

EXHIBIT B

MINIMUM QUALIFICATIONS CERTIFICATION (TO BE SUBMITTED ON RESPONDENT'S LETTERHEAD)

All Respondents must sign and return this attachment, along with written evidence of how you meet each qualification. The undersigned hereby certifies that the Respondent submitting this response fulfills the minimum qualifications outlined below, as well as the requirements contained in the RFP.

Minimum Qualifications include:

- • At least five (5) years highly responsible and accountable experience managing complex Federal Issues for public entity clients and advocating directly with legislators and regulators in Washington, D.C. on such issues to achieve client objectives.
- A diverse and experienced team to provide the expertise, varying background and perspectives, depth, and bench of resources needed to perform the Scope of Services.
- An established office in Washington, D.C.
- Strong substantive knowledge of Federal Issues.
- Experience analyzing legislation and developing legislative and regulatory proposals with respect to Federal Issues.
- Strong understanding of federal legislative advocacy and communication strategies.
- Longstanding and positive working relationships with legislators, regulators, their staff, and other parties in connection with legislative advocacy.
- A track record of accomplishment in legislative advocacy on Federal Issues.
- A proactive approach to the Scope of Work.
- Exceptional writing skills.
- Exceptional interpersonal and presentation skills.
- The ability to work well with and maintain the confidence of the Board, the IBLC, and staff.

- The ability to deliver services in a timely and cost effective manner.
- Sound judgment.
- No professional and/or ethical conflicts, or the appearance of conflicts, with LACERA's interests, and an approach that reflects strong sensitivity to ethical concerns.
- A strong educational and professional background.

The undersigned hereby certifies that they are an individual authorized to bind the Firm contractually, and said signature authorizes verification of this information.

Authorized Signature

Date

Name and Title (please print)

Name of Firm