



PROPOSAL
for
PROFESSIONAL CONSULTING
& LOBBYING SERVICES
prepared for
TOWN OF BOONSBORO, MARYLAND
July 2022

Client Relations:

Roger P. Manno, Esq.

c 202.425.3523

o 888.422.0131

e RManno@MannoAndAssociates.Com

July 1, 2022

Mr. Paul Mantello
Town Manager
Town of Boonsboro
21 North Main Street
Boonsboro, MD 21713

RE: PROFESSIONAL CONSULTING & LOBBYING SERVICES

Dear Mr. Mantello:

I hope this letter finds you well.

Please accept this letter and Proposal in response to the Town of Boonsboro's recent Request for Proposal – Professional Consulting & Lobbying Services.

As your current lobbyist and consultant, Manno & Associates LLC has been privileged to work with the Town of Boonsboro, Mayor Long, and the Town Council, in Annapolis during the 2022 legislative session, and over the last few months.

Our success in calendar year 2022 includes \$1.35M in direct State appropriations funding, significant progress on the proposal to divest from the Town of Boonsboro's 30-year solar power purchase agreement, and a number of forward-thinking projects that we have begun programming for the 2023 legislative session in Annapolis, and beyond.

To recap some of the Firm's background, Manno & Associates LLC is a small, emerging, boutique lobbying and consulting firm, focusing on appropriations and regulatory solutions. As the Firm's Principal, I am an attorney admitted to practice law in Maryland and the District of Columbia, and a Maryland registered lobbyist with extensive experience and proven results within the Executive, Legislative, Administrative and Regulatory branches and functions of government. While my work is varied, my specific concentrations are state appropriations, regulatory solutions, and rural economic development.

Prior to forming Manno & Associates LLC in 2019 (my lobbying registrations began in 2020), I served as a Maryland Senator between 2011-2019, during which time I served on the Senate Budget & Taxation Committee, and held the senior leadership position of *Majority Whip*. During my tenure, I was privileged to play a role in the passage of creative regulatory and funding solutions for a number of State capital projects and rural economic development programs in Washington County, throughout Western Maryland, and across the State of Maryland.

As a Maryland Senator, I was tasked with significant leadership responsibilities, which have been instrumental to the success of my private sector lobbying and consulting practice. As Senate Chair of the Spending Affordability Committee, I led the creation of the annual budget construct, as the baseline on which the State Budget is built,

including all State spending, Capital Debt Affordability thresholds, and specific levels of State personnel. In that role, I also led the effort to reform the process by which revenue projections are cast by the Board of Revenue Estimates within the Board of Public Works, as the principal foundational metrics of the annual Budget Reconciliation and Financing Act (BRFA). In addition, I served as Senate Chair of the "AELR" regulatory committee, which approves all State agency regulations with regard to the legislative prerogative and procedural due process, monitors the implementation of specific legislation by State agencies, and has subpoena power in matters involving statutory or constitutional law violations by State government officers or employees.

Prior to my tenure in the Maryland Senate, I served in the House of Delegates for 4 years, during which time I served as Vice Chair of a County Affairs Committee. Prior to that, I served as Legislative Director to Congressman Sanford Bishop of rural Georgia, who is the current Chair of the powerful House Agriculture Appropriations Subcommittee in the United States Congress.

Today, as a lobbyist and consultant focusing primarily on appropriations and regulatory solutions, it would be an honor and a pleasure to continue assisting the Town of Boonsboro with your state and federal budget priorities, and any regulatory work that may be needed. Since we are in the FY23 budget cycle (beginning on July 1), and approaching the upcoming FY24 Budget consideration during the 445th session of the General Assembly in Annapolis (from January 11 - April 10, 2023), I understand and appreciate the urgency of developing funding requests for the upcoming FY23 Budget Reconciliation and Financing Act (BRFA), the FY24 State Budget, and any discretionary agency grant funding available between now and the commencement of the 2023 legislative session in Annapolis.

To that end, please let me know if I can provide any additional information or materials, and do not hesitate to call on me if I can be of any assistance.

Thank you for your kind consideration, and for the honor to serve the Town of Boonsboro.

Sincerely at your service,



Roger Manno

Roger P. Manno, Principal | Manno & Associates LLC
Attorney | Lobbyist | Maryland Senator (Ret.)
Admitted to practice law in MD and DC
c 202.425.3523 | o 888.422.0131 | e rmanno@mannoandassociates.com
www.mannoandassociates.com

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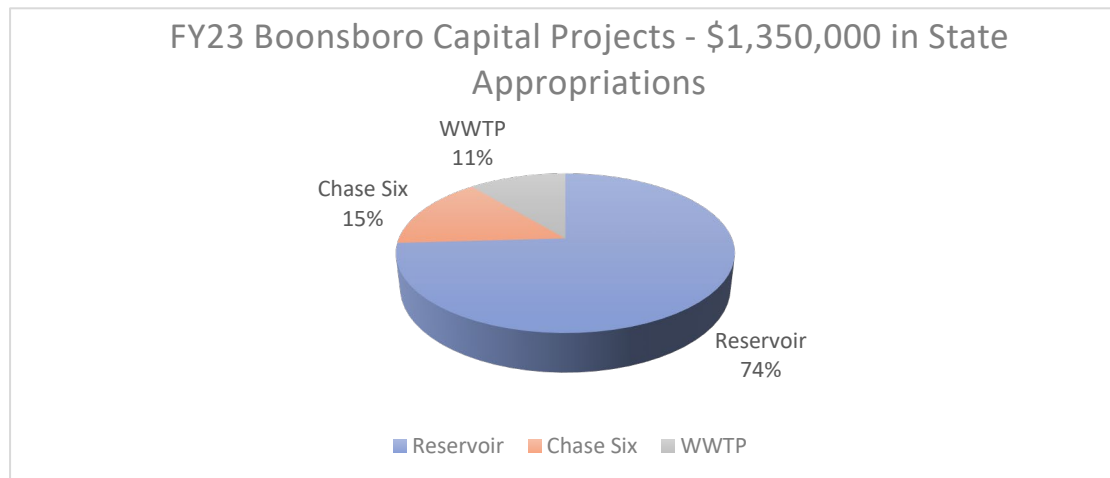
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INTRODUCTION

Manno & Associates LLC has been privileged to represent the Town of Boonsboro throughout the 2022 legislative session of the Maryland General Assembly, and during the months following the April “*Sine Die*” adjournment.

During this period, Manno & Associates LLC implemented a hyper-targeted, methodical budgeting approach across a range of Legislative and Executive budgeting vehicles, resulting in \$1,350,000 in direct capital funding for several of the Town’s most important capital funding projects. These include:

1. Boonsboro Drinking Water Reservoir Replacement Project (\$1,000,000)
2. Boonsboro Chase Six Interchange Project (\$200,000)
3. Boonsboro WWTP Sludge Dewatering Project (\$150,000)



Throughout this successful relationship, Manno & Associates LLC has become uniquely knowledgeable of the needs and priorities of the Town and its 3553 residents, including assisting in building near and long-term capital improvement plans and related strategic funding architecture. Our recent June 8th meeting on the Town’s FY24 Legislative Agenda served as a strategy session in which to begin mapping out approaches to funding the Town’s most prioritized capital needs, particularly as they relate to future annexation, growth and development projections. These include:

1. 2006 Annexation History & Future Development - Warrior Boulevard (\$30,000,000)
2. Shafer Park Drive Extension (\$1,500,000)
3. Chase Six Boulevard – Campus Avenue Realignment & Intersection (\$800,000)
4. Boonsboro Aquatic Center (\$10,000,000)

In addition, a number of high priority water and wastewater projects were also discussed:

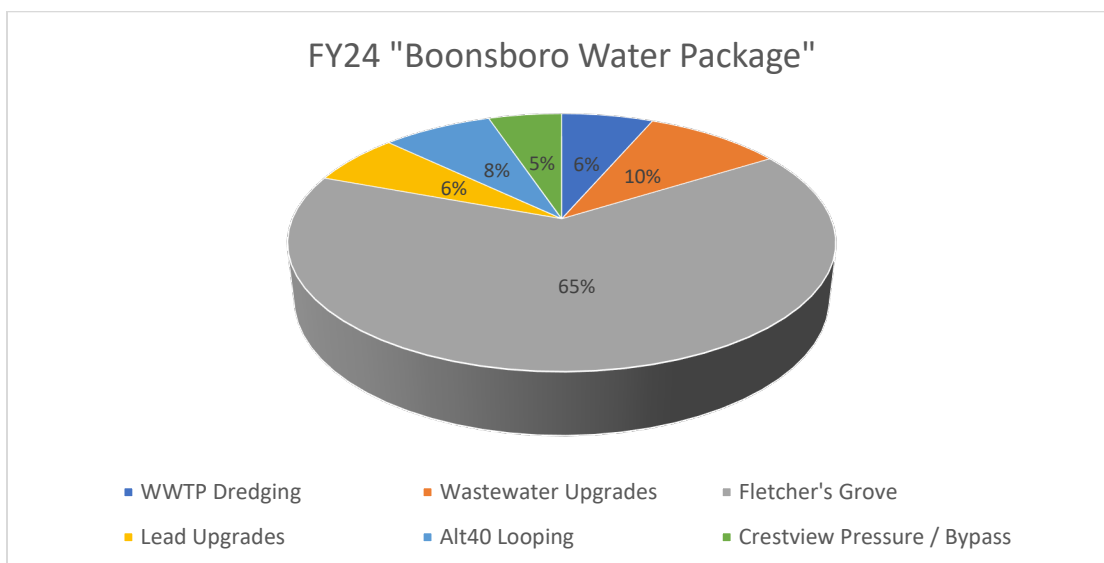
1. Boonsboro WWTP Lagoon Dredging & Repurposing (\$1,000,000)

2. Solar Field PPA & Town Farm Transfer w/ MEA
3. Wastewater Collections System Upgrades – Wastewater Model (\$1,500,000)
4. Fletcher’s Grove Well & Water Treatment Plant (\$10,000,000)
5. Lead Components Removal – Water Distribution System (\$1,000,000)
6. Alt. 40 Waterline Looping (\$1,200,000)
7. Crestview Water Pressure Reduction & Bypass (\$800,000)

Proposed FY24 Boonsboro Water Package: In order to realize the Town’s capital priorities in the upcoming Annapolis 2023 Legislative Session, the FY24 State Budget, and beyond, Manno & Associates LLC envisions the development and presentation of a “Boonsboro Water Package” of critical water upgrades necessary to maintain current services, and to further accommodate increased demand as the Town grows, both organically and subject to its strategic planning objectives (development opportunities, annexation, etc.). This package should present several scenarios for growth, in each case demonstrating the need for increased systems reliability and capacity. As discussed in the June 8th meeting on the Town’s FY24 Legislative Agenda, the following concepts represent viable potential development anchors that are geographically opportune and demonstrate the need for this critical capital funding:

1. World Class Hotel and Conference Center
2. World Class Hospital and Cancer Center
3. University of Maryland Satellite Campus
4. Airport
5. Data Center

Strategically, this package should principally address health and environmental concerns within the existing Town infrastructure, with specific illumination on lead and other carcinogens in the Town’s drinking water, and ongoing contamination of the aquifer and related wells.



Given the high importance of these projects to the Town's health and growth potential, and the extremely competitive capital budget process, it is critical that discussions begin within the halls of Annapolis this summer. These should include continuing, high-level meetings and discussions with Senate and House appropriators, the Secretary of Department of Budget and Management, as well as gubernatorial candidates from both parties.

Manno & Associates LLC is uniquely positioned to undertake this project, given the depth of the Firm's expertise of the Town's capital priorities, our record of success on behalf of the Town thus far, and the demonstrable synergies between Manno & Associates LLC and key members of the legislative and executive branches with whom Roger Manno previously served in his capacity as Maryland Senator and appropriator. In addition, Roger Manno's unique experience as an attorney, Legislative Director to a senior member of the Appropriation Committee in the United States Congress¹, as well as his experience as Vice Chair of a General Assembly County Affairs Committee, combine to inform the Firm's strategic lensing and awareness of precise opportunities for realizing the Town's priorities.

Case Studies: Town of Boonsboro, MD

Manno & Associates LLC was retained by the Town of Boonsboro in February 2022, pursuant to a limited 2-month contract, during the 2022 legislative session of the Maryland General Assembly, and *after* the Governor had already submitted his FY23 State Budget. The purpose of the contract was to secure direct appropriation funding for priority capital projects, notwithstanding the fact that no pre-legislative session groundwork had been laid by the Firm, nor had any prior consideration been given to these capital projects through the legislature or the Governor.

Less than 2 months later, Manno & Associates LLC had secured \$1,350,000 in direct capital funding for the Town of Boonsboro, utilizing a hyper-targeted, methodical budgeting approach across a range of Legislative and Executive budgeting vehicles. These included direct requests to Governor Hogan and related meetings with Budget Secretary David Brinkley and Senate Budget & Taxation Committee Chair Guzzone, in addition to coordinated meetings with Town of Boonsboro leaders and both Senate Capital Budget Chair Craig Zucker and House Capital Budget Chair Ben Barnes (now, Chair of the House Appropriations Committee).

¹ Between 2002 and 2007, Roger Manno served as Legislative Director to Representative Sanford D. Bishop, Jr. (GA-2), the current Chair of the House Agriculture, Rural Development, Food and Drug Administration, and Related Agencies Subcommittee of the House Appropriations Committee.

Our results are as follows:

1. Boonsboro Drinking Water Reservoir Replacement Project (\$1,00,000): This top priority project was initially funded in Governor Hogan's Supplemental Budget No. 4 (submitted on March 28), after Manno & Associates LLC made this request to Governor Hogan via related meetings with Budget Secretary David Brinkley. In addition, the Firm began meetings and an ongoing daily dialogue with Senate Budget & Taxation Committee Chair Guzzone, and both Senate Capital Budget Chair Craig Zucker and House Capital Budget Chair Ben Barnes. This was critical to ensure that the legislature was dialed-in to the Reservoir Project, and was committed to protecting it from being cut or reprogrammed for other projects, if it made it into Supplemental Budget No. 4, and subsequently, into SB290, the State's FY23 Operating Budget ending on June 30, 2023 (note that Supplemental Budget No. 4 is actually an amendment to the Operating Budget, as opposed to the Capital Budget).

When funding did make it into Supplemental Budget No. 4, the Firm took a defensive posture for the tense 2 weeks between that date and the April 11th adjournment ("Sine Die") of the legislature, during which time the Town of Boonsboro could have lost the funding. The funding was finalized when SB290 passed both the House and Senate, including a complex Conference Committee.

2. Boonsboro WWTP Sludge Dewatering Project (\$150,000): The Town of Boonsboro received \$150K for this project in the Senate version of the Capital Budget (SB291). The vehicle for this funding request was a Legislative Bond Initiative (LBI), at the Firm's request, which was sponsored by Senator Corderman. This funding was made permanent on the passage of SB291 in the House on April 6th and the Senate on April 7th,
3. Boonsboro Chase Six Interchange Project (\$200,000): The Town of Boonsboro received \$200K for this project in the House version of the Capital Budget. The project was submitted at the Firm's request by Senator Corderman by way of a second Legislative Bond Initiative (LBI). Since the sponsor was a Senator, this would normally go into the Senate version of the Capital Budget. However, the Firm orchestrated this insertion into the House version of the Capital Budget, by a Senator, in an effort to bypass a House sponsor for various strategic reasons. During early consideration, the Firm secured \$150K, but received an additional \$50K during House / Senate negotiations, for a total of \$200K.

Additional case studies available upon request.

TECHNICAL APPROACH

About the Firm

Manno & Associates LLC² is a small, emerging, boutique lobby and consulting firm, based in the great State of Maryland.

Formed in 2020 by attorney³ and former State Senator Roger Manno, Manno & Associates LLC builds on our extensive legislative, appropriations and regulatory experience in local, state and federal government, with an emphasis on capital funding and creative legislative and regulatory solutions for critical infrastructure projects.

The firm also represents clients at the local, state and federal levels on a range of issues relating to construction and industrial infrastructure development, workforce training and development, energy, charter and recreational fishing, tourism, and conservation, among others.

While it is sometimes said “It’s not who you know, it’s what you know,” in our case, it’s both. From recent leadership in the Maryland Senate, to serving as senior staff to Chairs of powerful committees in the United States Congress, to work in The White House and in local government, our experience and expertise is extremely rare, and has positioned Manno & Associates LLC to fully represent the objectives of our clients at the highest levels of local, state and federal government.

We know how to make government work for the communities and industries we serve, because we have done it. Our experience includes passage of the both Capital and Operating budget funding line items, landmark legislation to expand infrastructure and workforce development opportunities, significant regulatory and procurement objectives and reforms, and the passage of dozens of laws addressing procurement, health care, pensions, manufacturing, and a range of workforce development pathways.

Our success over the last 2 years is based on our extensive knowledge and experience in government, our extremely informed situational awareness of internal political and legislative dynamics, and outstanding bi-partisan relationships with elected leaders, forged over more than two decades of service at the highest levels of government.

For illustrative purposes only, these include:

- Presiding officers and senior staff of both the Maryland House of Delegates and the Maryland Senate
- Chairs and senior staff of the Senate Budget and Taxation Committee and the House Appropriations Committee, including Chairs and senior staff of the Senate and House Capital Budget subcommittees

² Manno & Associates LLC is a single member Maryland Limited Liability Corporation, not affiliated with a similarly named former Maryland Corporation, Manno & Associates Inc.

³ Roger Manno is a practicing attorney, admitted to practice law in the State of Maryland, the District of Columbia, the United States Court of Appeals for the Armed Forces, the Supreme Court of the United States, among others.

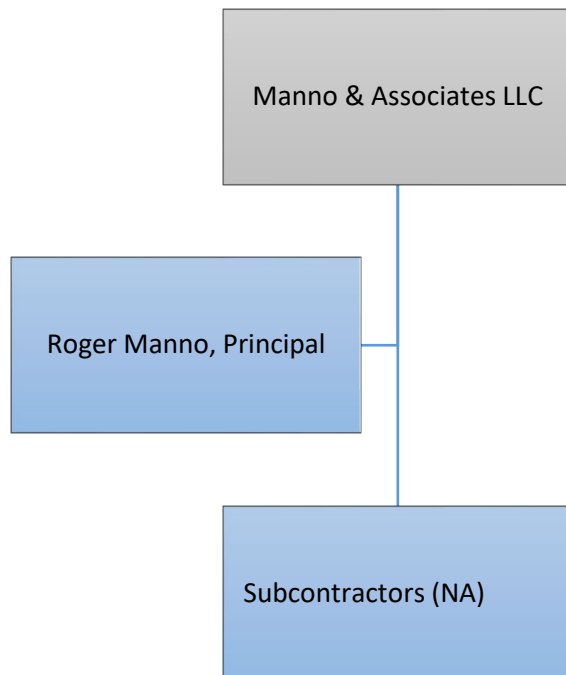
- Members and senior staff of the Board of Public Works
- Members of the Interagency Commission on School Construction (IAC)
- Members of the Executive Branch within the Governor’s cabinet
- Members and senior staff of the United States Congress House Appropriations Committee
- Senior staff within the President’s Office of Management and Budget.

Perhaps most importantly, these relationships are *current*, and in many cases, represent close personal relationships and friendships forged over many years.

References available upon request.

Organizational Chart

This Proposal is for the sole services of Roger Manno, Principal at Manno & Associates LLC, and not for any other individuals or subcontractors associated with the Firm. The following organizational chart is responsive to the requirements of the subject RFP.



Relevant Experience (selected listing)

- 1. Maryland General Assembly:** As a former Maryland Senator, Roger Manno represented the 19th District for 12 years (8 years in the Maryland Senate and 4 years in the Maryland House). In his capacity as a member of the Senate Budget & Taxation Committee, Roger Manno was integral to the funding of counties and municipalities across the State, including creative financing through:
 - Direct grants, line items, and other appropriations
 - Legislative Bond Initiatives (LBIs)
 - Bond issuances and authorizations
 - Creation and re-structuring of numerous special funds targeting local government needs, including innovative rural disparity grants and other formulaic funding vehicles
 - Extensive direct work with the Executive Branch on the State Budget, the annual Budget Reconciliation and Financing Act (BRFA), supplemental budgets, and discretionary departmental / agency funding
 - Regulatory directives, fixes, and revisions

Roger Manno also served as Senate Chair of the Spending Affordability Committee, which crafts the initial contours of the annual State Budget construct, as the baseline on which the State Budget is built, including all State spending, Capital Debt Affordability thresholds, and specific levels of State personnel. In that role, Roger Manno led the effort to reform the process by which revenue projections are cast by the Board of Revenue Estimates within the Board of Public Works, as the principal foundational metrics of the annual Budget Reconciliation and Financing Act (BRFA). In addition, Roger Manno served as Senate Chair of the "AELR" regulatory committee, which approves all State agency regulations with regard to legislative prerogative and procedural due process, monitors the implementation of specific legislation by State agencies, and has subpoena power in matters involving statutory or constitutional law violations by State government officers or employees.

Working with State lawmakers, regulators, Mayors and Commissioners from the Eastern Shore to Western Maryland, and members from the Maryland Association of Counties (MACo) and the Maryland Municipal League (MML), Roger Manno was also instrumental in either co-authoring, authoring or assisting in the passage of numerous important rural Maryland economic development laws, amendments, or regulations -- from the gaming licensing for Ocean Downes and Rocky Gap, to rural broadband solutions, to increased distributions of Highway User Revenues and tax credits to stimulate local economies, to recreational and commercial Rockfish and Menhaden harvesting regulations.

- 2. Maryland Rural Development Corporation:** In 2022, Manno & Associates LLC was retained by the Maryland Rural Development Corporation to provide appropriations and other services for calendar years 2022 and 2023. This

contract entails local, county, state, and federal work. The Maryland Rural Development Corporation provides an array of services, including grant and other appropriations work, technical assistance, administrative assistance, and town management services to 25 rural Maryland towns, in 10 rural Maryland Counties:

Counties: Garrett; Allegany; Washington; Carroll; Harford; Cecil; Queen Annes; Kent; Caroline; and Dorchester.

Towns: Accident; Grantsville; Luke; Westernport; Lonaconing; Smithburg; Boonsboro; Williamsport; Goldsboro; Henderson; Hillsboro; Marydel; Templeville; Barclay; Betterton; Brookview; Church Creek; Elderado; Sykesville; New Windsor; Union Bridge; Burkittsville; Middletown; Emmitsburg; and Rock Hall.

3. **Town of Boonsboro:** In 2022, Manno & Associates LLC was retained by the Town of Boonsboro pursuant to a short, appropriations contract, which was renewed at the Town's option. The current contract provides appropriations services through the remainder of Fiscal Year 2022, including preliminary planning for the FY24 State Budget, and long-term capital priorities of the Town.
4. **Mechanical Contractors Association of Metropolitan Washington:** In 2020, Manno & Associates LLC was retained by Mechanical Contractors Association of Metropolitan Washington to provide consulting and lobbying services before the Maryland General Assembly and the Executive Branch. The Mechanical Contractors Association of Metropolitan Washington is a professional trade association serving some 180 construction and service contractors in the District of Columbia, Maryland, and Northern Virginia areas.
5. **Legal Practice⁴:** In addition to serving as Principal to Manno & Associates LLC, Roger Manno is a practicing attorney. His practice includes representing governmental issues and interests in a variety of capacities, including serving as a Court Appointed Attorney in the Maryland District Court system, as a member of the State Prosecutor Selection & Disability Commission⁵, and previously as a member of the Montgomery County Criminal Justice Coordinating Committee⁶.

⁴ This Proposal is intended for lobbying / consulting services only, and not for the legal services of Roger P. Manno Attorney at Law, the Manno Law Firm, or any entity performing legal services by or under attorney Roger Manno.

⁵ In 2019, Roger Manno was appointed by the Maryland Senate President to serve the remainder of a 4-year term on the State Prosecutor Selection & Disabilities Commission, in which he participated in the selection of the current State Prosecutor.

⁶ Prior to his service as an elected member of the Maryland House of Delegates, Roger Manno was appointed by the Montgomery County Executive to serve as an attorney member of the Criminal Justice Coordinating Commission, and was subsequently re-appointed.

Case Study: Town of Boonsboro, MD

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Additional case studies available upon request.

Profile: Roger Manno

Having worked at all levels of government for over 20 years, Roger Manno understands the critical importance of unobstructed access and responsive government relations service, 24 hours a day, 7 days a week, and every day of every year. This level of client access to our firm and our Principal are what makes Manno & Associates LLC unique among successful lobbying and consulting firms in the State of Maryland.

Roger Manno is an attorney and Maryland lobbyist with extensive experience and proven results within the Executive, Legislative, Administrative and Regulatory branches and functions of government, with specific concentrations in appropriations, regulatory solutions, and rural economic development.

Roger Manno served as a Maryland Senator from 2011-2019. He previously served as a member of the House of Delegates, and also worked in the White House, on the U.S. House Judiciary Committee, and as Legislative Director and Senior Counsel to members of Congress.

As Senate Chair of both the Spending Affordability Committee and the "AELR" regulatory committee (Administrative, Executive and Legislative Review), Roger Manno advanced reforms that streamlined and strengthened Maryland's regulatory processes, and authored landmark structural reforms that fundamentally transformed Maryland's budget forecasting, revenues, and overall baseline spending. As Senate Majority Whip, Roger Manno built strong, veto-proof super majority vote counts in order to advance a disciplined legislative agenda in the legislature.

An attorney admitted to practice law in the State of Maryland⁷, the District of Columbia⁸, the Supreme Court of the United States, the U.S. Court of Appeals for Armed Forces, and other federal courts, Roger Manno provides legal services to clients in a range of matters, and previously served as Of Counsel to the general practice / civil litigation law firm of Karp, Frosh, Lapidus, Wigodsky & Norwind, P.A.

⁷ Maryland Bar ID No. 200812300018

⁸ District of Columbia Bar ID No. 978197

Roger Manno has received numerous awards and recognitions, including from the Metropolitan Washington Employment Lawyers Association, American Bar Association, United States Department of Defense, Maryland Anesthesiologists Association, Maryland Consumer Rights Coalition, Fraternal Order of Police (Maryland State Lodge), International Association of Fire Fighters (Local 1664), Mothers Against Drunk Driving, Kiwanis Club, Adventist Columbia Union Conference, Plumbers & Gasfitters United Association (Local 5), and International Brotherhood of Electrical Workers (Local 26). Twice awarded Legislator of the Year by Maryland Building and Construction Trades Council (AFL-CIO), Manno also has the unique distinction of being named an honorary member of 2 AFL-CIO building and construction trade unions – Steamfitters United Association Local 602, and International Brotherhood of Electrical Workers Local 26.

Experience

Principal
Manno & Associates LLC
Jan 2020 – Present (2 yrs 6 mos)

Attorney
The Manno Law Firm
2001 – Present (21 yrs)

State Prosecutor Selection & Disabilities Commission
State of Maryland
Aug 2019 – Present (2 yrs 9 mos)

Member, Health Policy Committee (Eastern Regional Conference)
The Council of State Governments
Jan 2016 – Jan 2019 (3 yrs 1 mo)

Maryland Senator
The Maryland General Assembly
Jan 2011 – Jan 2019 (8 yrs)
- Majority Whip
- Senate Chair, Spending Affordability Committee
- Senate Chair, Joint Committee on Administrative, Executive and
Legislative Review (AELR)
- Vice Chair, Montgomery County Senate Delegation
- Member, Budget and Taxation Committee
- Member, Legislative Policy Committee

Maryland State Delegate
The Maryland General Assembly
Jan 2007 – Jan 2011 (4 yrs)
- Member, Economic Matters Committee
- Vice Chair, County Affairs Committee (Montgomery)

Member, White House Working Group of State Legislators for Health Reform
The White House
2008 – 2010 (2 yrs)

Of Counsel
Karp, Frosh, Lapidus, Wigodsky & Norwind, P.A.
2007 – 2009 (2 yrs)

President, Capital Region Council
B'nai B'rith International
2005 – 2008 (3 yrs)

Legislative Director
U.S. Representative Sanford D. Bishop, Jr. (Appropriations Committee)
U.S. House of Representatives
2002 – 2007 (5 yrs)

Commissioner
Criminal Justice Coordinating Commission, Montgomery County
Montgomery County Government
2005 – 2006 (1 yr)

Senior Counsel
U.S. Representative Sheila Jackson- Lee (Judiciary Committee)
U.S. House of Representatives
2001 – 2002 (1 yr)

Legal Extern
United States House of Representatives, Committee on the Judiciary
2000 – 2001 (1 yr)
Subcommittee work: Administrative Law; Constitution; and Courts, the Internet and Intellectual Property

Intern
The White House
2000 (6 mos)

Education

UNH Franklin Pierce School of Law
Juris Doctor / Masters of Intellectual Property Law

Hunter College
Bachelor of Arts - BA, Political Science

Licenses & Certifications

Robert J. Thompson Eastern Leadership Academy - The Council of State Governments

Member of the Bar - Court of Appeals of Maryland

Member of the Bar - United States Court of Appeals for the Armed Forces

Member of the Bar - The Supreme Court of the United States

Member of the Bar - United States Court of Appeals for the Federal Circuit

Member of the Bar - District of Columbia Court of Appeals

Member of the Bar - United States Court of Appeals for the Third Circuit

Member of the Bar - United States District Court for the District of Columbia

Honors & Awards

Recognition Award - Metropolitan Washington Employment Lawyers Association (MWELA)

Legislative Achievement Award - International Association of Fire Fighters (IAFF Local 1664, AFL-CIO)

Recognition Award - Maryland Fraternal Order of Police

Certificate of Appreciation - U.S. Department of Defense

Distinguished Legislative Service Award - National Federation of the Blind of Maryland

Consumer Rights Hall of Fame - Maryland Consumer Rights Coalition

Adrian Theophilus Westney Religious Freedom Award - Columbia Union Conference

Award for Excellence - Plumbers and Gasfitters United Association (UA Local 5, AFL-CIO)

Shofar Award - Melvin J. Berman Hebrew Academy

Legislator of the Year - Washington, DC, Building and Construction Trades Council (AFL-CIO)
2008

Legislator of the Year - Washington, DC, Building and Construction Trades Council (AFL-CIO)
2012

Civic Leadership Award - Kemp Mill Civic Association

Certificate of Appreciation - Maryland United for Peace and Justice

Legislator of the Year - Maryland Anesthesiologists Association

Honorary Membership - International Brotherhood of Electrical Workers (IBEW Local 26, AFL-CIO)

Certificate of Appreciation - Engage Mountain Maryland

Honorary Membership - Plumbers and Gasfitters United Association (UA Local 602, AFL-CIO)

Certificate of Appreciation - American Bar Association

Certificate of Appreciation - Lions Club, Derwood MD

Certificate of Appreciation - National Association of Retired Federal Employees

Certificate of Appreciation - Kiwanis Club, Rossmoor

Certificate of Appreciation - Kiwanis Club

Recognition - Kiwanis Club International

Certificate of Appreciation - Mothers Against Drunk Driving

Certificate of Appreciation - Northwood-Four Corners Civic Association

MANNO & ASSOCIATES LLC



Roger P. Manno, Esq.

Principal

c 202.425.3523

o 888.422.0231

e rmanno@mannoandassociates.com

Roger Manno is a legislative and regulatory architect who has spent decades in government service, working in the White House, on the U.S. House Judiciary Committee, as Legislative Director and Senior Counsel to members of Congress, and as an elected member of the Maryland House and senior member of the Maryland Senate. As *Senate Chairman* of both the Spending Affordability Committee and the "AELR" regulatory committee (Administrative, Executive and Legislative Review), Roger advanced reforms that streamlined and strengthened Maryland's regulatory processes, and authored landmark structural reforms that fundamentally transformed Maryland's budget forecasting, revenues, and overall baseline spending. As *Senate Majority Whip*, Roger worked to build strong voting majorities in order to advance a disciplined legislative agenda across the State of Maryland. An attorney admitted to practice in Maryland, the District of Columbia, the Supreme Court of the United States, the U.S. Court of Appeals for Armed Forces, and other federal courts, Roger served as *Of Counsel* to the general practice / civil litigation law firm of Karp, Frosh, Lapidus, Wigodsky & Norwind, P.A., during the period when (now) Maryland Attorney General Brian Frosh served as a named Partner. Roger's consulting portfolio consists primarily of appropriations, infrastructure, and workforce development issues, with current clients that include rural municipalities, large groups of construction contractors, and representatives from both labor and management. In addition, Roger's legal practice includes service on behalf of indigent defendants as a Maryland Judiciary *Court Appointed Attorney*.

Practices

Appropriations
 Regulations
 Congressional Affairs
 Antitrust
 Intellectual Property
 Transportation & Ports
 Health Care
 Energy
 Manufacturing & Trade
 Labor & Workforce Dev.

Education

University of New Hampshire
 School of Law, Juris Doctor /
 Master's in Intellectual Property
 Law. Hunter College, BA Political
 Science

Bar Admissions

Maryland, District of Columbia,
 Supreme Court of the United
 States, U.S. Court of Appeals for
 Armed Forces

Career Highlights

Majority Whip of Maryland Senate

Maryland Senate Chair,
 Regulatory Committee (AELR)
 and Spending Affordability
 Committee

*Senior Counsel and Legislative
 Director*, U.S. House of
 Representatives

White House health reform
 working group

Recognitions

Roger Manno has received numerous awards and recognitions, including by the Metropolitan Washington Employment Lawyers Association, United States Department of Defense, Maryland Anesthesiologists Association, Maryland Consumer Rights Coalition, Fraternal Order of Police (Maryland State Lodge), International Association of Fire Fighters (Local 1664), Adventist Columbia Union Conference, Plumbers and Gasfitters United Association (Local 5), and International Brotherhood of Electrical Workers (Local 26). Twice awarded Legislator of the Year by Maryland Building and Construction Trades Council (AFL-CIO), Roger also has the unique distinction of being named an honorary member of 2 AFL-CIO building and construction trade unions – Steamfitters United Association Local 602, and International Brotherhood of Electrical Workers Local 26.

CONSULTANT QUALIFICATIONS, REGISTRATIONS, AND REFERENCES

State of Maryland Lobbying Registration, State Ethics Commission

8/23/22, 3:15 PM Registration_ID R011706



Lobbying Registration
Maryland State Ethics Commission | 45 Calvert Street, 3rd Floor, Annapolis, Maryland 21401

Form ID: **R011706** Submission Date: **02/15/22**

Registrant Information

Individual Registrant	
Name of Registrant: Roger Manno	Business Phone: 888-422-0131
Organization: Manno & Associates LLC	Cell Phone: 202-425-3523
Address: 2138 Merrifields Drive, Silver Spring, MD, 20906	

1. Are there any other individuals who are required to register on behalf of the registrant: Roger Manno?
Note: These individuals will still be required to submit their own registrations.
No

2. Are you in compliance with the mandatory training requirements of the Public Ethics Law?
Yes, I certify that I am current in my training status.

Date of most recent training:
01/30/22

Employer Information

1. Identify the employer that compensates the registrant for lobbying activities under this registration.

Employer of Registrant	
Organization: Town of Boonsboro	Website: https://www.town.boonsboro.md.us/
Nature of Business: Town	Phone: 301-432-5141
Address: Boonsboro Town Hall, 21 North Main Street, Boonsboro, MD, 21713	

2. Does your employer claim an exemption from filing its own registration and activity reports?
Yes

3. Is the employer organized for the primary purpose of attempting to influence any legislation or executive action?
No

4. In the course of representing this employer, will you also be representing other entities from which you will not be receiving compensation and are not required to register on their behalf?
No

Lobbying Period & Purpose

1. Within a lobbying year, state the period for which this registration is effective. Include both a start and an end date.
Registration Period:
Custom Dates: 02/15/2022 - 10/31/2022

2. What type of lobbying registration are you seeking?
Legislative Action, Executive Action

http://lobby-ethics.maryland.gov/user/5e16182ebf04e8071feb2fe/lobbyist_registrations/5203a4e8b054805826e427b 1/2

State of Maryland Lobbying Registration, State Ethics Commission (Cont'd)

02/15/22, 3:18 PM

Registration_ID: R011708

3. Identify the subject matters on which the registrant expects to act, or employ someone to act during the registration period. You must identify at least one subject matter and you may select up to five.

#	Subject Matter	Description
1	Capital Budget	
2	Counties - Generally	
3	Counties - Local Laws	
4	Municipalities	
5	Operating Budget	

Authorization to Lobby

The registrant is authorized to act on behalf of the employer identified above, for the period specified and as to the matters selected herein unless this authority is terminated sooner. This authorization has been granted by the representative disclosed below:

Name of Authorizer: Paul Mantello Title: Town Manager
 Email: TownManager@townofboonsboro.com Phone: 301-432-5141
 Address: Boonsboro Town Hall, 21 North Main Street, Boonsboro, MD, 21713


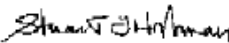
Affirmation Provision

I hereby make oath or affirm under the penalties of perjury that I am authorized to engage in lobbying activity on behalf of the employer: Town of Boonsboro, for the period specified and as to the matters selected herein, unless this authority is terminated sooner. This authorization has been granted to me by the representative: Paul Mantello. I acknowledge that my electronic signature subjects me to the penalties of perjury to the same extent as an oath or affirmation made before an individual authorized to administer oaths, and swear that the contents of this registration are complete and accurate to the best of my knowledge and belief.

E-signature: Roger Manno 02/15/22

Professional Liability Policy

Roger Manno holds a current \$2M Lawyers Professional Liability Policy issued by CNA, covering his work as both an attorney (through Roger P. Manno, Attorney At Law, a Maryland Limited Liability Corporation, DBA The Manno Law Firm) and his work as a consultant and lobbyist (through Manno & Associates LLC, a Maryland Limited Liability Corporation).

	
LAWYERS PROFESSIONAL LIABILITY POLICY DECLARATIONS	
<u>Agency:</u> 708359	<u>Branch:</u> 912
<u>Policy Number:</u> 652178317	Insurance is provided by Continental Casualty Company, 151 North Franklin Street Chicago IL 60606 A Stock Insurance Company.
1. NAMED INSURED AND ADDRESS: Roger P. Manno, Attorney at Law, LLC 2138 Merrifields Drive Silver Spring, MD 20906	NOTICE TO POLICYHOLDERS: This is a Claims Made and Reported policy. It applies only to those claims that are both first made against the insured and reported in writing to the Company during the policy period. Please review the policy carefully and discuss this coverage with your insurance agent or broker.
<hr/>	
2. POLICY PERIOD: Inception: 12/10/2021 <i>at 12:01 A.M. Standard Time at the address shown above</i>	Expiration: 12/10/2022
<hr/>	
3. LIMITS OF LIABILITY: <i>Inclusive of Claims Expenses</i>	Each Claim: \$1,000,000 Aggregate: \$1,000,000
Death or Disability and Non-Practicing Extended Reporting Period Limit of Liability:	Each Claim: \$1,000,000 Aggregate: \$1,000,000
<hr/>	
4. DEDUCTIBLES: <i>Inclusive of Claims Expenses</i>	Aggregate: \$2,000
<hr/>	
5. POLICY PREMIUM:	
Annual Premium:	\$2,654.00
Total Amount:	\$2,654.00
<i>Includes CNA Risk Control Credit of</i>	\$ 0.00
<i>Includes Lawyers Data Breach and Network Security Premium, see coverage endorsement if applicable</i>	
<hr/>	
6. FORMS AND ENDORSEMENTS ATTACHED AT INCEPTION: G-118011-A (Ed. 06/2015), G-118012-AC (Ed. 03/1999), G-118016-ACC (Ed. 12/2011), G-118029-A (Ed. 04/2008), G-118039-A19 (Ed. 06/2008)	
<hr/>	
7. WHO TO CONTACT:	To report a claim: CNA - Claims Reporting P.O. Box 8317 Chicago, IL 60680-8317 Fax: 866-773-7504 / Online: www.cna.com/claims Email: SpecialtyProNewLoss@cna.com Lawyers Claim Reporting Questions: 800-540-0762
<hr/>	
	
_____ Authorized Representative	
_____ Date	
11/01/2021	
<hr/>	
G-118012-AC (Ed. 03/99)	Page 1

Certificate In Good Standing to Transact Business: Maryland State Department of Assessments and Taxation

STATE OF MARYLAND
Department of Assessments and Taxation

I, MICHAEL L. HIGGS OF THE STATE DEPARTMENT OF ASSESSMENTS AND TAXATION OF THE STATE OF MARYLAND, DO HEREBY CERTIFY THAT THE DEPARTMENT, BY LAWS OF THE STATE, IS THE CUSTODIAN OF THE RECORDS OF THIS STATE RELATING TO LIMITED LIABILITY COMPANIES, OR THE RIGHTS OF LIMITED LIABILITY COMPANIES TO TRANSACT BUSINESS IN THIS STATE, AND THAT I AM THE PROPER OFFICER TO EXECUTE THIS CERTIFICATE.

I FURTHER CERTIFY THAT MANNO & ASSOCIATES LLC (W20199220), REGISTERED JANUARY 09, 2020, IS A LIMITED LIABILITY COMPANY EXISTING UNDER AND BY VIRTUE OF THE LAWS OF THE STATE OF MARYLAND, AND THAT THE LIMITED LIABILITY COMPANY IS AT THE TIME OF THIS CERTIFICATE IN GOOD STANDING TO TRANSACT BUSINESS.

IN WITNESS WHEREOF, I HAVE HEREUNTO SUBSCRIBED MY SIGNATURE AND AFFIXED THE SEAL OF THE STATE DEPARTMENT OF ASSESSMENTS AND TAXATION OF MARYLAND AT BALTIMORE ON THIS JUNE 24, 2022.



Michael L. Higgs
Director



301 West Preston Street, Baltimore, Maryland 21201
Telephone Baltimore Metro (410) 767-1340 / Outside Baltimore Metro (888) 246-5941
MRS (Maryland Relay Service) (800) 735-2258 TT/Voice

Online Certificate Authentication Code: 0uG9qTi1_Uyg2xdBHzoARA
To verify the Authentication Code, visit <http://dat.maryland.gov/verify>

References (selected list)

Contact: Victoria L. Gruber, Esq., Executive Director
Department of Legislative Services
Legislative Services Building
90 State Circle, Annapolis, MD 21401
(410) 946-5500
libr@mlis.state.md.us

Ms. Victoria Gruber served as Chief of Staff to the late Senate President Thomas V. "Mike" Miller during the period when Senator Roger Manno served in Maryland Senate. She oversaw Senator Manno's chairmanships of both the Spending Affordability Committee and the Administrative, Executive and Legislative Review (AELR) regulatory committee.

Contact: Dawn Beitzel
Western Maryland Director
Maryland Rural Development Corporation (MRDC)
101 Cedar Lane
PO Box 739
Greensboro, MD 21639
301-501-6680 (cell)
dbeitzel@mrdc.net

Dawn Beitzel serves as Western Maryland Director for the Maryland Rural Development Corporation (MRDC), on behalf of the two dozen rural Maryland municipalities to which it serves. Roger Manno is the current lobbyist for MRDC, addressing appropriations and other funding solutions for the organization.

Contact: Mayor Howard W. Long
Town of Boonsboro
Boonsboro Town Hall
21 North Main Street
Boonsboro, MD 21713
(301) 432-5141
Mayor@townofboonsboro.com

Town of Boonsboro is a current client of Manno & Associates LLC, of which Roger Manno is the sole consultant and lobbyist.

Contact:

Tom Bello
Executive Vice President
Mechanical Contractors Association of Metropolitan Washington
9200 Corporate Blvd., Ste. 240,
Rockville, MD 20850
tbello@mcamw.org
301-731-0330

Roger Manno was retained by the Mechanical Contractors Association of Metropolitan Washington in 2020 to serve as its principal lobbyist and consultant before the Maryland General Assembly and the Executive Branch. This contract is current and ongoing.

COST PROPOSAL

Manno & Associates LLC generally undertakes representation based on an annual contractual monthly fee, rather than an hourly billing structure. This allows us to serve our clients based on the needs and objectives of the project, rather than on the available hours in a given budget. Given the anticipated scope of this project, Manno & Associates LLC proposes a monthly fee of \$4,000 (four thousand dollars) per month, for a term of 12 calendar months, exclusive of reasonable expenses, subject only to prior approval by the Town of Boonsboro.

Manno & Associates may consider alternative fee structures.