



## Government Consulting Services of Illinois, LLC

Three First National Plaza  
70 W. Madison, Suite 1600  
Chicago, Illinois 60602  
312.696.1925 (Office) 312.927.8840 (Cell)  
312.696.4225 (Fax)  
cortese@gcsi.org

### Professional Qualifications

The principal of Government Consulting Services of Illinois, LLC (“GCSI”) an Illinois Limited Liability Company, is Frank J. Cortese. GCSI is a full-service, multi-client contractual lobbying and strategic planning firm with offices in Chicago and Springfield, Illinois. GCSI is a registered lobbying entity with the State of Illinois under the Illinois Lobbyist Registration Act (25 ILCS 170). GCSI is also registered as a lobbying entity with Cook County and the City of Chicago

Mr. Cortese has been a registered lobbyist with the State of Illinois since 2001. Mr. Cortese has been on staff in some capacity at the state level of the Executive Branch for the years 1987 to 2000, prior to becoming a registered lobbyist. Mr. Cortese’s involvement working for the State Government and interacting with the General Assembly includes his experience as the assistant to the Secretary of State of Illinois, from 1987 to 1991. In this capacity, Mr. Cortese worked with various legislators on personnel issues. Mr. Cortese worked for the Governor’s Office, from 1991 to 2000. Mr. Cortese was involved with various legislators as it related to personnel and labor issues, and he specifically monitored all labor related legislation.

### Experience

GCSI has significant experience with all phases of representation before governmental bodies, including the familiarity with procedure nuances and the instincts necessary to develop and implement strategic advocacy. Our expertise permits us to provide a full range of legislative services. Mr. Cortese and GCSI have accrued the latest technology and expertise needed to assure the optimum results for its clients.

GCSI represents both private and public sector entities. GCSI prides itself on the proactive stance it takes addressing the needs of its clients. GCSI effectively identifies the issues and opportunities that affect client decision-making and provides timely, strategic and responsive proposals to achieve client stated objectives. GCSI assists its clients in drafting legislation, bill analysis, taking points and legislative testimony. GCSI provides its clients effective, strategic counsel to further their policy objectives.

GCSI's extensive experience allows it to provide a full-range of legislative services. GCSI will assist in drafting legislation, amendments, bill analysis, talking points and legislative testimony. GCSI will provide strategic counsel to further its client's policy objectives. GCSI uses its strong relationships with officials, legislators and their staff to the advantage of its client's identifying relevant policymakers while establishing effective communications in a timely manner. GCSI's experience extends over a broad range of regulatory, administrative and legislative issues. These capabilities, along with the ability to work with both sides of the aisle, make GCSI a successful advocate on behalf of its clients.

GCSI has extensive experience in assisting clients before the General Assembly and has provided oral testimony at times before the various legislative committees. GCSI is committed and has the resources and availability to get the job done. GCSI understands the legislative processes in the State of Illinois. GCSI attends and monitors various state legislative committees on behalf of its clients. GCSI provides an analysis and opinion from the committee hearings as it relates to its client. In some instances, GCSI will oppose certain legislation at the committees and, in other instances, GCSI will amend certain pieces of legislation. All legislative action is coordinated with the client. GCSI is constantly monitoring all committees and legislation, during session and special session.

In summary, GCSI knows how to win and understands the legislative process and will assist its clients by developing and evaluating a detailed strategy in the following manner:

- Assist in strategic planning;
- Provide powerful follow-up;
- Respond in a timely and effective manner;
- Simplify increasingly complex processes;
- Keep a keen eye on competitive forces;

GCSI effectively identifies the issues and opportunities that affect client decision-making and provides timely, strategic and responsive proposals to achieve client-stated objectives.

GCSI's approach can be summed up in four words, "*constant coordination and communication.*"

GCSI will provide client references upon request.

## FRANK J. CORTESE

### Areas of Expertise:

- Government and administrative
- Strategic planning
- Labor and management relations
- Legislation
- Economic development

### Professional Experience:

#### *Government Consulting Services of Illinois, LLC – Principal, 2011-Present*

- Representation of numerous clients before the Illinois General Assembly, Executive Branch, and the Chicago City Council.

#### *Illinois Governmental Consulting Group, LLC – Founding Partner, 2003-2011*

- Representation of numerous clients before the Illinois General Assembly, Executive Branch, and the Chicago City Council.

#### *Greenberg Traurig, LLP, Director – Legislative and Regulatory Affairs, 2001-2003*

- Representation of numerous clients before the Illinois General Assembly, Executive Branch, and the Chicago City Council.

#### *Assistant to Governor George Ryan, 1999-2001*

- Served as liaison to all labor leaders throughout the state.
- Worked closely with the Governor on all labor related legislation.
- Responsibility included all aspects of labor/management relations.

#### *Assistant Director of Labor Relations & Personnel, Governor Jim Edgar, 1991-1999*

- Served as a liaison to elected officials and leaders in Cook and the Collar counties regarding personnel issues.
- Worked closely with agency directors, boards and commissions in regard to personnel.
- Acted as a liaison to the labor community.

#### *Assistant to Secretary of State Jim Edgar, 1987-1991*

- Served as liaison for the office in regard to all personnel issues.
- Worked closely with all departments under the Secretary regarding all personnel issues.
- Worked closely with agency directors, boards and commissions in regard to personnel.
- Acted as a liaison to the labor community.

### Community Service:

Former Appointed Member, Secretary of State Merit Commission, 2002 – 2004, with State Senate confirmation.



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**Client Representations**

Access Community Network  
Animal Welfare Institute  
Chicago Film Studio, LLC  
City of Des Plaines, Illinois  
Elevator Constructors Union Local 2 ("IUEC")  
Government Property Fund / Fulcrum ("GPF")  
Heat and Frost Insulators and Asbestos Workers Local 17  
Illinois Pipe Trades Association and Advancement Program ("IPTAAP")  
Lagunitas Brewing Company  
Lyons Township Highway Department  
MGR Springfield Partners, LLC  
Motion Picture Studio Mechanics Local 476 ("IATSE")  
Omega and Associates  
Orland Township  
PACE Suburban Bus  
Professional National Title Network, Inc. ("PNTN")  
Republic Services, Inc.  
Teamsters Joint Council Local 25  
Theatrical State Employees Union Local 2  
United Union of Roofers, Waterproofers and Allied Workers  
Village of Bellwood, Illinois  
Village of Bridgeview, Illinois  
Village of Norridge, Illinois  
Village of Westchester, Illinois  
Wheaton Sanitary District



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April 28, 2017

Mr. Dave Niemeyer  
Village Manager  
Village of Tinley Park  
16250 S. Oak Park  
Tinley Park, IL 60477

***Re: Government Relations Services  
State of Illinois***

Dear Mr. Niemeyer:

Please allow this correspondence to serve as a proposal which, if its terms are agreeable, will act as our retainer agreement between the Village of Tinley Park, ("VOTP") and the Government Consulting Services of Illinois, L.L.C. ("GCSI") for representation regarding the above-referenced matter. It is our practice to confirm with an engagement letter certain understandings regarding the manner in which we will perform and bill for services.

GCSI will: (i) Monitor and lobby the appropriate government officials at the State and County levels; (ii) Provide VOTP current reports of major legislation that would affect VOTP; (iii) Formulate a strategy to help VOIP advance legislation at the State and County levels and in the private business community at large that would further VOTP's objectives; (iv) Coordinate the effort to successfully execute the strategy; and (v) Provide advice on a variety of governmental and private business matters.

GCSI will pursue Capitol opportunities on behalf of VOTP within a new Capitol Bill or a re-authorization of existing Capitol.

GCSI will provide written reports upon request to VOTP's officials or their agents, and will be available for all conference calls and meetings as requested by VOTP, its agents and/or governmental affairs consultants.

GCSI will provide quarterly reports to the Village Board.

Mr. Dave Niemeyer  
Village Manager  
Village of Tinley Park  
April 28, 2017  
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This Agreement is effective as of May 2, 2017 and will continue through May 2, 2018 (the "Term"). The retainer fee for Services, as set forth in this Agreement, will be a fee of Thirty-Six Thousand Dollars (\$36,000.00), payable in installments of Three Thousand Dollars (\$3,000.00) per month. GCSI shall invoice VOTP for Services on the 2nd day of each month for the Term of this Agreement.

Should you ever have any questions or comments about the terms of our engagement, the services we are providing, or any particular charge, please do not hesitate to call me. Our continuing representation on your behalf in any other matters will be undertaken on the same basis as outlined in this letter, unless we confirm a new understanding by subsequent letter.

Please note that GCSI may in the future be asked to represent other companies or organizations in the State of Illinois. Any representation, however, would not be adverse to VOTP, but may require a waiver from VOTP with such waiver not being unreasonably withheld.

If these arrangements are consistent with your understanding, we ask for your acknowledgement by signing the enclosed copy of this letter and returning it to me.

We appreciate your confidence in our firm and look forward to working with you. Thank you.

Best regards,

Government Consulting Services of Illinois, LLC

*Frank J. Cortese*

Frank J. Cortese

**Village of Tinley Park**

ACKNOWLEDGED and AGREED this

2nd day of May, 2017

By:  \_\_\_\_\_

Its: Village President