

TO: Dan Chanzit, Chairman, Government Services Committee

FROM: Laura Newman, City Administrator

DATE: July 7, 2022

RE: RES 22-072-R Authorizing Execution of a Contract for Representation with Raucci and Sullivan Strategies, LLC for an Amount Not to Exceed \$60,000

---

There is currently an historic amount of funding available for municipal capital projects. In addition to specific grants, there are also opportunities for funding available through the state's capital budgeting process. This is good news at a time when the City of Batavia has many planned capital projects for which sufficient funding has yet to be identified. While some of these projects are strictly local, others offer the opportunity to collaborate with other units of government and provide more broad-based benefits. The challenge is how Batavia can position its projects to increase the likelihood of successfully finding sufficient sources of funding.

Raucci & Sullivan Strategies, LLC is a legislative and government consulting firm that has the experience and knowledge to assist the City of Batavia with developing a strategy and representing our interests through direct communication with the Governor's staff, legislators, and agencies in support of our planned infrastructure projects. City staff and many of our elected officials are familiar with their work as the lobbyists for MetroWest Council of Government. A description of the services the firm provides to its clients and biographical information about the two principals of the firm, Dave Sullivan and Marc Poulos, are attached. As you can see, both have been recognized for excellence in their profession. Those of us attending MetroWest's Legislative Drive Down to Springfield this year witnessed the rapport Dave and Marc have with key members of both the legislative and executive branches of state government.

Raucci & Sullivan Strategies, LLC has provided a proposal for a 12-month representation contract with a fee of \$5,000 per month for a total of \$60,000. \$5,000 per month is a more reasonable rate than other firms charge for the same services. With millions of dollars of funding needed and at stake, staff is recommending that the City hire Raucci & Sullivan to represent the City of Batavia in pursuit of funding its infrastructure projects.

Therefore, staff recommends that the Committee of the Whole votes to move forward for City Council Approval Resolution 22-072-R Authorizing Execution of a Contract for Representation with Raucci and Sullivan Strategies, LLC for an amount Not to Exceed \$60,000.

## Raucci & Sullivan Strategies, LLC

Legislative and Government Consulting

*Dave Sullivan and Marc Poulos bring a combined 40 years of government and legislative experience to their consulting and lobbying practice. Their keen knowledge of government, the legislative process and the political forces which power the electoral process provides their clients with strategic services, including analysis, testimony, and expertise on all aspects of government. They are committed to producing positive results by providing a hands-on approach, which meets the goals and objectives of the corporations, associations, businesses, and governmental bodies they represent.*

**Dave Sullivan, President**, was appointed to the **Illinois State Senate in 1998** to represent Chicago and the Northwest suburbs. He was duly elected in 2000 and was re-elected in 2002 without opposition. In his nearly two decades as a lobbyist, he has won the annual **Golden Horseshoe Award for Best Illinois Lobbyist** four times. Most recently, he was elected by his peers as the Speaker of the **Illinois Third House** for 2022.

Recognized as a leader during his legislative career for health care, children's issues, adoption, and education, as well as being a leader in telecommunication, labor, and energy policies. Sullivan has been the recipient of numerous awards from associations, labor groups and children's advocacy organizations. Since 2005 he has been integral in the passage of 2 state constitutional amendments, The Marriage Equality Act, energy legislation, infrastructure funding, tax incentives, Medicaid reforms and many other initiatives.

Sullivan is a graduate of **Marquette University** with a B.A. in Political Science. Dave and his wife Dru reside in Park Ridge. They have four children and six grandchildren.

**Marc Poulos** joined the firm in 2018 the same year he was recognized with the Golden Horseshoe Award for Best Illinois Lobbyist. Marc served as a member of the transition teams of **Governor JB Pritzker** and **Chicago Mayor Lori Lightfoot** respectively. Poulos spent several years managing the **International Union of Operating Engineers Local 150** labor-management and Governmental Affairs operations. Among his Legislative successes he spearheaded the effort to successfully amend the Illinois Constitution to protect Road Fund money from being diverted for other purposes.

Poulos earned his law degree from **Chicago-Kent College of Law**. He resides in Naperville and has two children.

Utilizing their collective experience and expertise the firm represents a wide range of interests in Springfield, including Local 150, **The White Sox, Experian, The Illinois Bankers Association, Equality Illinois, Centerpoint Properties Trust and the United Center**.

805 Sylviawood Avenue\*Park Ridge, Illinois 60068

847-738-7341 mobile

[davesullivan6891@yahoo.com](mailto:davesullivan6891@yahoo.com)

[Mpoulos7777@gmail.com](mailto:Mpoulos7777@gmail.com)

**CITY OF BATAVIA, ILLINOIS  
RESOLUTION 22-072-R**

**AUTHORIZING EXECUTION OF A CONTRACT WITH  
RAUCCI AND SULLIVAN STRATEGIES, LLC  
FOR AN AMOUNT NOT TO EXCEED \$60,000**

**WHEREAS**, the City has several large planned capital projects for which a source of funding has yet to be identified; and

**WHEREAS**, through various federal and state programs an historic amount of funding for municipal projects is now or will soon become available; and

**WHEREAS**, competition for these limited can be rigorous; and

**WHEREAS**, Raucci and Sullivan Strategies, LLC is highly regarded for its expertise in the field of legislative consulting;

**NOW, THEREFORE, BE IT RESOLVED**, by the Mayor and City Council of the City of Batavia as follows:

**SECTION 1.** That the City Administrator is hereby authorized to execute the contract attached hereto as EXHIBIT I with Raucci and Sullivan Strategies, LLC in the amount of \$60,000.00.

CITY OF BATAVIA, ILLINOIS, RESOLUTION 22-066-R

**PRESENTED TO AND PASSED BY** the City Council of the City of Batavia, Illinois, this 18<sup>th</sup> day of July 2022.

**APPROVED** by me as Mayor of said City of Batavia, Illinois this 18<sup>th</sup> day of July 2022.

\_\_\_\_\_  
 Jeffery D. Schielke, Mayor

Ward	Alderman	Aye	Nay	Abstain	Absent
1	Baerren				
1	Solfa				
2	Leman				
2	Wolff				
3	Ajazi				
3	Chanzit				
4	Malay				
4	Connelly				
5	Uher				
5	Beck				
6	Cerone				
6	Russotto				
7	Vogelsinger				
7	Miller				
Mayor	Schielke				
		<b>AYES</b>	<b>NAYS</b>	<b>ABSTAIN</b>	<b>ABSENT</b>
	<b>TOTALS</b>				

*total holding office: Mayor and 14 Aldermen*

ATTEST:

\_\_\_\_\_  
 Kate Garrett, City Clerk

# EXHIBIT 1

**RAUCCI & SULLIVAN STRATEGIES, LLC**  
**805 Sylviawood Ave.**  
**Park Ridge, IL 60068**

**DAVE SULLIVAN**  
**President**  
**(847) 738-7341**  
**davesullivan6891@yahoo.com**

May 5, 2022

Via Email

Ms. Laura Newman  
City of Batavia  
100 N. Island Ave.  
Batavia, IL 60510

Dear Laura:

Thanks for taking the time to meet with me and Marc Poulos the other day. We are excited about the opportunity to work with Batavia. Please consider this our proposal for Raucci & Sullivan Strategies, LLC to provide governmental representation to Batavia from June 1, 2022 through May 31, 2023.

We will provide representation on matters of importance to Batavia, specifically related to the needs of the City as it relates to interactions with State Leaders and Policy Makers. These matters will include but will not be limited to issues we have discussed such as infrastructure projects to benefit the City and its residents as well as public policy issues of key importance. Performance of our responsibilities will involve working with the appropriate members of the Governor's staff, Legislators, Agencies and other interested parties in order to accomplish your objectives. We will strategize with you as to how best work with other interested parties regarding your project.

It is contemplated that the proper performance of our representation would involve regular telephonic and electronic communication. We are available to Batavia on a 24/7 basis.

We will comply with all laws concerning our representation, including registration under the Illinois Lobbyist Registration Act. We will also file the twice a month lobbyist activity reports that the law requires.

## RAUCCI & SULLIVAN STRATEGIES, LLC

Batavia  
May 5, 2022  
Page Two

The term of this contract will be from June 1, 2022 to May 31, 2023. The fee for the contract is Five Thousand (\$5,000.00) Dollars per month payable upon monthly invoicing for a total of \$60,000. This agreement may be canceled by either party with 30 days notice.

If this proposal is agreeable to Batavia, please sign a duplicate copy of this letter and return to me.

If you should have any questions, please do not hesitate to contact me.

We look forward to working with you!

Best regards,



Dave Sullivan  
President

SIGNED:

\_\_\_\_\_  
(Signature)

\_\_\_\_\_  
(Title)

For: Batavia

DATE: May \_\_\_\_, 2022