

A10 ASSOCIATES

STRATEGY | EXECUTION | RESULTS

A10 Professionals

We are a team of **bi-partisan, seasoned policy experts** in the **Technology, Infrastructure, and Transportation** sectors.



Jessica Beeson Tocco
Chief Executive Officer



Stefan Muehlbauer
Chief Financial Officer



Jim Nemec
Chief Strategy Officer



Gabriela Tortolano
Chief Administrative Officer



Kate Countryman
President



Christine Callahan
Vice President of
Government Affairs



Haley Weeks
Vice President of
Government Affairs



Nicole Herendeen
Associate Vice President of
Strategic Communications



Samantha Caracciolo
Director of Policy & Research



T. J. Werner
Grant Writing and Research



Tiffany Muehlbauer
Strategic Partner

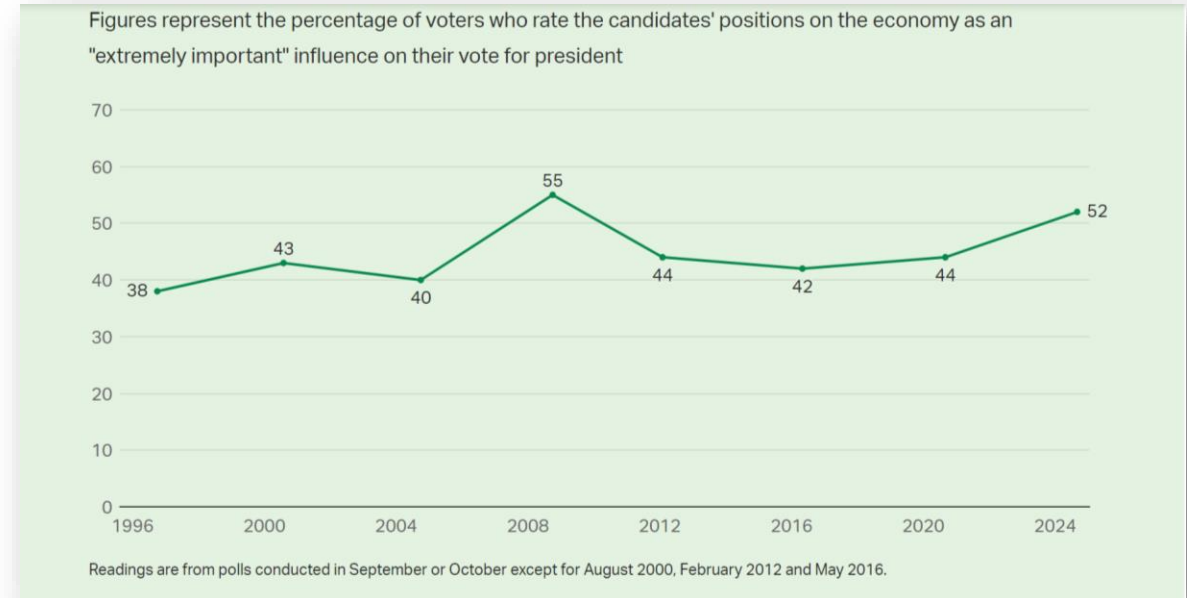
The 2024 Election

Results, Analysis, Next Steps

More than **140 million Americans cast their ballots** in the 2024 election, with many states breaking previous early voting turnout records.

The economy ranked as the most important issue influencing voters' choice for President. It was the only issue rated as "extremely important" by **52% of registered voters**, with an additional 38% rating it as "very important."

This level of focus on the economy was the **highest since the 2008 Recession.**



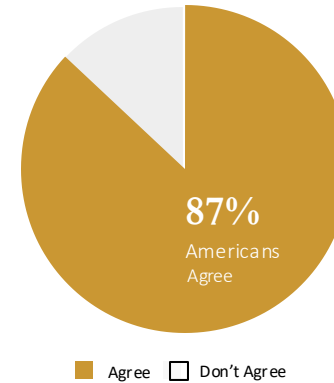
While remaining bipartisan...



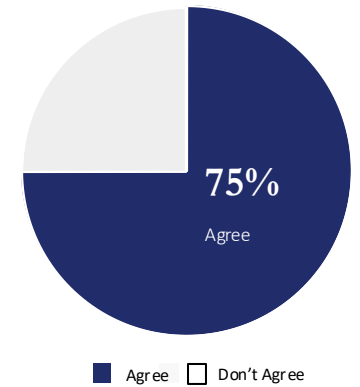
The need for bi-partisan politics

- ◆ **87% of Americans** want Washington, DC to become more bi-partisan
- ◆ Meanwhile, **75% of Americans** believe that this election is crucial to the future of Democracy
- ◆ Nowadays, **27% of Americans** are registered as independents; Independents tend to determine the outcome of elections because there are only two major political parties
- ◆ **60% of American** voters say that their top political concern is the economy

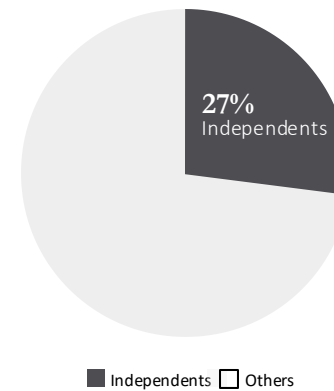
Washington, D.C. should become more bi-partisan



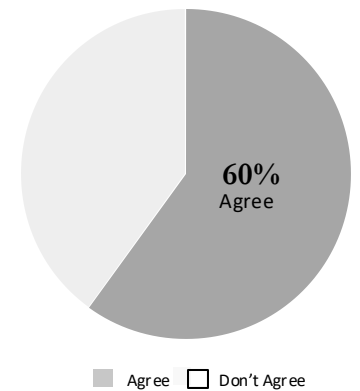
The election is crucial to the future of Democracy



Americans are increasingly registering as Independents



The economy is a top political concern

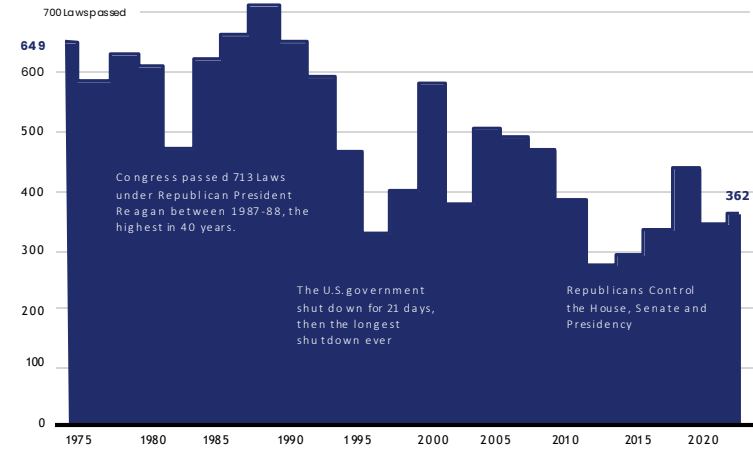


Changing political landscape:

What it means for businesses

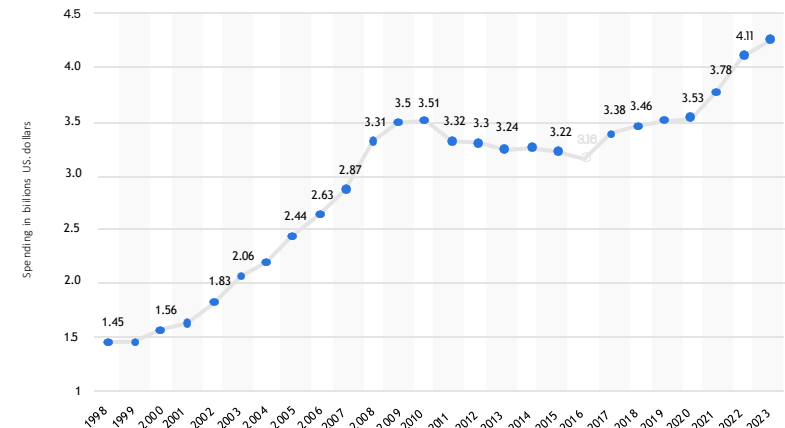
- ◆ Fiscal year 2021 and beyond is subject to a discretionary funding cap of 1%, unlike the fiscal years 2011 and prior. In 2023, Congress spent \$16.7 billion on 8,852 earmark projects. Still, congressionally directed spending in 2022 and 2023 was less than the average of \$17.8 billion in fiscal years 2008 through 2010.
- ◆ In 2011, the federal government provided \$607B to states before the earmark ban, now is \$765B - a \$1.5B increase.
- ◆ These changes have forced the lobbying market to switch gears away from only seeking federal funding via earmarks – to focus on state, federal and local grants.
- ◆ Securing funding for clients now requires bi-partisan effort across state, federal, and local governments.
- ◆ **Why we are winning?** The A10 secret sauce is supporting female candidates and teammates while being disciplined to focus on bi-partisan issues and ability to deliver results. We give our clients a measurable, financial return on investment time after time.

Congress is Passing Fewer Laws



Total lobbying spending in the United States from 1998 to 2023

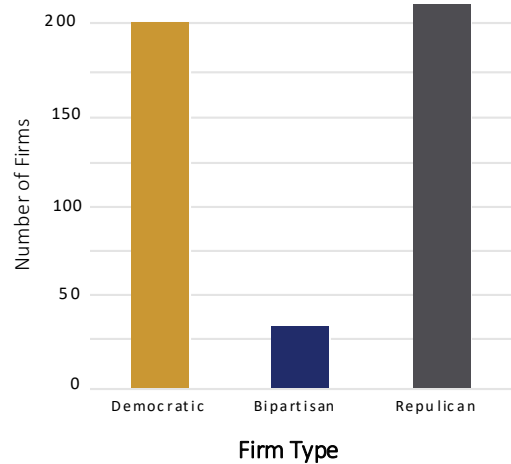
(in billion U.S. dollars)



Bipartisan Firms:

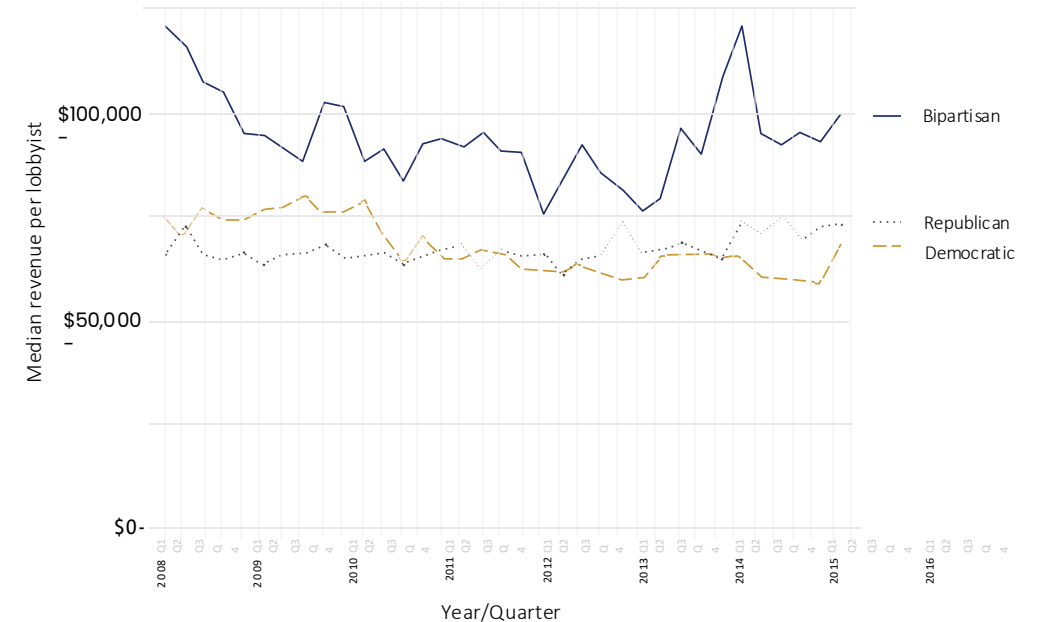
Underrepresented but making more revenue

Distribution of Lobbying Firms by Partisan Ties



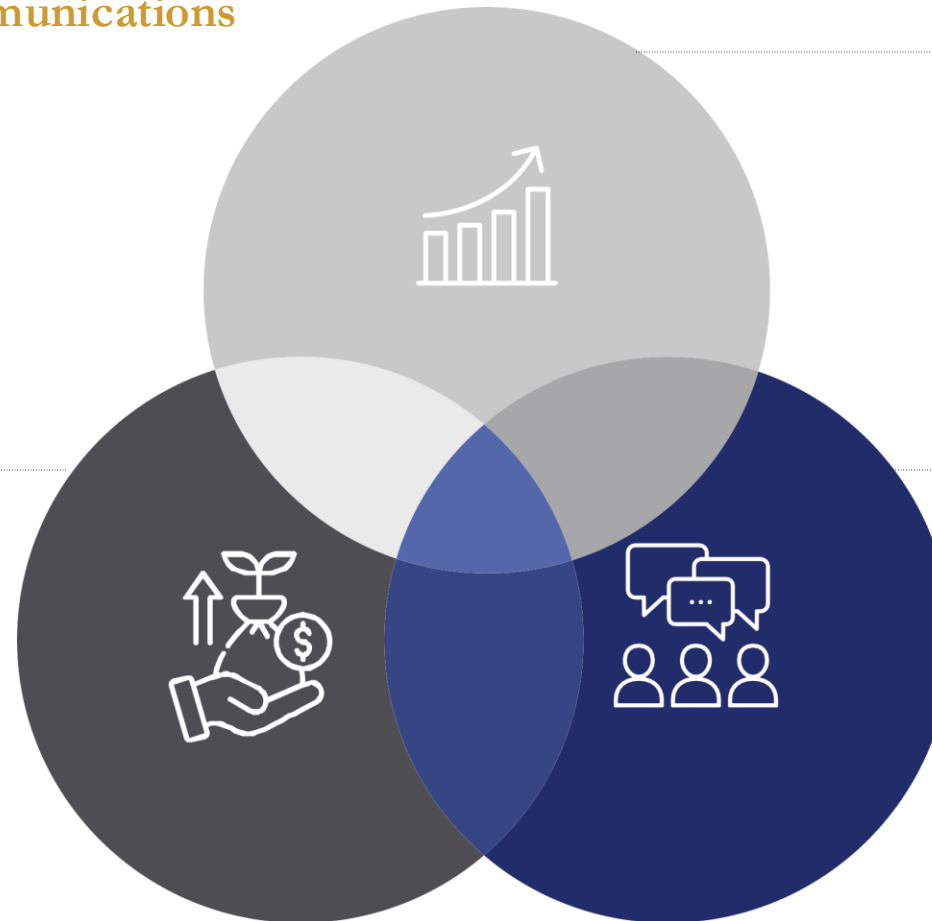
According to the study, “The Partisan Ties of Lobbying Firms”, of the firms whose partisan identities could be discerned, only 34 (7.62%) identified **explicitly as bipartisan**. Democratic and Republican firms are roughly at parity: 201 (45.07%) Democratically-identified firms and 211 (47.31%) Republican-identified firms.

Trends in Revenues for Partisan and Bipartisan Lobbying Firms



Solutions

Bi-partisan, full-service Government Relations and Strategic Communications



Government Sales

- Specialize in **securing money from government** and growing the client's bottom line
- Win **grants, loans and contracts** at all levels of government

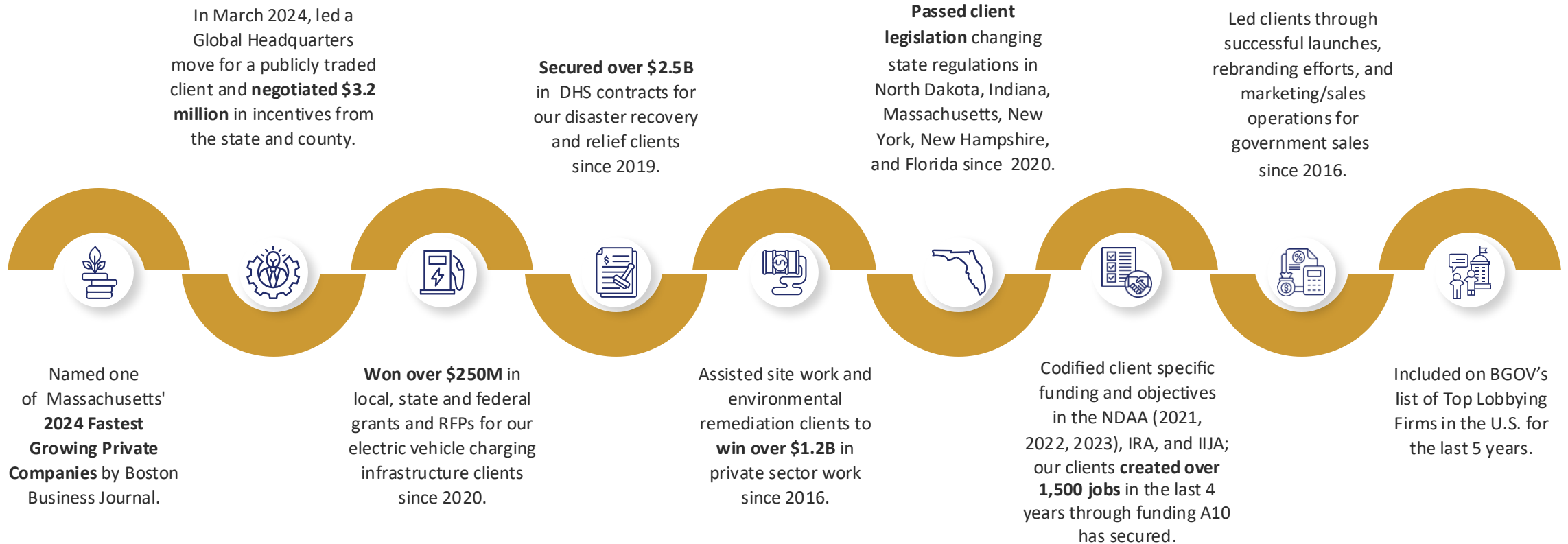
Government Affairs


- State, federal and local **regulatory work** leveraging congressional leaders and hometown delegations to advance client needs
- **Economic development** and **site selection**
- **Permitting**, registrations, and other approval processes to empower clients with government

Strategic Communications

- **Government-focused public relations** to capture the best government, sales and investor results
- Placing clients at **strategic events**, meetings and **speaking opportunities**
- Strategy development and **marketing services** to accelerate corporate growth
- **Marketing support** including content creation (policy papers, blogs, one pagers, sales sheets), and company messaging
- Crisis management and communications

A10 Successes





Maryland
DEPARTMENT OF COMMERCE

Wes Moore | Governor
Aruna Miller | Lt. Governor
Kevin A. Anderson | Secretary of Commerce
Signe Pringle | Deputy Secretary of Commerce

July 10, 2024

[Redacted]

SUBJECT: [Redacted] manufacturing expansion in Anne Arundel County, Maryland.

Dear [Redacted]:

The Department of Commerce (the "Department"), and Anne Arundel County (the "County") are pleased to support [Redacted] (the "Company") in its initiative to expand its headquarters and manufacturing operations in Anne Arundel County, Maryland (the "Project").

Below is a summary of the proposed State and County assistance for the Project that is further defined in the body of this letter:

Assistance	Source	Amount
<u>Conditional Loans</u> MEDAF Conditional Loan <i>Refer to section 3(a) for details</i>	State	\$780,000
Partnership for Workforce Quality Grant <i>Refer to Section 3(b) for details</i>	State	\$100,000
Anne Arundel County Conditional Loan <i>Refer to section 4(a) for details</i>	County	\$78,000
<u>Tax Credits</u> Job Creation Tax Credit <i>Refer to section 5(a) for details</i>	State	\$480,000
Total		\$1,438,000

\$1.4M

from the State of Maryland

Recent Funding Wins

Waco McLennan County Economic Development Corporation
P.O. Box 1220, Waco, Texas 76703-1220
(254) 757-5635
Fax (254) 757-5639

August 20, 2024

[Redacted] via email: [Redacted]

Dear [Redacted]:

Thank you for your interest in Waco for [Redacted] electric transformer production facility and distribution operation.

The board of the Waco-McLennan County Economic Development Corporation (WMCEDC) has reviewed your request for support. Understanding [Redacted] the WMCEDC board considers [Redacted] request an opportunity to support the continued operations and employment of existing workers from [Redacted] and the expansion of [Redacted] new operations and job creation in Waco. As a result, the WMCEDC board offers a grant of \$1,850,000 to offset expenses associated with establishing a new operation in Waco. The grant funds will be available for disbursement over a 5-year period as follows:


Year 1: \$850,000 (available upon confirmation of an executed lease and receipt of all applicable City of Waco final inspection approvals needed for the operation).
Years 2-5: \$250,000 per year (available upon confirmation of continued operations, maintaining of investment assets and job retention and creation metrics).

The incentive is based upon the following metrics:

- Securing and execution of a long-term lease for 2700 Texas Central Parkway in Waco;
- \$8,000,000 in real property improvements invested by [Redacted] and/or its landlord;
- Minimum \$23,000,000 in taxable personal property improvements by December 31, 2025;
- Retention of [Redacted]'s current workforce of 108 employees with an average annual wage of \$70,000 per year, plus benefits, including health insurance for the term of the agreement; and
- Creation of at least 184 new jobs with an average annual wage of no less than \$80,000 per year, plus benefits, including health insurance with no position earning less than \$18.00 per hour by December 31, 2026.

\$1.85M

from the City of Waco



State Financial Assistance Summary:

- Minnesota Investment Fund (MIF)** \$1,350,000 for [Redacted] available, contingent on local approval. [Redacted] wage applies
- Job Creation Fund (JCF)** \$1,450,000, prevailing wage required. [Redacted] wage required
- Minnesota Job Skills Partnership (MJSP)** Up to \$400,000 (depending on number of trainees)

Tax Exemptions – Additionally, the following tax exemptions apply in Minnesota:

- Personal property exemption** – Personal property is exempt from the personal property tax.
- Capital equipment and utilities and fuel exemption** – machinery and equipment, as well as utilities and fuel, used in manufacturing for use in Minnesota are eligible for an up-front exemption from Minnesota state and local sales or use.

\$2.8M

from the State of Minnesota

About A10 Associates

WHO WE ARE

- Ranked as the **largest woman-owned lobbying firm** in the USA **by revenue** and **number of clients** in the last three years. Clients range from \$25,000 to \$1,000,000 per month, and are tiered based on contract, standing with A10 Associates, and account requirements.
- **Fastest-growing** lobbying firm for 5 consecutive years in Bloomberg Government's national rankings.
- **Boston Business Journal's Fast 50 List** - number 14 in the state.
- **Leading the market trend of bipartisanship** and delivering financial results through state, federal, and local funding.



- ★ Nation's largest woman-owned lobbying firm
- ★ Lobby at the local, state, and federal level
- ★ Bipartisan nationwide



- ★ Transportation, technology, infrastructure, renewable energy, communities, and workforce sectors
- ★ Investment due diligence related to government funding



- ★ Secure government money
- ★ Create a return on investment



- ★ Service clients in 36 states and counting
- ★ Offices in Washington DC, Indianapolis, and Boston



- ★ A10 professionals are experts with advanced degrees
- ★ Backgrounds in business and government



- ★ White-glove service
- ★ Report directly to the C-suite

THANK
— YOU