



Huntsville, Alabama

305 Fountain Circle
Huntsville, AL 35801

Cover Memo

Meeting Type: City Council Regular Meeting **Meeting Date:** 10/9/2025

File ID: TMP-6094

Department: Administration

Subject:

Type of Action: Approval/Action

Resolution authorizing the Mayor to enter into an Agreement between the City of Huntsville and Capital Edge Strategies, LLC, for Consulting Services.

Resolution No.

Finance Information:

Account Number: 1000-19-10000-515370-00000000

City Cost Amount: \$

Total Cost: \$

Special Circumstances:

Grant Funded: N/A

Grant Title - CFDA or granting Agency: N/A

Resolution #: N/A

Location: (list below)

Address:

District: District 1 ☐ District 2 ☐ District 3 ☐ District 4 ☐ District 5 ☐

Additional Comments:

RESOLUTION NO. __-__

BE IT RESOLVED by the City Council of the City of Huntsville, Alabama, that the Mayor be, and is hereby authorized on behalf of the City of Huntsville, to enter into an Agreement between the City of Huntsville, a municipal corporation in the State of Alabama, and Capital Edge, Strategies, LLC, which said agreement is substantially in words and figures similar to that certain document attached hereto and identified as “Agreement between the City of Huntsville and Capital Edge Strategies, LLC,” consisting of five (5) pages with the date of October 9, 2025, appearing on the margin of the first page, together with the signature of the President or President Pro Tem of the City Council, an executed copy of said document being permanently kept on file in the Office of the City Clerk of the City of Huntsville, Alabama.

ADOPTED this the 9th day of October, 2025

President of the City Council of
the City of Huntsville, Alabama

APPROVED this the 9th day of October, 2025.

Mayor of the City of Huntsville,
Alabama

Agreement between The City Of Huntsville, Alabama And Capita Edge Strategies, LLC

This Agreement made and entered into this 9th day of October, 2025, by and between the City of Huntsville, Alabama (hereinafter sometimes referred to as the "City") and Capital Edge Strategies, LLC, (hereinafter sometimes referred to as "Consultant" or "Washington Assistant").

WITNESSETH

WHEREAS, the City of Huntsville, Alabama, has determined that there is a need for Washington representation; and

WHEREAS, this need is particularly pressing in relation to:

- information about legislative and executive action on issues of interest,
- transmitting City positions on these issues to the Congressional delegation and to the Administration, and
- obtaining assistance to pursue defined projects or individual legislative priorities; and,

WHEREAS, Capital Edge Strategies, LLC is known to the City and has a proven record of ability to undertake such representation in Washington.

NOW, THEREFORE, the City of Huntsville, Alabama, enters into this Contract with Capital Edge Strategies, LLC.

I. Obligations of Consultant

- A. Consultant will organize and operate a unit to act as a Washington office for the City and the Consultant will be the assigned staff member. Consultant will be responsible for obtaining and furnishing requisite staff, office space, utilities, furnishings, and equipment, secretarial services, common-use office supplies and services, and general administrative support.
- B. Each week that Congress is in session, the Consultant will send the Mayor, the City Council and such other City personnel as the Mayor may designate a Washington Report summarizing legislative and regulatory developments of interest to local governments;
- C. Consultant will confer with the Mayor, the City Council and such other

City personnel as the Mayor may designate at the times and places mutually agreed upon;

- D. The Consultant will act as Washington Assistant to the City of Huntsville;
- E. As Washington Assistant, the Consultant will review federal executive proposals, legislation under consideration, proposed and adopted administrative rules and regulations and other Washington developments for the purpose of advising the City on its own initiative of those items which may have a bearing on City policy or programs;
- F. More specifically, as Washington Assistant the Consultant will advise and consult on behalf of the City with the White House and the following federal agencies or departments: Commerce, SBA, Treasury, HUD, DOD, Labor, HHS, OMB, DOT, EPA, Interior, Justice, DOE, and such other agencies, departments and commissions as may be necessary to the performance of full Washington service to the Mayor and the City. Additionally, the Consultant will act as liaison with the U.S. Conference of Mayors and the National League of Cities, and will furnish legislative and administrative analyses of issues involving any and all of the above enumerated agencies and departments;
- G. As Washington Assistant the Consultant will secure and furnish such detailed information as may be available on federal programs in which the City indicates an interest;
- H. As Washington Assistant the Consultant will review and comment on proposals of the City which are being prepared for submission to federal agencies when requested to do so by the Mayor or his designees;
- I. As Washington Assistant the Consultant will maintain liaison with the City's Congressional delegation and will assist the delegation in any matter which the City determines to be in its best interest in the same manner as any other member of the City's administrative staff might render assistance;
- J. As Washington Assistant the Consultant will counsel with the City regarding appearances by City personnel before Congressional committees and administrative agencies and will arrange for appointments and accommodations for City personnel as necessary;
- K. As Washington Assistant the Consultant will contact federal agencies on the City's behalf when City applications are under consideration by such agencies and counsel the City to take whatever steps appear to be

required to obtain the most favorable consideration of such applications;

- L. As Washington Assistant the Consultant will advise and consult with or otherwise make assistance available to such representatives of the private sector who are engaged in economic development activities as determined by the Mayor to be in the best interests of the City of Huntsville; and,
- M. In fulfilling his responsibilities under this Agreement, the Washington Assistant will act in the name of the City of Huntsville under the supervision of the Mayor.

II. Obligations of the City of Huntsville

- 1. To advise the Consultant of the name or names of persons other than the Mayor authorized to request service and the person or persons to be kept advised by the Washington Assistant;
- 2. To supply the Consultant with a summary of all federal programs in which the City is participating and advise the Consultant of any new applications filed, together with pertinent details as to the substance of such applications; and,
- 3. To supply the Consultant with copies of budgets, planning documents, and regular reports of the Mayor and departments, Council agenda and proceedings, newspapers and other materials which will assist the Consultant in keeping current on City policies and programs.

III. The City of Huntsville and the Consultant concur that the following exclusions shall apply to this Agreement:

A. The Consultant:

- 1. Will not represent commercial or industrial establishments of the City in pursuit of federal business except in accordance with the provisions of Paragraph I, Subparagraph L, above;
- 2. Will not, by virtue of this Agreement, represent other local government agencies in Huntsville except those which are instrumentalities or agencies of the City of Huntsville;

3. Will not perform any legal, engineering, accounting or other similar professional service; and,
4. Will not directly or indirectly participate in or intervene in any local political campaign on behalf of or in opposition to any candidate for public office in the City.

IV. Compensation

The total cost of service will be \$68,200.00. This amount is payable in advance, in equal monthly installments of \$5,683.33 from October 1, 2025 to September 30, 2026.

V. Term

The term of this Agreement shall be one year, commencing on October 1, 2025, and continuing through September 30, 2026. However, either party may terminate this Agreement at any time by giving the other part at least sixty (60) days' notice in writing of such termination.

[Signatures follow on the next page.]

IN WITNESS WHEREOF:

For the City of Huntsville, Alabama

By: _____
Tommy Battle
Mayor

Attest: _ _ _ _ _
Shaundrika Edwards
City Clerk

For Capital Edge Strategies, LLC

By: *Ralph Garboushian*
Ralph Garboushian
Capital Edge Strategies, LLC
1212 New York Avenue, NW Suite 250
Washington DC 20005
202-842-5430

Federal Employer ID#: 27-0248027