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Agenda Bill No.: 24-1343

Assembly Meeting Date: 01/23/24

Business Item Description:	Attachments:
Subject: Hiring of Windward Strategies as federal lobbyist for Haines	1. Resolution 24-01-1085 2. Jay Sterne Bio 3. Jay Sterne Proposal
Originator: Manager	
Originating Department: Administration	
Date Submitted: 01/18/24	

Full Title/Motion:
Motion: Adopt Resolution 24-01-1085

Administrative Recommendation:

Fiscal Impact:

Expenditure Required	Amount Budgeted	Appropriation Required	Projected Impact to Future Operating Budgets
\$ 36,000 + expenses	\$ 0	\$ 0	N/A

Comprehensive Plan Consistency Review:
Comp Plan Goals/Objectives: Consistent: Yes No

Summary Statement:

Referral:
Referred to: Referral Date:
Recommendation: Meeting Date:

Assembly Action:
Meeting Date(s): 01/23/24 Public Hearing Date(s):
Postponed to Date:

A Resolution of the Haines Borough Assembly Authorizing the Borough Manager to Enter into a Contract with Windward Strategies to Provide Federal Lobbying Services for \$36,000.

WHEREAS, the existing Public Safety Building is in dire need of replacement; and

WHEREAS, the Haines Borough needs to use all available resources to obtain funding for its replacement; and

WHEREAS, the most likely avenue for funding the replacement of the public safety building will be a combination of federal and state funding; and

WHEREAS, the Haines Borough has other needs for which federal grant programs may be available; and

WHEREAS, the Haines Borough needs assistance securing funding for the Public Safety Building replacement among other projects; and

WHEREAS, Windward Strategies has indicated a willingness to work together with our State lobbyist to secure financing for the Haines Borough; and

WHEREAS, a contract to hire a lobbyist is exempt from the competitive sealed bid requirements of Haines Borough Code (HBC) section 3.60.090 since it is a contract involving the obtaining of professional or specialized services such as, but not limited to, services rendered by architects, attorneys, engineers, and other specialized; and

WHEREAS, there are sufficient, unbudgeted funds in the Economic Development Fund (Fund 23) to cover this professional services contract; and

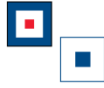
NOW, THEREFORE, BE IT RESOLVED BY THE HAINES BOROUGH ASSEMBLY that the Borough Manager is hereby authorized to enter into an annually renewable contract with Windward Strategies to provide federal lobbying services to the Haines Borough in the amount of \$36,000 plus expenses.

Adopted by a duly-constituted quorum of the Haines Borough Assembly on this 23th day of January, 2024.

Attest:

Thomas C. Morphet, Mayor

Alekkka Fullerton, MMC, Borough Clerk



WINDWARD STRATEGIES LLC

Jay Sterne

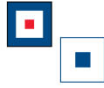
Jay Sterne has assisted clients for more than 27 years with a wide range of issues including fisheries, seafood, maritime, Arctic, natural resource, energy, environmental, and space policy matters. His work involves representation of private and public sector clients before Congress and the executive branch, including successful implementation of legislative and administrative strategies and coalition building. He also provides counsel on regulatory compliance matters in the seafood and fisheries industries, including compliance training seminars.

Prior to returning to the private sector, Mr. Sterne served for more than two years as a policy advisor to U.S. Senator Lisa Murkowski. In this capacity he had primary responsibility for fisheries, maritime, natural resource, environmental, and space policy matters. In addition to advising the Senator on these issues, his work included drafting legislation, preparing public speeches and statements, and representing the Senator throughout the state of Alaska. He also campaigned for Senator Murkowski during her historic 2010 write-in campaign.

Mr. Sterne founded and is President of Windward Strategies, where he focuses on representing public and private sector interests within the fisheries, seafood, energy, natural resources and aerospace sectors. He has worked for three national law firms, Verner Liipfert, Reed Smith, and Nossaman, gaining experience alongside some of the most accomplished practitioners in the field. In this capacity he teamed with two former Senate Majority Leaders, several former Governors, and a number of senior Executive Branch officials to represent domestic and foreign corporations, foreign governments, public entities, and non-profit organizations. Before entering the private sector, Mr. Sterne worked as Legislative Assistant to U.S. Representative Jolene Unsoeld (D-WA), handling her energy, natural resources, and fisheries issues.

He has served as pro bono counsel to the Cousteau Society, American Sail Training Association, and the Sea Education Association (SEA), where he also held the position of Trustee. He currently serves as a member of the Board for SEA in Woods Hole, MA, and the Coral World Ocean and Reef Initiative (CWORI) in St. Thomas, USVI.

J.D. – Washington & Lee University School of Law, 1993
DC Bar – Active



WINDWARD STRATEGIES LLC

Proposal for the Haines Borough

January 10, 2024

Scope

Windward Strategies proposes to represent the Haines Borough on federal policy, legislative and regulatory matters related to securing federal funding to support community priorities.

Representation would cover the following:

1. Maintaining and further developing strong support from the Alaska Congressional delegation for the Borough's federal priorities;
2. Planning and coordinating meetings in DC for Borough officials;
3. Supporting the Borough's FY25 Congressionally Directed Spending Requests;
4. Lobbying other relevant House and Senate offices and Committees;
5. Lobbying executive branch officials to facilitate the delivery of federal funding or implementation of federal programs; and
6. Assisting the Borough with the development and implementation of strategies to achieve its economic development and community goals with respect to Congress and the executive branch.

Cost

- \$3000 flat monthly fee (out-of-pocket travel expenses outside the DC metro area, to be approved in advanced by the Borough)

Term

- January 1, 2024 through December 31, 2024
- Contract can be terminated with 30 days-notice, or extended by mutual agreement

Coordination

All lobbying activities to be coordinated and approved by officials designated by the Haines Borough.