



MARLOWE & COMPANY

Government Affairs Consultants
Washington, DC

Recent Accomplishments

At Marlowe & Company, we help government entities and non-profits secure federal appropriations and achieve legislative victories. We have consistently delivered results for our clients with a success rate of over 90 percent and a rate of return in FY 2008 of \$70 for every \$1 invested in our services.

Economic Development

- \$675,000 during two fiscal years to the Edison & Ford Winter Estates in Fort Myers, Florida for the restoration of the Estates and implementation of their Master Plan;
- \$150,000 to the City of Santa Maria, California for the construction of a new community library;
- \$200,000 to the City of Sarasota, Florida for the Fredd “Glossie” Atkins park expansion;
- \$625,000 during two fiscal years to the City of Sarasota for the Robert Taylor Community Center;
- \$300,000 to the City of San Clemente, California for the construction of the City’s Coastal Rail Trail;
- \$53.8 million to construct a federal courthouse in the City of Fort Pierce, Florida which will not only serve the strained judicial system in southeast Florida, but will be an economic catalyst for the downtown rebirth of Fort Pierce; and
- Secured language to waive certain restrictions for the City of Creedmoor, North Carolina so they are eligible for Rural Community Development loans and grants through the Department of Agriculture.

Water Infrastructure

- \$800,000 for a comprehensive regional water storage and quality project managed by the Southwest Florida Water Management District;
- \$500,000 to the City of San Clemente, California for the expansion of the City’s reclaimed water plant;
- \$20,000,000 authorized for water supply interconnectivity infrastructure in Lee County, Florida;

- \$1,100,000 authorized for storm sewer improvements in Middletown Township, New Jersey;
- \$11,000,000 authorized for environmental infrastructure, including stormwater system improvements and ocean outfalls in Surfside, South Carolina;
- \$18,000,000 authorized for environmental infrastructure, including ocean outfalls in Myrtle Beach, South Carolina; and
- \$11,000,000 authorized for environmental infrastructure, including ocean outfalls in North Myrtle Beach, South Carolina.

In terms of other water resource infrastructure projects, we have successfully secured recent funding for the following projects:

- \$280,000 to begin a new start Corps of Engineers study of the fragile levee system protecting the City of Santa Maria, California;
- \$3,373,000 to improve the jetties at the St. Lucie Inlet in Martin County, Florida;
- \$28,025,000 during two fiscal years to make Operations and Maintenance repairs to the Sabine-Neches Waterway, a major Texas ship channel connecting multiple ports and other facilities to the Gulf of Mexico;
- \$1,557,000 during two fiscal years to continue a Corps of Engineers feasibility study to widen and deepen the Sabine-Neches Waterway to 48-feet;
- \$5,583,000 in Operations and Maintenance funding for the North Carolina section of the Atlantic Intracoastal Waterway; and
- \$3,920,000 in Operation & Maintenance funding to dredge Bogue Inlet, Carolina Beach Inlet, New River Inlet, New Topsail Inlet and Lockwoods Folly Inlet for the Atlantic Intracoastal Waterway.

Natural Resource Protection

- \$670,000 during three fiscal years for a local water quality and storage project in Creedmoor, North Carolina;
- \$2.8 million during several fiscal years to study the feasibility of restoring a fragile lagoon ecosystem between the cities of Solana Beach and Encinitas, California; and
- \$16.5 million in funding during several fiscal years to protect essential migratory bird refuges and horseshoe crab nesting areas in the Borough of Cape May Point and Middle Township, New Jersey.

Transportation & Infrastructure

- \$5 million for the construction of a new bridge at Indian Street, Martin County, Florida;
- \$1 million for the acquisition of Americans with Disabilities Act compliant buses in St. Lucie County, Florida;
- \$500,000 to construct an intermodal transit center in Santa Maria, California;

- \$500,000 for the Treasure Coast Connector bus system in St. Lucie County, Florida;
- \$4 million for the West Virginia Corridor Expansion Project between I-95 to US Highway 1 in St. Lucie County, Florida;
- \$2 million for the I-95 interchange at Becker Road in St. Lucie County, Florida;
- \$4.5 million for an inter-modal facility in Galveston, Texas;
- \$4 million for land acquisition and construction of the Englewood Interstate Connector, a vital evacuation route for Sarasota, Charlotte and Lee Counties, Florida;
- \$2 million for the construction and engineering of the Central Sarasota Parkway Interchange at I-75, an evacuation route for Sarasota and the barrier islands, Florida;
- \$48 million for improvements to Interstate 75 between Daniels Parkway in Lee County, Florida, and Golden Gate Parkway in Collier County, Florida;
- \$1.6 million to plan and construct 17th Street in the City of Sarasota, Florida; and
- Successfully passed legislation allowing public transportation formula grants to be used for public transit operating expenses in specific cases.

Law Enforcement & Emergency Management

- \$100,000 for Jefferson County, TX, for law enforcement technology upgrades;
- \$390,100 to the City of Flagler Beach, FL for emergency personnel technology upgrades; and
- Fought cuts to the Emergency Management Performance Grant program, saving our clients emergency management programs from severe funding shortages.

Education

- \$146,000 to the Edison & Ford Winter Estates in Fort Myers, Florida for the expansion of a 4th-grade education program.

Aviation

- Secured funding for a new air tower for the Southeast Texas Regional Airport;
- Transferred control of the Instrumental Landing System from local airports to the FAA for Memphis-Shelby County International Airport and more than a dozen other small to mid-sized airports;
- Obtained passage of legislation requiring installation of collision avoidance equipment in cargo aircraft; and
- Helped a community negotiate with a nearby airport to overcome a decade-long problem with airport noise.

Saving Our Clients Time and Money & Cutting Red Tape

Marlowe & Company **saved one of our clients over \$100,000 (20% of the purchase price) on the purchase price of a surplus federal building.** Similarly, we secured legislative language allowing a client to trade one of their buildings for a federal building; a transfer that benefited both the client and the federal government.

We have also worked extensively to **facilitate federal reimbursements of funds related to disaster recovery.** For instance, most recently we ensured \$7 million in reimbursement to a County client for road reconstruction of a major thoroughfare that was badly damaged during a hurricane. We worked with both the Federal Highway Administration in Washington and the local office in the state to ensure our client received all the funds they were entitled to as quickly as possible. We also helped a client secure over \$5 million in reimbursement to rebuild a Civic Center, working with FEMA both in Washington and in the state.

In other areas, we **secured federal flood insurance premium discounts** for the residents of a client by obtaining federal funding for a solution to the flooding problem. In another example, we worked closely with a federal agency to come up with a creative solution to a project-related problem that saved our client over \$1 million.

In another example, we worked with a federal agency to **restart a local project that had been stopped due to regulatory issues,** allowing the project to continue and saving the client millions in fees it would have owed to the contractor.

In our day-to-day activities, we work with our clients to cut through red tape, find innovative solutions to bureaucratic dead-ends, and creatively find sources of federal money for our clients' needs.

Coalition Building

In today's political environment, it is rare to find any single interest that can affect the policy making process on its own. While Marlowe & Company no longer represents any of the coalitions or clients listed below, our current government entity and non-profit client-base often needs to establish formal or ad hoc relationships with allies in order to achieve legislative victories. Following are some of our proven successes in building coalitions:

- **Energy Security:** For more than a decade, Marlowe & Company successfully ran a coalition of business, labor, consumer, and environmental interests to fight off efforts by foreign interests to get favored access to cheaper U.S. crude oil.
- **Protecting American Jobs and Consumers:** Marlowe & Company managed a successful coalition to increase domestic jobs and lower domestic prices for oil, coal, and natural gas. We also developed and managed a coalition to fight for repeal of legislation restricting airline competition.
- **Connecting Business and Organized Labor:** Marlowe & Company succeeded in securing passage of legislation to overturn a U.S. Supreme Court decision interpreting worker protections under bankruptcy laws.

- Law enforcement: Represented a broad coalition of law enforcement groups seeking stronger federal laws to protect against violence, drug abuse, and other societal problems.
- Represented the American Public Gas Association and formed a coalition with similar energy and consumer interests to promote policies that resulted in the equitable deregulation of the American natural gas industry.

Non-profit Policy Issues

Marlowe & Company has represented two major national associations of professional fund raisers and successfully secured changes to federal tax laws that encouraged an increase in nation-wide charitable giving.