



August 24, 2005

*District of Columbia
Bowie
College Park
Frederick County
Gaithersburg
Greenbelt
Montgomery County
Prince George's County
Rockville
Takoma Park
Alexandria
Arlington County
Fairfax
Fairfax County
Falls Church
Loudoun County
Manassas
Manassas Park
Prince William County*

**SAI Principals
Strategic Applications International
6526 10th Street
Alexandria, VA 22307**

Dear Sir/Madame:

On behalf of the Metropolitan Washington Council of Governments (COG), I would like to express our sincere recommendation of Strategic Applications International (SAI), as a competent and reliable firm with which to contract for facilitation of in-depth and complex policy development forums.

In 2002, COG created the nation's first Regional Emergency Coordination Plan, which is now the handbook for coordinating a response to any hazard or threat in the National Capital Region (NCR). The federal government later created a funding mechanism, the Urban Area Security Initiative (UASI), which has since become an important resource for continuing these efforts. In 2004 and 2005, SAI facilitated a process, through a series of meetings, whereby COG and a number of leaders in the NCR determined how to best allocate UASI funding in a strategic manner that was sensitive to the needs of all the jurisdictions in the region. The process was successful because the SAI team well understood how to facilitate and develop a collaborative spirit among the jurisdictions, organizations, and agencies.

Again, I recommend SAI to support other efforts in this subject area because of their quality work in assisting our region with similar efforts. I wish you much success in all your endeavors.

Sincerely,

David J. Robertson
Executive Director