance with funding guidelines established by the granting entity, on a continuing basis, on behalf of Beacon.
- ***Monthly Reporting:*** Millennium Strategies will submit a detailed monthly report detailing all activities undertaken by this office on behalf of the City of Beacon as well as a monthly invoice for services rendered. These reports will provide a status update of grants awarded, grants submitted, grants in progress, grants noticed, and grants denied to allow an ongoing assessment of funding goals and the flexibility to respond to changing circumstances.

## **FEE PROPOSAL**

Millennium Strategies proposes to provide all of the above referenced services for a flat monthly retainer fee of \$2,833 beginning June 1, 2018 through December 31, 2019. Our fees include all travel time and expenses as well as attendance at all meetings. There are no hidden costs associated with our fee structure.

All members of Millennium Strategies are in good standing with the State of New York and its grant agencies. None have ever had their professional licenses suspended or revoked in New York or any other state. No professional liability claims have ever been brought against Millennium Strategies. In addition, Millennium Strategies is not now, nor has it ever been involved in any bankruptcy or reorganization proceedings. Lastly, no principal or employee of Millennium Strategies is related to any employee or elected official of the City of Beacon, nor are any of our employees unionized.

Thank you for your thoughtful review and consideration of Millennium Strategies. If you should have any questions or require further information, please do not hesitate to contact me at 973-226-3329.

Sincerely,



Dave Jenkins  
Director of Business Development & Client Services  
Millennium Strategies LLC