

LEGISLATIVE & LOBBYING COMMITTEE AGENDA

Called by: Chairman Chiarelli

Members: Paul Arena, Aaron Booker,
Tim Nabors, Valerie Hanserd, John F.
Sweeney, John Penney

DATE: TUESDAY, JULY 8, 2025

TIME: 5:30 PM

LOCATION: ROOM 510
COUNTY ADMINISTRATION BLDG
404 ELM STREET
ROCKFORD, IL 61101

AGENDA:

- A. Call to Order
- B. Roll Call
- C. Approval of September 23 and October 22, 2024 Minutes
- D. Public Comment – This is the time we invite the public to address the Legislative and Lobbying Committee with issues and concerns. We ask you to limit your comments to three minutes. Personal attacks or inappropriate language of any sort will not be tolerated. We will allow a maximum of five speakers on a first come basis with sign up at the meeting. Speakers may not address zoning matters which are pending before the ZBA, the Zoning Committee or the County Board. Personnel matters or pending or threatened litigation may not be addressed in open session. An individual may speak a maximum of three times per calendar year on the same topic. This prohibition shall include the repetition of the same topic in a statement on what is purported to be a different topic. After acknowledgement by the chair, please stand and state your name. Thank you.
- E. Legislative Update from Mercury
- F. Legislative Update from Fulcrum
- G. Review The Ferguson Group (TFG) Grant Writing Services Agreement
- H. Strategic Plan Discussion
- I. Future Agenda Items
- J. Adjournment

Winnebago County Board
Legislative & Lobbying Committee Meeting
County Administration Building
404 Elm Street, Conference Room 510
Rockford, IL 61101

Monday, September 23, 2024
4:30 PM

Present:

Jaime Salgado, **Chairperson**
Paul Arena
Valerie Hanserd
Tim Nabors (arrived at 4:43 pm)
John F. Sweeney

Others Present:

Joseph Chiarelli, County Board Chairman
Marlana Dokken, Director, Chairperson's Office of Criminal
Justice Initiatives
Karen Elyea, Chief Strategy Officer
Cheri Bustos, Partner and Co-Chair, Mercury LLC
Nick Bustos, Vice President, Mercury LLC
Christian Flores, Grant and Program Administrator, Mercury LLC

Absent:

Aaron Booker
John Penney

AGENDA:

- A. Call to Order
- B. Roll Call
- C. Approval of Minutes – August 5, 2024 Minutes
- D. Public Comment – This is the time we invite the public to address the Legislative and Lobbying Committee with issues and concerns. We ask you to limit your comments to three minutes. Personal attacks or inappropriate language of any sort will not be tolerated. We will allow a maximum of five speakers on a first come basis with sign up at the meeting. Speakers may not address zoning matters which are pending before the ZBA, the Zoning Committee or the County Board. Personnel matters or pending or threatened litigation may not be addressed in open session. An individual may speak a maximum of three times per calendar year on the same topic. This prohibition shall include the repetition of the same topic in a statement on what is purported to be a different topic. After acknowledgment by the chair, please stand and state your name. Thank you.
- E. Update regarding Mercury Public Affairs – Federal Lobbyist/Consulting Services
- F. Resolution Authorizing the Winnebago County Board Chairman to Execute Amendment No. 1 to a Consulting Services Agreement by and between Highstake 35 LLC d/b/a Mercury Public Affairs and the County of Winnebago, Illinois for Federal Lobbyist/Consulting Services
- G. Strategic Funding Assessment: Priorities for 2025
- H. Future Agenda Items
- I. Adjournment

Call to Order

The meeting was called to order at 4:34 PM.

Roll Call – Chairperson Jaime Salgado yes, Paul Arena yes, Valerie Hanserd yes, Tim Nabors yes (arrived at 4:43 pm), John Sweeney yes.

A quorum is present.

Approval of Minutes – August 5, 2024 Minutes

Motion: Ms. Hanserd. Second: Mr. Arena.

Chairperson Salgado called for any discussion.

The motion passed by a unanimous voice vote.

Public Comment

Reading of the Public Comment Section of the Agenda was omitted due to no one present to speak.

Mr. Nabors arrived at 4:43 p.m.

Update regarding Mercury Public Affairs – Federal Lobbyist/Consulting Services

Cheri Bustos, Partner of Mercury introduced herself and her associates. Christian Flores, Grant and Program Administrator, works with grants, secures other funding, and does background work related to the grants. Nick Bustos, Senior Vice President works with clients in federal and state government relations, strategic communication, coalition building, and external stakeholder engagement.

Mercury's PowerPoint presentation was reviewed with the committee. Ms. Bustos called for questions.

- Discussion followed.

Ms. Bustos discussed accomplishments, prioritized projects, and outlined the next steps. Chairman Chiarelli thanked Mercury and his staff for their work to build Winnebago County's reputation back to the federal government.

- Discussion followed.

Resolution Authorizing the Winnebago County Board Chairman to Execute Amendment No. 1 to a Consulting Services Agreement by and between Highstake 35 LLC d/b/a Mercury Public Affairs and the County of Winnebago, Illinois for Federal Lobbyist/Consulting Services

Motion: Ms. Hanserd. Second: Mr. Arena.

Chairperson Salgado called for any discussion.

- Discussion followed.

The motion passed by a unanimous voice vote.

Strategic Funding Assessment: Priorities for 2025

The Strategic Funding Priorities for 2025 were reviewed.

- Discussion followed.

Future Agenda Items

- None reported.

Motion to Adjourn

Chairperson Salgado called for a motion to adjourn the meeting.

Motion: Ms. Hanserd. Second: Mr. Sweeney.

The motion passed by a unanimous voice vote.

Respectfully submitted,

Nancy Bleile
Executive Assistant

Winnebago County Board
Legislative & Lobbying Committee Meeting
County Administration Building
404 Elm Street, Conference Room 510
Rockford, IL 61101

Tuesday, October 22, 2024
5:30 PM

Present:

Jaime Salgado, **Chairperson**
Paul Arena
John F. Sweeney

Absent:

Aaron Booker
Valerie Hanserd
Tim Nabors
John Penney

Others Present:

Joseph Chiarelli, County Board Chairman
Marlana Dokken, Director, Chairperson's Office of Criminal
Justice Initiatives
Karen Elyea, Chief Strategy Officer
Jesus Pereira, Superintendent, Veterans Assistance Commission
Terrell Lewis, President, Veterans Assistance Commission
Brandon Phelps, Fulcrum Government Strategies
Patrick Berry, Fulcrum Government Strategies

AGENDA:

- A. Call to Order
- B. Roll Call
- C. Approval of Minutes – September 23, 2024 Minutes
- D. Public Comment – This is the time we invite the public to address the Legislative and Lobbying Committee with issues and concerns. We ask you to limit your comments to three minutes. Personal attacks or inappropriate language of any sort will not be tolerated. We will allow a maximum of five speakers on a first come basis with sign up at the meeting. Speakers may not address zoning matters which are pending before the ZBA, the Zoning Committee or the County Board. Personnel matters or pending or threatened litigation may not be addressed in open session. An individual may speak a maximum of three times per calendar year on the same topic. This prohibition shall include the repetition of the same topic in a statement on what is purported to be a different topic. After acknowledgment by the chair, please stand and state your name. Thank you.
- E. Update Regarding Fulcrum Government Strategies, Formerly Phelps Barry – State Lobbyist/Consulting Services
- F. Discussion Item – State Legislative Priorities for 2025
- G. Future Agenda Items
- H. Adjournment

Call to Order

The meeting was called to order at 5:30 PM.

Roll Call – Chairperson Jaime Salgado yes, Paul Arena yes, John Sweeney yes.

A quorum is not present.

Approval of Minutes – September 23, 2024 Minutes

Chairperson Salgado stated as there is no quorum the minutes cannot be approved.

Public Comment

Reading of the Public Comment Section of the Agenda was omitted due to no one present to speak.

Jesus Pereira, the Superintendent of the Veterans Assistance Commission, introduced himself to the committee and stated that he is exploring alternative funding options for the Veterans Assistance Commission. Terrell Lewis, the President of the Veterans Assistance Commission, also introduced himself to the committee.

Update Regarding Fulcrum Government Strategies, Formerly Phelps Barry – State Lobbyist/Consulting Services

Brandon Phelps and Patrick Barry, partners at Phelps Barry & Associates, introduced themselves and mentioned two other partners, Jessica Nardulli and Jake Butcher, who recently became partners through Fulcrum Government Strategies were unable to attend today's meeting. Mr. Phelps gave some background information on their firm and advised they are honored to represent Winnebago County. Mr. Phelps discussed the timeline for the upcoming schedule of the General Assembly. Mr. Barry discussed potential election outcomes and the spring agenda. Discussion followed.

Veterans Assistance Commission

Jesus Pereira and Terrell Lewis shared information on the Veterans Assistance Commission.

Discussion Item – State Legislative Priorities for 2025

The State Legislative Priorities for 2025 were reviewed.

- Discussion followed.

Future Agenda Items

- None reported.

Motion to Adjourn

Chairperson Salgado ended the meeting.

Respectfully submitted,

Nancy Bleile
Executive Assistant

Legislative Update from Mercury

Legislative Update from Fulcrum

FIRST AMENDMENT TO THE PROFESSIONAL SERVICES AGREEMENT BY AND BETWEEN THE FERGUSON GROUP (TFG) AND THE COUNTY OF WINNEBAGO

This FIRST AMENDMENT (“Amendment”) is made and entered into this day of _____, 2025, by and between THE FERGUSON GROUP (“TFG”) and the COUNTY OF WINNEBAGO (“Client” or “County of Winnebago”) (collectively the “Parties”).

WHEREAS, on July 12, 2024, the Parties entered into a Professional Services Agreement (“Agreement”), to set forth the terms and conditions for TFG to provide grant application development services to the County of Winnebago; and

WHEREAS, the Legislative and Lobbying Committee, after having reviewed the Agreement and the current needs of the County of Winnebago, desire to amend the scope of work, term and payment terms; and

WHEREAS, the Parties acknowledge and mutually agree to this First Amendment to update sections 1(a) and 2 of the Agreement.

NOW, THEREFORE, in consideration of mutual covenants contained herein, it is agreed by the Parties to amend the Agreement as follows:

I. **SECTION 1 (A)**, shall be modified to read as follows:

Services. Client hereby retains TFG to provide grant application development services (Grant Services”) as follows:

(a) **Scope of Work**. TFG will provide Tier 1 Grant Retainer Services to the County of Winnebago as described in Exhibit A (TFG Grants Overview: Grant Services for the County of Winnebago). Services include:

- A dedicated grants expert
- Monthly grant update meetings
- Weekly grants updates
- Access to TFG’s library of Funding Guides and Grant Profiles
- Access to TFG’s Successful Grant Application Database
- Conducting an annual comprehensive grant needs assessment and strategic grant outlook
- TFG Funding Strategy (Discount)
- Project Development and Readiness (Hourly)
- TFG Funding Blueprint (Discount)
- Grant Writing (Discount)
- Grant Editing and Review Services and Debriefs (Hourly)
- Grants Training (Discount)
- Grants Project Advocacy (Hourly)

II. **SECTION 2 [Term /Payment]**, shall be modified to read as follows:

The County of Winnebago will compensate TFG through a monthly retainer of \$1,000 for services rendered commencing September 1, 2025, and extending through August 31, 2026. Either the County of Winnebago or TFG may terminate this agreement at any time by giving the other party at least thirty (30) days' notice, in writing, of such termination.

Fees for all Task Orders shall be paid pursuant to the Illinois Local Government Prompt Payment Act, 50 ILCS 505/1 et seq and Section 10 of this Agreement.

Except as modified by this Amendment, all other terms and conditions of the original Agreement shall remain unchanged and in full force and effect.

COUNTY OF WINNEBAGO

Joseph V. Chiarelli
Chairman of the County Board of the
County of Winnebago, Illinois

Date: _____

ATTEST:

Lori Gummow
Clerk of the County Board of the
County of Winnebago, Illinois

Date: _____

THE FERGUSON GROUP

W. Roger Gwinn, CEO
The Ferguson Group

Date: _____

Strategic Plan Discussion