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Proposal

By:

Cherry Point Strategies

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August 22, 2018

Mr. Jariah Walker

Colorado Springs Urban Renewal Authority

Dear Jariah Walker

Thank you for your interest in Cherry Point Strategies Group to provide legislative services for the Colorado Springs Urban Renewal Authority.

Cherry Point Strategies is a lobbying and government affairs firm with extensive experience in lobbying, fundraising and PAC administration. Principal Dan Jablan has outstanding and long-term relationships with Colorado legislators and regulators.

On behalf of Cherry Point Strategies, we propose the following:

Scope of Work

1-Maintain close working relationships with Colorado Springs Urban Renewal Authority Executive Director Jariah Walker and board members with an emphasis on accurate and consistent communication

2-Monitor and lobby legislation and regulatory proposals that have the potential to impact the Colorado Springs Urban Renewal Authority.

3-Assist in developing effective messaging identified issues and lobby at the direction of

Colorado Springs Urban Renewal Authority.

4-Help Colorado Springs Urban Renewal Authority develop relationships with key legislators, county commissioners, executive branch officials, and staff, and leverage those relationships to attain desired results

5-Represent Colorado Springs Urban Renewal Authority at the Capitol and before regulatory bodies, and maintain effective communications and relationships with policymakers, as well as other advocates and lobbyists

6-Provide regular briefing reports and attend board meeting, to give legislative updates.

7- Assist the Colorado Springs Urban Renewal Authority on local, and county projects.

Qualifications and Experience

Dan Jablan managing partner with Cherry Creek Strategies will be the primary lobbyist for the Colorado Springs Urban Renewal Authority. Dan was the Farmers Insurance Group lobbyist in Colorado and New Mexico from September 2011 until September 2017, when he started Cherry Creek Strategies with his partner Mike Benschneider.

Dan has a Bachelor of Science in Business and Literature (Dual Emphasis),University of Alabama and a Master of Liberal Studies in Political Science, Fort Hays State University.

Dan was awardedFarmers Government Affairs Manager of the Year 2013

Farmers Government Affairs Grassroots Manager of the Year 2012 & 2015

FEAPAC Grassroots Person of the Year 2009

Dan Jablan advocated on behalf of his clients Pikes Peak Regional Building Department, Pikes Peak Rural Transportation Authority, Famers Insurance, Rocky Mountain Insurance Information Association, and the Colorado medical Society.

* Identified legislation that impacted business operations;
* Helped develop corporate public policy;
* Managed and dramatically grew the political action committees in Colorado and New Mexico;
* Assisted business-friendly legislators with their campaigns, many successfully;
* Created and enhanced relationships with specific internal business units through reports, responses to requests for assistance, and follow-up communications.

Legislative and Regulatory Relationships

Dan Jablan most significant relationships are with the Senate Republican leadership. Dan has a very close working relationship with Senate President Grantham, and Senate Majority Leader Holbert, President Pro-Tem Jerry Sonnenberg, Minority Leader Leroy Garcia and Senator Bob Gardner. Additionally, in the Senate Dan has worked very closely with Democrats Cheri Jahn, and Dominick Moreno, Angela Williams, and Rachel Zinziger on prior legislative issues.

In the House, Dan has a very close working relationship with Minority Leader Patrick Neville, and Assistant Minority Leader Cole Wist as well as many other Republican legislators in the House. Dan has worked closely with House Democrats Tracy Kraft Tharpe, Brittany Pettersen, Majority Leader Alex Garrnett, and Jeni Arndt

Although Dan has a strong relationship with Republican legislators, he has been able to work across party line to achieve successful results for his prior employer Farmers Insurance.

Style and Approach

The approach of Cherry Creek Strategies is utilizing the bi-partisan support we have forged in the combined twenty-one years of experience our partners have been able create. Our approach allows to leverage our relationships with the caucus leaderships, as well as building coalitions with lobbyist with the same interest as our clients. Our effort is to achieve the public policy results that benefit our clients.

Managing partner, Dan Jablan has grown the largest business PAC in Colorado, while at Farmers Insurance, and realizes that lobby is a twelve-month process. Cherry Point Strategies, attends fund raisers and legislative events year-round.

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Conflicts

We have no conflicts with any of our other clients.

Compensation

Based on a preliminary review of the information available, we suggest a retainer of $1,666.00 per month plus reasonable expenses. This fee includes representation by Cherry Points Strategies and its principals. This of course is a preliminary proposal and can be revised based on our conversations. We look forward to the opportunity to meet with you again in the near future to further discuss your political consulting needs. If we can provide you with any additional information, please let us know.

Yours truly,

Daniel Jablan

Cherry Point Strategies

**References**

**Legislators**

Kevin Grantham - Senate President [kevin.grantham.senate@state.co.us](mailto:kevin.grantham.senate@state.co.us) 719-431-0111

Chris Holbert- Senate Majority Leader [chris.holbert.senate@ststae.co.us](mailto:chris.holbert.senate@ststae.co.us) 303-550-6196

Cheri Jahn- Business Affairs Committee [cheri.jahn.senate@state.co.us](mailto:cheri.jahn.senate@state.co.us) 303-667-1186

Angela Williams- Business Affairs [angela.williams.senate@state.co.us](mailto:angela.williams.senate@state.co.us) 303-905-4324

Patrick Neville- House Minority Leader [Patrick.neville.house@state.co.us](mailto:Patrick.neville.house@state.co.us) 303-747-3878

Dan Nordberg- Business Affairs Committee [dan.nordberg.house@state.co.us](mailto:dan.nordberg.house@state.co.us) 303-588-2511

Dan Pabon- Business Affairs Committee [danforcolorado@gmail.com](mailto:danforcolorado@gmail.com) 303-378-8658

Tracy Kraft- Tharpe Chair Business Affairs [reptracy29@gmail.com](mailto:reptracy29@gmail.com) 720-937-1506

Bill Cadman- Past Senate President 1-719-332-9449

Bob Gardner- Colorado State Senator 1-719- 491-5705