



PATRICK H. WEST  
CITY MANAGER

October 23, 2007

HONORABLE MAYOR AND CITY COUNCIL  
City of Long Beach  
California

## RECOMMENDATION:

Authorize the City Manager to execute a contract for federal legislative representation services provided by Van Scoyoc Associates, Inc., for a term of one year at an amount not to exceed \$180,000 and authorize the City Manager to grant one one-year extension to the contract and execute all necessary amendments. (Citywide)

## DISCUSSION

The firm of Van Scoyoc Associates has represented the City of Long Beach since January 2007. The City selected Van Scoyoc Associates as the most qualified firm after an extensive Request for Proposals (RFP) process to seek proposals from professional consulting firms to provide federal legislative representation services. The RFP process was carried out at the request of the City Council.

### **Summary of Advocacy Efforts**

Over the past nine months, the firm has quickly learned the City's issues, and has strongly advocated for these issues on the City's behalf. Attachment A includes examples of a just a few of the high-priority issues the City and Van Scoyoc worked on over the past nine months. Van Scoyoc Associates plans to travel to Long Beach in the next few weeks to meet with the Mayor and City Council, department heads, and others to help plan the City's legislative strategy for Fiscal Year 2008.

### **Van Scoyoc Associates, Inc.**

Van Scoyoc Associates, Inc., specializes in developing and promoting comprehensive legislative strategies at both the federal and state levels. Their successful approach includes intensive identification of objectives, strategic communications plans, active relationships with key policymakers, grassroots mobilization, and direct advocacy. Their professional team offers years of expertise gained from varied experiences with congressional committees and offices, executive branch agencies, and the White House. Van Scoyoc Associates, Inc., currently represents more than 50 of the nation's premier universities and academic medical centers, 20 of the largest 200 corporations, many of the nation's prestigious trade associations, financial institutions, and non-profit enterprises, as well as several leading governments and government agencies.

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Attachment B provides more information on Van Scoyoc Associates, Inc., and biographies of the firm's President, Stewart Van Scoyoc, the City's principal contact, Thane Young, and key team member, Tammy Cameron. Attachment C is a copy of the December 2006 City Council letter that further explains the initial selection process and the City Council's original action to enter into a Contract with Van Scoyoc Associates.

This letter was reviewed by Deputy City Attorney Lori A. Conway and Budget Management Officer Victoria Bell on October 11, 2007.

TIMING CONSIDERATIONS

City Council action is requested on October 23, 2007, to ensure that the City continues to be represented in Washington, D.C. The City's current contract with Van Scoyoc Associates expired on September 30, 2007.

FISCAL IMPACT

The total cost for the contract with Van Scoyoc Associates, Inc., for Fiscal Year 08 will not exceed \$180,000, based on a monthly retainer of \$13,000 and \$2,000 per month in approved expenses. Funds to support this activity are budgeted in the General Fund (GP) in the City Manager's Office (CM). The cost of federal legislative representation services in the City Manager's Office is shared by departments and funds throughout the City that benefit from these services, including many non-General Fund operations.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,



PATRICK H. WEST  
CITY MANAGER

## **Summary of Advocacy Efforts**

### **Advocacy Trips to Washington, D.C.**

Over the past nine months, the firm has quickly learned the City's issues and strongly advocated for Long Beach on the City's behalf. The firm planned and executed three trips back to Washington, D.C., in the past nine months for the Mayor and the Federal Legislative Committee members to advocate for City projects and issues. These included two trips for the Mayor in February 2007 and September 2007, and one trip for the Federal Legislation Committee in March 2007. Examples of meetings included: Speaker Pelosi's California Chief of Staff, Senator Boxer, Senator Feinstein, Rep. Millender-McDonald, Rep. Rohrabacher, Rep. Linda Sanchez, Rep. Loretta Sanchez, Rep. Harman, Rep. Royball-Allard, Rep. Schiff, Rep. Dicks, Rep. Lewis, Rep. Calvert, Chief Counsel to Chairman Lieberman of the Senate Homeland Security Committee, Counsel to Chairwoman Boxer's Environment and Public Works Committee, Governor Arnold Schwarzenegger's D.C. Director, Army Corps staff, and many others.

### **Funding for the Los Angeles River Estuary**

Van Scoyoc Associates has helped build on the City's past efforts to secure funding for the dredging of the Los Angeles River Estuary. This is the City's top appropriations request, as the current shoaling in the Estuary is creating operational difficulties for the ships that rely on this federal navigation channel. Van Scoyoc Associates has worked closely with Senator's Feinstein and Boxer and Rep. Rohrabacher and former Rep. Millender-McDonald and Army Corps staff to include \$4.56 million in the Senate Energy and Water Appropriations Bill for this project. The City is hopeful that during conference negotiations on the appropriations bills the full \$4.56 million will be protected and the Army Corps will be able to proceed with this project in the next few months.

### **Gang Prevention Program Funding**

Van Scoyoc Associates has worked closely with Senator Boxer's office to secure \$300,000 in the Senate Commerce/Justice/Science bill for a Gang Prevention Program. This program would provide much needed federal resources designed to prevent children ages 8-14 from entering gangs in Long Beach. The City is hopeful that during conference negotiations on the appropriations bills the full \$300,000 will be protected and the Police Department will be able to implement this program in FY 08.

### **Wetlands Protection and Restoration**

Van Scoyoc Associates helped the City identify and support a federal bill that could provide federal resources to purchase and restore the Los Cerritos Wetlands and other wetlands in the City. The "Coastal and Estuarine Land Protection Act" (S. 1142) is cosponsored by both Senators Boxer and Feinstein and supported by the City. This bill would establish a Coastal and Estuarine Land Protection Program, within the National Oceanic and Atmospheric Administration, which would seek to protect coastal ecosystems from development. Under this program, grants would be made available to assist coastal states that have approved coastal zone management plans to acquire property. If this legislation passes, it could become a future funding opportunity for the Los Cerritos Wetlands and other wetlands in Long Beach.

## **Summary of Advocacy Efforts**

The firm has also assisted the City in asking for reconsideration of federal policy to allow the Port of Long Beach to receive mitigation credit for funding the restoration of the Los Cerritos wetlands. Van Scoyoc Associates worked with Rep. Rohrabacher to send a letter to Fish and Wildlife Service (USFWS) Director Dale Hall asking for reconsideration of their currently policy. Current federal policy restricts port mitigation to subtidal and low intertidal wetlands. Because Los Cerritos is considered high intertidal or freshwater wetland, the Port would have no incentive to participate in the restoration effort. Van Scoyoc Associates also recently scheduled a meeting in Washington, D.C. for Federal Legislation Committee Chair Gary DeLong to discuss this issue with Army Corps staff as well. As a result of that meeting, the firm will set up meetings of the California-based federal agencies and the City, Port and other agencies to discuss the next steps.

### **Marine Vessel Emissions Reduction Act**

Van Scoyoc Associates has aggressively supported Senator Boxer and Senator Feinstein's Marine Vessel Emissions Reduction Act of 2007 (S. 1499), a key federal bill to dramatically improve air quality emissions from marine vessels. S. 1499 requires significant reductions in emissions of air pollutants from marine vessels that contribute to dangerous smog and soot pollution. This bill strives to limit the sulfur content of fuel used by domestic and foreign-flagged marine vessels when they enter or leave U.S. ports to 1,000 parts per million. Currently, many marine vessels currently burn fuel with an average sulfur content of 27,000 parts per million.

### **Homeland Security**

Van Scoyoc Associates played an important role for the City in the passage of the "Implementing the 9/11 Commission Recommendations Act of 2007." The House of Representatives and the U.S. Senate both passed legislation earlier this year (H.R. 1 and S. 4) designed to address the 9-11 Commission's recommendations regarding Homeland Security that have not yet been implemented. The City, with the assistance of Van Scoyoc Associates, actively provided input to help shape the conference negotiations on this bill to the City's advantage. Specifically, the City pursued the following amendments to the bill:

- Remove an onerous 25 percent match requirement for homeland security grants.
- Allow funding for personnel directly related to counter-terrorism.
- Allow funding for maintenance and replacement of equipment purchased under previous homeland security grants and funding for Continuity of Government planning and implementation.
- Require States to spend their share of Urban Area Security Initiative (UASI) grant funding (up to 20 percent of the total grant amount awarded to UASI in the State) to benefit the region and outline the uses for the funding.

The City also strongly supported the inclusion of the following in the bill: risk-based funding approach, grants for interoperability, improved intelligence sharing with local governments, protection of privacy and civil liberties, and proliferation of the incident command system.

## **Summary of Advocacy Efforts**

The City was pleased that nearly every Long Beach priority, particularly for the grant programs, was addressed in some manner in the Conference Report that was ultimately passed by Congress and signed by the President.

### **Community Development Block Grant (CDBG) Funding**

This year, cities across the nation fought a proposal by the President to drastically reduce funding for the CDBG program. The President proposed a \$700 million, or 19 percent, cut to the program, which could significantly reduce the nearly \$9 million the City received for this program last year. Van Scoyoc Associates partnered with the US Conference of Mayors and other cities to express our opposition to this reduction. As a result, the House has allocated \$4 billion for CDBG (\$228 million above the FY 07 amount, as well as \$963 million above the President's request) and the Senate has allocated \$3.77 billion. The final number will be determined in a conference committee later this fall.

### **Community Oriented Policing Services (COPS) Grant**

The City has supported both the reauthorization of the COPS program this year, as well as efforts in the House and Senate to increase the appropriation for this program. Van Scoyoc Associates has worked closely with the US Conference of Mayors to track the progress of this issue and to communicate the City's support. The COPS Improvement Act of 2007 (S.368), would raise the authorized funding level of the COPS program to \$1.15 billion in each of the next six fiscal years, starting in 2008. The breakdown of the \$1.15 billion is as follows:

- \$600 million for officers hired to perform intelligence, anti-terror or homeland security duties
- \$350 million for technology grants
- \$200 million for local district attorneys to hire community prosecutors

The House version of the FY 2008 Commerce, Justice, Science Appropriation Bill includes \$100 million for the COPS hiring program, which has not been funded in recent years. The Senate version of the bill does not include COPS hiring, but Senator Biden (D-DE) will introduce an amendment on the Senate floor to provide \$110 million for the program.

### **Energy and Environment**

This year Long Beach, with the help of Van Scoyoc Associates, supported the US Conference of Mayors' proposal for a \$4 billion Energy and Environment Block Grant program at the Department of Energy, patterned after HUD's successful Community Development Block Grant. This legislation recognizes that local governments are particularly well positioned to develop, implement, and promote energy efficiency and greenhouse gas reduction strategies at the community level, as part of a comprehensive national strategy to address global warming. This legislation requires cities to first use the funding to establish an energy efficiency and climate protection strategy, and after its approval, use the funding to implement actions identified in the strategy to improve energy efficiency and/or reduce greenhouse gas emissions. This proposal was included as part of the House Energy Bill in June 2007.

## **Summary of Advocacy Efforts**

### **Fire Sprinkler Bills**

In February, Senator Gordon Smith (R-OR) introduced the "Fire Sprinkler Incentive Act of 2007" (S. 582). This legislation would classify automatic fire sprinkler systems as 5-year property for purposes of depreciation. There is also a companion bill (H.R. 1742) that has been introduced in the House by Representative James Langevin (D-RI). The City has supported both the House and Senate versions of the bill, and Van Scoyoc Associates has helped communicate that support. Currently, S. 582 has been referred to the Senate Finance Committee. This bill has been referred to the House Committee on Ways and Means.

**V**an Scoyoc Associates, Inc. (VSA), founded in 1990, has emerged as the largest independent government affairs firm in Washington.

VSA is an industry leader whose effectiveness is unmatched, even as the leadership in Congress and the White House changes. Our outstanding service to clients is reflected in our client retention record of more than ninety percent from one year to the next, far surpassing industry norms.

Our professional team offers years of expertise gained from varied experiences with congressional committees and offices, executive branch agencies, and the White House. Our approach is to hire the best people, provide them the best resources available, and then manage for results.

VSA currently represents more than 50 of the nation's premier universities and academic medical centers, 20 of the largest 200 corporations, many of the nation's prestigious trade associations, financial institutions, and non-profit enterprises, as well as several leading governments and government agencies.

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## H. Stewart (Stu) Van Scoyoc, *President*

Stu Van Scoyoc is Chief Executive Officer of Washington, D.C.'s largest independent government affairs group, the Van Scoyoc Companies. Starting in 1990 with only two other employees and eight clients, Stu has created an unparalleled team of 90 professionals serving more than 300 clients in their interaction with federal and state governments. His successful methodology combines an outside-the-beltway corporate approach with an insider's expertise in government policymaking. *National Journal* says, "K Street colleagues consider Van Scoyoc a brainy Washington insider who sweats the details."

The outstanding story about the Van Scoyoc Companies began in 1990 when Stu founded Van Scoyoc Associates (VSA) with a focus on congressional appropriations and taxation. VSA quickly developed more than twenty practice areas, ranging from agriculture, biotechnology, defense and education, to areas such as financial services, energy, homeland security, transportation and telecommunications.

In 1994, he established The Implementation Group (TIG) to provide professional assistance in the implementation and evaluation requirements of publicly funded programs. TIG specializes in opportunity identification and capture strategies for federal grants and contracts.

In 2000, Stu created Capitol Decisions, Inc. (CDI) to provide government relations and public affairs counsel in the specialties of health care, grassroots advocacy, and community development.

Finally, in 2002, Stu formed the law firm of Van Scoyoc Kelly PLLC (VSK) to be strategically allied with his other government affairs firms. VSK provides counsel for military and other government contractors, in addition to innovative legal solutions for acquisition, procurement and regulatory issues.

Stu's consulting expertise is based on several career highlights. Prior to the establishment of the Van Scoyoc Companies, Stu was a founding partner of Winburn, Van Scoyoc & Hooper government relations firm. In addition, Van Scoyoc spent eight years as vice-president at the prestigious Charles Walker Associates, where he specialized in tax, energy, insurance and environmental matters.

Corporate experience is an invaluable part of understanding the client, and Van Scoyoc fortunately worked with some of the best at the DuPont Company. Stu first worked in various DuPont engineering assignments while earning his law degree at night from the University of Maryland. He then continued his career in DuPont's Washington office working on a variety of legislative and regulatory issues.

While earning his Bachelor of Science degree in chemical engineering from Lehigh University in 1969, he also received the Alpha Phi Omega award for leadership and outstanding service to the University.





## Thane A. Young

Thane A. Young is a Vice President at Van Scoyoc Associates, Inc. He specializes in economic development, transportation, environment, public infrastructure, and water resources. With over twenty years lobbying experience, he has represented local and state governments, real estate development companies, water and transportation authorities, and national trade associations.

Thane has developed strong working relationships on Capitol Hill and with numerous federal agencies, including the U.S. Army Corps of Engineers, the Office of Management and Budget, U.S. Environmental Protection Agency, Department of the Interior, Department of Homeland Security, and Department of Housing and Urban Development. He has effectively developed and implemented strategies for amending legislation, securing federal appropriations, and revising federal regulations to benefit clients.

Thane has represented public agencies on key issues concerning economic development and redevelopment, flood control, small craft harbor improvement, water resource and endangered species conservation, public safety and emergency services, and capital improvements for water infrastructure and transportation. His practice included six years in California where he lobbied at both the state and federal levels.

Prior to joining private lobbying practices, Thane was director of government affairs for the National Association of Realtors. He began his career in Washington as a legislative aide to U.S. Senator Pete V. Domenici (R-NM).

Thane holds a B.A. in political science from Brigham Young University, and did graduate work in Urban and Environmental Planning at California Polytechnic State University, San Luis Obispo.

## Tammy F. Cameron

Tammy F. Cameron serves as Vice President for Van Scoyoc Associates, Inc. (VSA). She brings to the firm a decade of congressional experience in appropriations, with a detailed knowledge of the federal budget process. Before joining VSA, Cameron served as majority staff director and senior policy advisor with the Senate Appropriations Committee for the Energy and Water Development and for the Military Construction/Veterans Affairs Subcommittees.

Cameron had direct policy and funding responsibility for the Senate Subcommittee on Military Construction and Veteran Affairs under subcommittee chair Sen. Kay Bailey Hutchison of Texas. The \$80 billion jurisdiction covered military construction, military family housing, base realignment and closure, and veterans affairs. She drafted the first combined military construction and veteran affairs appropriations bill and developed guided legislative strategy throughout the annual appropriations process.

Cameron was instrumental in developing and executing strategy in the Senate to build a bipartisan consensus to add \$1.5 billion above the administration's FY2006 budget request for Department of Veteran Affairs' medical programs.

During her tenure as majority staff director for the Senate Appropriations Subcommittee on Energy and Water Development, she directed policy and funding related to the Department of Energy, the Corps of Engineers, the Bureau of Reclamation, the Federal Energy Regulatory Commission (FERC) and the Nuclear Regulatory Commission. Cameron also negotiated a bicameral, bipartisan agreement for Yucca Mountain funding, and for the controversial nuclear weapons program initiatives.

Cameron began her work with the United States Senate as a legislative assistant and appropriations associate in the office of former Senator Ben Nighthorse Campbell (R-Colorado). As senior staff advisor on foreign policy and defense she developed legislative agendas, drafted correspondence and legislation.

Cameron holds an MS in international affairs from American University, Washington, DC; and a BA in international studies from the University of Denver, Denver, Colorado. Cameron is originally from Denver, Colorado.



# CITY OF LONG BEACH

OFFICE OF THE CITY MANAGER



333 WEST OCEAN BOULEVARD • LONG BEACH, CALIFORNIA 90802 • (562) 570-6711 • FAX (562) 570-6583

GERALD R. MILLER  
CITY MANAGER

December 19, 2006

HONORABLE MAYOR AND COUNCIL MEMBERS  
City of Long Beach  
California

## RECOMMENDATION:

Authorize the City Manager to execute a contract for federal legislative representation services provided by Van Scoyoc Associates, Inc., for a term of nine months at an amount not to exceed \$135,000 and increase appropriations in the General Fund (GP) in the City Manager's Office (CM) by \$46,260. (Citywide).

## DISCUSSION

The firm of E. Del Smith and Company, Inc., has represented the City of Long Beach in Washington, D.C., before the United States Congress and various federal agencies for over 30 years. The most recent contract between the City and E. Del Smith and Company, Inc., which was authorized by the City Council on October 18, 2005, and extended on October 3, 2006, expires on December 31, 2006.

During the previous fiscal year, the City Manager implemented a Request for Proposals (RFP) process to seek proposals from professional consulting firms to provide federal legislative representation services. After a lengthy and rigorous review process, Van Scoyoc Associates, Inc., was selected as the most qualified firm to address the City's federal representation needs.

### **Request for Proposals Process**

In March 2006, the City initiated a competitive Request for Proposal (RFP) process to solicit proposals from various federal legislative representation firms for services to be provided in Fiscal Year 2007. In an effort to reach a wide audience of potentially interested firms, the City sent RFPs to over 50 different lobbying firms ranging from small firms to very large firms, placed an advertisement in a Washington, D.C. publication that focuses solely on federal issues, and made the RFP available on the City's website. As a result of the outreach efforts, 21 firms submitted proposals to the City. A diverse interview panel selected the top six firms to interview, and then recommended the top three candidates to the City Manager. The City Manager and the Mayor interviewed the top three candidates and selected Van Scoyoc Associates, Inc., as the recommended firm.

### **Van Scoyoc Associates, Inc.**

Van Scoyoc Associates, Inc. (VSA), specializes in developing and promoting comprehensive legislative strategies at both the federal and state levels. Their successful approach includes intensive identification of objectives, strategic communications plans,

HONORABLE MAYOR AND COUNCIL MEMBERS

December 19, 2006

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active relationships with key policymakers, grassroots mobilization, and direct advocacy. Their professional team offers years of expertise gained from varied experiences with congressional committees and offices, executive branch agencies, and the White House. Van Scoyoc Associates, Inc., currently represents more than 50 of the nation's premier universities and academic medical centers, 20 of the largest 200 corporations, many of the nation's prestigious trade associations, financial institutions, and non-profit enterprises, as well as several leading governments and government agencies. Attachment A provides more information on Van Scoyoc Associates, Inc., including a current client list and biographies of the firm's President, Stewart Van Scoyoc, the City's principal contact, Thane Young, and key team member, Tammy Cameron.

This letter was reviewed by Deputy City Attorney Lori A. Conway and Budget Management Officer David Wodynski on December 5, 2006.

TIMING CONSIDERATIONS

City Council action is requested on December 19, 2006, to ensure that the City is represented in Washington, D.C., when the 110<sup>th</sup> Congress is seated on January 3, 2007. As the City transitions to a new federal representative, the City Manager recommends retaining the services of E. Del Smith and Company, Inc., to facilitate the transition and to work on high-priority issues where that firm has unique qualifications. The City Manager will bring a recommendation to the City Council in January 2007 to extend the contract for E. Del Smith and Company, Inc., and request an increase in appropriations.

FISCAL IMPACT

The total cost for the contract with Van Scoyoc Associates, Inc., for Fiscal Year 07 will not exceed \$135,000, based on a monthly retainer of \$13,000 and up to \$2,000 per month in approved expenses. Funds to support this activity are budgeted in the General Fund (GP) in the City Manager's Office (CM); however, an increase in appropriation of \$46,260 is needed to accommodate the increased cost of this contract for the remainder of the fiscal year. The cost of federal legislative representation services in the City Manager's Office is shared by departments and funds throughout the City that benefit from these services, including many non-General Fund operations.

**SUGGESTED ACTION:**

Approve recommendation.

Respectfully submitted,



GERALD R. MILLER  
CITY MANAGER

GRM:TM:pc  
Attachment

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## VAN SCOYOC ASSOCIATES, INC. — CLIENT LIST

4A Capitol Group, LLC  
Airborne Tactical Advantage Company  
Akron General Health System  
Alabama Institute for Deaf and Blind  
Alabama School of Fine Arts Foundation  
Alabama State Port Authority  
Alameda-Contra Costa Transit District  
Alcoa Inc.  
Aloha Partners  
AM General Corporation  
American Herbal Products Association  
American Insurance Association  
American Library Association  
Anheuser-Busch Companies, Inc.  
Apollo Group, Inc.  
Army Alliance Inc. of Aberdeen, MD, The  
Arotech Corporation  
Association of American Railroads  
Association of Procurement Technical Assistance Centers  
Audubon Nature Institute, The  
AURA - Assn. of Universities for Res. in Astronomy  
Aurora Flight Sciences Corporation  
Auxilia, Inc.  
AWS Convergence Technologies  
BAE Systems  
Ballard Power System Corporation  
Bartlett & Bendall, LLC  
Battelle Memorial Institute  
Bechtel Infrastructure  
Bechtel National Inc.  
Becker & Poliakoff  
Bennett College  
Bentley Systems Incorporated  
BioPort Corporation  
Birmingham Water Works Board  
Boeing Company, The  
Bowling Green State University  
British Embassy Defense Supply Office  
California University of Pennsylvania  
Catapult Learning (Sylvan Education Solutions)  
Centre for Management and Technology, The (CMAT)  
Chicago Public Schools  
Chicago State University  
Children's Hospital of Pittsburgh  
Cimcor, Inc.  
Citizenship Trust  
City of Baltimore, Maryland  
City of Compton, California  
City of Dana Point, California  
City of Detroit, Michigan  
City of Fayetteville, Arkansas  
City of Gadsden, Alabama  
City of Galt, California  
City of Gulf Shores, Alabama  
City of Orange Beach, Alabama  
City of Perris, California  
City of Portsmouth, Virginia  
City of Stockton, California  
City of Talladega, Alabama  
Cleveland Clinic Foundation  
Cleveland Museum of Art  
Cleveland-Cuyahoga County Port Authority  
Coalition for Project ADR  
College Board  
Colorado Department of Transportation  
Community Financial Services Association  
Computer Sciences Corporation  
Continental Electronics Corporation  
Cummins, Inc.  
Dallas Area Rapid Transit Authority  
Dana Farber Cancer Institute  
Davison Transport, Inc.  
Deaconess Billings Clinic  
Defiance College  
Desert Research Institute  
DRS Technologies  
Duke Energy/Islander East Project  
DuPont  
EAG of Americas  
Eastern Michigan University  
Eastern Municipal Water District  
Edison Schools  
Educational Testing Services  
El Dorado County Transportation Commission  
Energy Research Company  
ENS Resources  
Enterprise Electronics Corporation  
EPSCoR Coalition of States  
EPSCoR Foundation (TIG)  
Excelerate Energy  
Exploratorium (The)  
Fannie Mae  
Federal Area Development Authority City of Hampton  
Federal Home Loan Bank of San Francisco  
Federal Technology Group  
Federal Textiles & Covers  
Federation State Humanities Council  
FedEx Corporation  
Firefly Children's Network  
Friends of the Observatory  
General Motors  
Georgetown Divide Public Utility District  
Georgia State University Research Foundation  
GIAT Industries  
Government of the Islamic Republic of Pakistan  
Greater Los Angeles Zoo Association  
Harley Davidson Motor Company  
Harrisburg Area Community College  
Health Network America  
Higher Learning Commission  
Homes Unlimited  
Humanetics Corporation  
Innovation Coalition  
Insight Technology, Inc.  
Intergraph Solutions  
Interstate Natural Gas Association of America  
InterSystems Corporation  
Iomax Management Group  
Jackson State University  
James F. McConnell/City of Westminster  
Jefferson County Commission  
Jefferson Metropolitan Health Care Authority  
Jefferson State Community College  
Johns Hopkins University - Applied Physics Lab.  
Johnson Controls  
Kenyon International  
Laureate Education (Sylvan Online Higher Education)  
Lehigh University  
Level (3) Communications, LLC.  
Lockheed Martin Space Systems Company  
Los Angeles County Metropolitan Transit Authority  
Madison Center  
Malcolm Pirnie  
Mayaguez Port Commission  
McWane Science Center  
Medical University Hospital Authority  
Medley Global Advisors  
Memphis-Shelby County, Tennessee, Airport Authority  
Mentis Sciences Inc.  
Merced County Association of Governments

## VAN SCOYOC ASSOCIATES, INC. — CLIENT LIST

Methodist Hospital  
Michigan Neighborhood Partnership  
MILTEC  
Mission Springs Water District  
Mobile Airport Authority  
Mobile County Commission  
Montana State University Foundation, Inc.  
Montgomery Airport Authority  
Montgomery Area Chamber  
Morgan State University Foundation, Inc.  
NASA Aeronautics Support Team  
National Asphalt Pavement Association  
National Asphalt Pavement Association  
Research & Education Foundation  
National Association of Enrolled Agents  
National Association of Foster Grandparents  
National Association of Mortgage Brokers  
National Association of Scholars  
National Association of Water Companies  
National Institutes of Water Resources  
National Space Grant Alliance  
NiSource, Inc.  
Ochsner Clinic Foundation  
Oldcastle Materials Group  
Optical Alchemy  
Orange County Fire Authority  
Pacific Consolidated Industries  
Pacific Star Communications  
Pipeline Rehab Technologies LLC.  
Placer County, California  
PolyFuel  
Port Authority of NY & NJ  
Profilium Inc/ Forensic Technology  
Prudential Financial  
Rancho Mission Viejo  
Raytheon Systems Corporation  
Recording for Blind & Dyslexic  
Redevelopment of the City of Stockton  
Remington ELSAG Law Enforcement Systems  
Remington Technologies Division  
Resodyn Corporation  
Reveal Imaging Technologies, Inc.  
Rhodes College  
Ricardo, U.S.  
Rotordynamics-Seal Research  
Rural Cellular Association  
Sacramento County Airport System  
San Joaquin Area Flood Control Agency  
San Joaquin Regional Transit District  
SatoTravel  
Save Ellis Island  
Schering Plough  
Science Applications International Corporation (SAIC)  
SGT, Inc.  
Shelton State Community College  
Sickle Cell Disease Association of America  
Sierra College  
SLM Corporation  
South Montebello Irrigation District  
Southern Company  
Southwest Research Institute  
Space Explorers Inc.  
Spelman College  
St. Clair County Commission  
St. Thomas University  
TD International  
Teledyne Brown Engineering  
Temple-Inland Corporate Services  
Time Domain Corporation  
Torch Technologies  
Trinidad Benham Corporation  
Tulane University  
Underwriters Laboratories  
Union Pacific  
University of Akron  
University of Alabama System  
University of Arkansas  
University of Connecticut  
University of Idaho  
University of Maryland, Baltimore  
University of Memphis, The  
University of Nebraska  
University of Notre Dame  
University of Pennsylvania  
University of Pennsylvania School of Medicine  
University of Saint Francis  
University of Toledo  
University of West Florida  
University of Wisconsin System, Board of Regents  
Urban Serving Universities  
US Space & Rocket Center  
Utica College of Syracuse, NY  
Utrok Atoll Local Government  
Virginia Air & Space Center  
Virginia Polytechnic Inst. and State University  
Virginia Tech Intellectual Properties, Inc.  
Visible Productions  
Wackenhut Corporation  
Wackenhut Services, Inc.  
Wallace Community College, George C.  
Washington Consulting Group  
Weyerhaeuser Company  
Wireless Independent Group Coalition  
Wood Group Generator Services