

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

**Millennium Strategies LLC
60 Columbia Road
Morristown, New Jersey 07960**

This Agreement is made and entered into on June 6, 2018 between **MILLENNIUM STRATEGIES LLC** (herein referred to as “Consultant”) located at 60 Columbia Road, Morristown NJ 07960, and the **CITY OF BEACON** (herein referred to as “Client”) located at 1 Municipal Plaza, Beacon NY 12508.

SCOPE OF SERVICES

Consultant will provide full suite of Grant Research and Writing Services including but not limited to the following:

- Ongoing evaluation of the City’s funding procurement efforts -- this process will include necessary meetings with key personnel to evaluate and determine past successes compared to future funding goals.
- Notification of all available governmental and non-governmental funding opportunities – The City will receive detailed memoranda of potential funding opportunities that include an explanation of what Millennium Strategies will do and what the City’s responsibilities are in order to complete the grant application and produce the best possible product for submission.
- Research, preparation (writing), submission and follow up including stakeholder support of all available governmental and non-governmental funding applications.
- Representation of the City with stakeholder and governmental officials and their offices pertaining to grant and funding procurement services that Millennium undertakes on your behalf.

TERM

The term of this Agreement shall commence on June 1, 2018 and shall run through December 31, 2019. Either party may terminate this contract with or without cause upon a 30-day written notice via certified mail.

COMPENSATION

Consultant shall receive a monthly retainer of \$2,833 to provide the services described above. Consultant’s fee is not contingent upon the successful awarding of funds for these grant applications. There are no hidden costs associated with this fee structure which includes all travel time and expenses.

**Millennium Strategies LLC
60 Columbia Road
Morristown, New Jersey 07960**

HOLD HARMLESS

Each party hereby agrees to defend, indemnify and hold the other party harmless from any expense, loss, liability, or claim incurred directly or indirectly by the responsible party with respect to any actions or omissions, authorized or unauthorized, of such party, its employees, agents, servants, subcontractors, or assignees with respect to this Agreement. Indemnification shall include, but not be limited to fees, claims, demands, and losses, court costs, settlement costs, and counsel fees whatsoever the nature, without limitation.

ASSIGNABILITY

This Agreement is not assignable without the prior written consent of all parties.

BINDING

This Agreement shall be binding upon each party's successors or assignees.

LAW

The terms of this Agreement shall be governed by the laws of the State of New York.

DISPUTES

The parties hereto stipulate and agree that any dispute between them, whether equitable or legal relief is sought shall be venued in the Superior Court of New York. Each of the parties to this Agreement further stipulate and agree to the personal and subject matter jurisdiction of the Superior Court of New York, in such dispute or proceeding.

AGREED TO AND ACCEPTED BY:

Date:

MILLENNIUM STRATEGIES, LLC

By: _____
Ed Farmer, President and CEO

Date:

CITY OF BEACON

By: _____