

Ord.

2011-0081

INTRODUCED BY: DENNIS NUSS, COUNCILMAN, DISTRICT VII  
SHELLEY M. TASTET, COUNCILMAN, DISTRICT II

ORDINANCE NO. 11-3-4

An ordinance to approve and authorize the execution of an Agreement between Tauzin Consultants, LLC and St. Charles Parish for government affairs representation before the Federal Government.

**WHEREAS**, it is in the best interest of St. Charles Parish that direct representation be provided in Washington, DC for services before the Federal Government, including Congress, the Administration, and any agency deemed necessary for the success of the Parish in securing Federal approval of projects and/or federal funding; and,

**WHEREAS**, it is the desire of St. Charles Parish to engage Tauzin Consultants, LLC, 950 F Street, NW, Washington, DC, to provide said services for St. Charles Parish.

**THE ST. CHARLES PARISH COUNCIL HEREBY ORDAINS:**

**SECTION I.** That the Agreement for services between Tauzin Consultants, LLC and St. Charles Parish is hereby approved.

**SECTION II.** That the Parish President is hereby authorized to execute said Agreement on behalf of St. Charles Parish.

The foregoing ordinance having been submitted to a vote, the vote thereon was as follows:

YEAS: RAYMOND, TASTET, BENEDETTO, COCHRAN, LAMBERT, NUSS

NAYS: SCHEXNAYDRE, AUTHEMENT, HOGAN

ABSENT: NONE

And the ordinance was declared adopted this 21st day of March, 2011, to become effective five (5) days after publication in the Official Journal.

CHAIRMAN: [Signature]

SECRETARY: [Signature]

DLVD/PARISH PRESIDENT: March 22, 2011

APPROVED: ✓ DISAPPROVED:           

PARISH PRESIDENT: [Signature]

RETD/SECRETARY: March 28, 2011

AT: 11:30 AM RECD BY: [Signature]

REFERENCE  
by: Reso. 5989; Ord. 13-3-14  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## AGREEMENT

THIS AGREEMENT is executed by and between St. Charles Parish, a government entity in the State of Louisiana, created and existing under the laws of the State of Louisiana, (herein called "St. Charles"), and Tauzin Consultants, LLC, (herein called "Consultant").

In consideration of the mutual promises and covenants set forth herein, St. Charles and the Consultant agree to the following terms:

### I. Duties and Responsibilities of Consultant

- (1) St. Charles does hereby retain the services of Consultant and Consultant hereby agrees to provide these services to St. Charles all according to the terms set out in this Agreement. The principal duties of Consultant shall be to provide services as follows: securing state and federal permits (when applicable) and federal appropriations for a variety of projects including Hurricane Protection levees, new-age infrastructure with emphasis on effective drainage, wastewater, parks and recreation, community needs such as animal control and various economic stimulus projects.
- (2) In providing the services described herein, Consultant shall be available to St. Charles at times mutually agreeable to both parties during the period this Agreement is in effect.

### II. Terms of the Agreement

- (1) This Agreement shall be effective for a period of twenty four (24) months beginning April 1, 2011. The Agreement may be terminated for cause or upon the death or incapacitating disability of Consultant. In the event of termination, any compensation accrued but unpaid at the time of the termination shall be paid to the Consultant or his assigns.
- (2) This Agreement further contemplates that Consultant shall, from time to time, be called upon to provide special services for St. Charles over and above those specified herein, but yet undefined, which services

shall be referred to as "special other services or projects," the details of which shall be set forth in a separate written supplement to this Agreement at the time any "special project" is assigned by St. Charles to Consultant.

### III. Compensation

- (1) Beginning April 1, 2011, St. Charles agrees to pay Consultant a fee of One Hundred Twenty Thousand (\$120,000.00) dollars per annum for the period this contract is in effect to carry out the terms and conditions of this Agreement. The fee shall be paid monthly at the rate of Ten Thousand (\$10,000.00) dollars per month for services enumerated on a request for payment form approved by St. Charles.
- (2) Additionally, St. Charles agrees to pay Consultant 7.5% of the contract amount, Nine Thousand (\$9,000.00) dollars per annum for the period this contract is in effect for expenses (including travel, office expenses, entertainment, etc.). The fee shall be paid monthly at the rate of Seven Hundred Fifty (\$750.00) dollars per month enumerated on the request for payment form approved by St. Charles.
- (3) Consultant is an independent contractor and, therefore, shall not be entitled to any employee benefits of St. Charles.
- (4) Payment to the Consultant shall be by check to Consultant (Tax I.D. Number is 27-3153542). Such payment shall discharge St. Charles of any further obligation with regard to the services performed for which payment has been made.

### IV. Confidentiality

Consultant acknowledges that in the course of performing assignments for St. Charles, Consultant will be exposed to confidential, proprietary, educational and administrative information of St. Charles. Any confidential information acquired by the Consultant shall not be disclosed by him to others or used for Consultant's own benefit. The obligations of Consultant under this paragraph shall survive termination of the Agreement provided, that Consultant's obligation to keep information which (a) was known to Consultant, as evidenced by his written records, prior to the receipt of authoritative

disclosures; or (b) hereinafter becomes generally known to the public through no fault of the Consultant.

This Agreement shall be effective on and after April 1, 2011 and shall terminate on March 31, 2013 unless otherwise extended, re-negotiated or terminated for cause.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement in duplicate.

Tauzin Consultants, LLC

St. Charles Parish

BY [Signature]  
Printed Name - Thomas N. Tauzin  
Consultant - ~~Tauzin~~ Managing Partner

BY [Signature]  
V.J. St. Pierre Jr.  
Parish President

DATED April 4, 2011

DATED March 28, 2011

**Tauzin Consultants, LLC**

**Proposal Prepared For:**

**St Charles Parish, LA**

**Table of Contents**

<b>Introduction.....</b>	<b>Page 2</b>
<b>The Team .....</b>	<b>Page 3-5</b>
<b>Our Objective .....</b>	<b>Page 6</b>
<b>Our Services.....</b>	<b>Page 6-7</b>
<b>Compensation .....</b>	<b>Page 8</b>
<b>Contact Information.....</b>	<b>Page 8</b>

## **Introduction**

Tauzin Consultants, LLC (TC) is a full-service, bipartisan, state and federal government relations firm dedicated to providing results driven, comprehensive and specifically tailored legislative strategies to help our clients succeed in any political environment. Co-founded by the only Member of Congress to ever serve on the leadership of both the Democratic and Republican parties, TC applies a unique approach and unrivaled legislative and political experience in Baton Rouge, LA and Washington, D.C., to our efforts on behalf of our clients.

TC specializes in providing effective representation and advocacy for our clients in Washington, DC and strategic guidance in Baton Rouge, LA. Through our access to key appropriators and policy makers, familiarity with the legislative and regulatory process, and substantive knowledge of the issues, we help build strong and enduring partnerships between our clients and the federal government. Similarly in Baton Rouge, LA, TC will provide its clients with direction and advice on how to navigate the state legislative and political waters.

Tauzin Consultants' unique strategic approach is our differentiating and illuminating factor in the government relations industry. We first help our clients understand how they can be effective communicators to their target audience; as with any entity, you are your best advocate. We spend the necessary time educating our clients on the many opportunities and pitfalls of the various political climates that we will encounter prior to developing our strategy. Through our extensive networks, we then provide access to the appropriate government officials and their staff for meetings with and on our clients' behalf. Finally and most importantly, we will support and follow through on the agreed upon strategy to deliver the desired results.

## **The Team**

TC's success is based on teamwork. We maximize our clients' results by combining our individual knowledge and experience along with our collective contacts. The following two consultants would serve as St. Charles Parish's primary contacts:

### **Congressman W.J. "Billy" Tauzin, Partner**

In July 2010, Billy Tauzin began a career as a private consultant co-founding Tauzin Consultants, LLC with his son, Tom Tauzin.

Billy Tauzin was named president and chief executive officer of the Pharmaceutical Research and Manufacturers of America (PhRMA) in January 2005 and immediately took up two of the most important causes of his career: To help ensure patients everywhere continue to have access to the miracles of medicines, and to ensure that innovative biopharmaceutical research thrives, improving and saving lives everywhere. Mr. Tauzin served in that position until June 30, 2010.

Throughout a long and distinguished public service career, including 13 terms representing the people of the 3rd Congressional District of Louisiana, Billy Tauzin exhibited a class and leadership style that made him a standout among our nation's elected officials.

Billy Tauzin began his public service career in the Louisiana State Legislature in 1971, where he served for three terms in a variety of distinguished posts such as Chairman of the House Natural Resources Committee and Chief Administration Floor Leader. There he was acknowledged as one of Louisiana's "Ten Best Legislators."

He was first elected to the U.S. Congress in 1980 as a Democrat serving a Congressional district near New Orleans, Baton Rouge and Lafayette, Louisiana. Because his conservative views increasingly led him to vote with GOP House members despite his Democratic affiliation, he switched parties in 1995. Billy served 15 years as a Democrat and 10 years as a Republican, elected and re-elected thirteen terms.

While in Congress, he held several leadership positions, beginning with his chairmanship of a Merchant Marine Subcommittee, which oversaw legislation related to the Exxon Valdez oil spill in Alaska. In September 1995 he was named Deputy Majority Whip; he is the first American to have been part of the leadership

of both parties in the House. In an effort to promote a spirit of bipartisan cooperation on Capitol Hill, he co-founded and co-chaired the “Blue Dogs,” still one of the most influential caucuses in Congress.

Billy Tauzin also served as Chairman of the House Telecommunications Committee of Commerce, overseeing issues relating to the cellular telephone, broadcast deregulation, internet and high definition television revolutions, later being selected as Chairman of the Full Energy and Commerce Committee.

With Committee jurisdiction over transportation issues, he led the Ford-Firestone investigation and was lead author of the first re-write of America’s highway safety laws since the 1930’s. He later led the famous Enron and WorldCom Committee hearings.

Until February, 2004, he served as the Chairman of the influential House Committee on Energy and Commerce, which has jurisdiction over all interstate and foreign commerce, including energy, telecommunications, health care, biomedical research, consumer protection, the environment and travel and tourism. During his tenure, he left his mark on issues ranging from natural gas, airline, trucking and electricity deregulation to the Clean Air Act, Superfund and the historic Telecommunications Reform Act of 1996. In addition, he was the original author of the Securities Litigation Reform Act and the television and satellite provisions of this Cable Act – the only bills over the past decades to become law despite a Presidential veto. As chairman of the House Committee on Energy and Commerce, he helped President George W. Bush win passage of the historic Medicare prescription “Part D” bill.

Billy Tauzin currently serves as a Director on two public corporate boards, Entergy Corporation and LHC Group, a NASDAQ traded home health corporation; where he serves as Lead Independent Director. He also serves on numerous private non for profit public policy, charitable and educational boards.

Billy Tauzin earned a Bachelor of Arts Degree from Nicholls State University in 1964 and a Law Degree from Louisiana State University in 1967. He is married to Cecile Tauzin and has five children by a previous marriage.



### **Thomas N. Tauzin, Partner**

Mr. Tauzin will serve as the primary point of contact for St. Charles Parish. Mr. Tauzin served as Vice President of Capitol Hill Consulting Group, a government relations firm in Washington, DC, for the past year, where he focused on appropriations, health care, energy, entertainment, financial services, transportation and telecommunications and technology.

Prior to joining CHCG, he was Senior Vice President of Business Development for iMedicor, an electronic portal focused on delivering HIPAA compliant communications between health care providers and patients.

Previously, Mr. Tauzin served as International Director of Instant Live for Clear Channel Entertainment UK (now Live Nation UK). He also served as an equity trader with Instinet Corporation where he serviced clients around the globe in all industries. Mr. Tauzin also held positions there on the sell-side as an account manager and later as sales associate for 14 states located in the South and East coast.

Thomas Tauzin earned a Bachelor of Science Degree in Finance from Virginia Polytechnic Institute (Virginia Tech) in the year 2000.

## **Objective**

TC's principal objective would be to assist St. Charles Parish in securing state and federal permits (when applicable) and federal appropriations for a variety of projects including Hurricane Protection levees, new-age infrastructure with emphasis on effective drainage, wastewater, parks and recreation, community needs such as animal control and various economic stimulus projects.

As discussed more fully below, TC will work with St. Charles Parish to identify key advocates in both the Louisiana delegation and on relevant committees of jurisdiction, in order to secure their support and/or endorsement of our funding objectives. Tauzin Consultants will put to use its many years of experience on Capitol Hill securing funding for necessary projects for the 3<sup>rd</sup> congressional district of Louisiana.

## **Our Services**

TC will work with St. Charles Parish to develop a program of representation that fits the parish's specific needs and allows us to effectively support your state and federal objectives. TC's services will include, but would not be limited to, the following:

- Devise an optimal legislative strategy. TC will devise both tactical and strategic legislative strategies that offer the greatest opportunity for success. Among other things, TC will identify those lawmakers, agencies, third-party stakeholders, and congressional committees and caucuses, whose support may be critical to our objectives. Additionally, TC will utilize its knowledge of the institution's complex administrative and parliamentary system to optimize both the timing of our activities and results.
- Develop an effective message and advocacy materials. TC will work with St. Charles Parish to develop advocacy materials, including but not limited to summaries, talking points, testimony, and correspondence in support of our legislative objectives. As important, TC will carefully tailor any message and materials, where appropriate, in order to demonstrate the specific benefits of our request to a lawmaker's particular state or district.
- Formulate, draft, submit and monitor appropriations requests. TC will work with St. Charles Parish to draft clear, concise and effective appropriations requests and legislative language that lays out the proposal's objectives based on sound public policy. TC will also ensure that proposals meet all of

the complex technical requirements and submissions deadlines for each of the relevant congressional offices and committees.

- Provide critical access to lawmakers and staff. TC has strong bipartisan relationships with lawmakers and staff in both the U.S. House and Senate. TC will serve as a key liaison between St. Charles Parish and Congress, including legislative offices, and when necessary, any relevant federal agencies and officials. Our objective is to provide the client with unparalleled access to key decision makers in Washington, D.C.
- Enhance the client's visibility and create relationships: TC is an experienced and active participant in the political side of Washington, D.C. In that regard, TC will help organize, host, and provide St. Charles Parish with access to meet-and-greets, and other political events in order to enhance your visibility and provide quality face-time with lawmakers and staff. Even greater than bringing your knowledge to Washington, D.C. is bringing staff, members, or administration officials to your area to educate by example those who control your policy goals. Educating members and staff can create important internal advocates who make an enormous difference when decisions are made and legislation is written.
- Active monitoring and research services: TC will monitor and report on the progress of your specific legislative objectives while also being attentive to other developments in the press, political, and business communities that may have an impact on our efforts. Additionally, TC will provide St. Charles Parish with research and constructive analysis of these and other developments to allow you to weigh the options and make informed decisions.
- Direct access and reliable communications with TC consultants: TC will work with St. Charles Parish to establish a rhythm of communication that best serves your needs. In addition, TC consultants are available 24 hours a day, seven days a week; however, TC prides itself on providing our clients with analyses and information that is candid, timely, and above all, practical.

## **Compensation**

TC proposes a retainer in the amount of \$10,000 a month, plus 7.5% of the contract amount for expenses (including local transportation, office expenses, entertainment, etc). We propose a 2 year contract.

The retainer billing structure is necessary because of the unique work that is often required of a federal government relations consultant. It is difficult to put an hourly price on a connection-dependent profession, where superior contacts may promote a client's issue in minutes as opposed to weeks of billable hours.

In our industry, effectiveness is largely dependent upon intangibles, such as the personal relationships, trust, and good will developed by the consultants with members of Congress, administration officials, and their staff through years of service and friendship. Moreover, activities such as attending congressional hearings, conferences, political functions, and receptions – which on the surface may not seem related to the specific area of representation -- benefit the client by increased access to key decision makers.

## **Contact Information**

For the purposes of this submission, the primary contact will be Thomas Tauzin.

Thomas N. Tauzin  
Partner  
Tauzin Consultants, LLC  
950 F ST, NW  
Washington, DC 20004  
Ph: 202.239.3916  
[tom@tauzinconsultants.com](mailto:tom@tauzinconsultants.com)