



## AGENDA MEMORANDUM

Action Item for the City Council Meeting of September 17th, 2024

**DATE:** September 4, 2024  
**TO:** Peter Zaroni, City Manager  
**FROM:** Ryan Skrobarczyk, Director of Intergovernmental Relations  
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**Authorizing the City Manager to execute a two-year agreement for governmental relations services with Hance Scarborough for federal governmental relations services**

### **CAPTION:**

Resolution authorizing a two-year professional services agreement for federal governmental relations services with Hance Scarborough, LLP for \$85,800 per year.

### **SUMMARY:**

The contract renews the City's two-year contractual agreement with Hance Scarborough to perform federal government relations services on behalf of the City and per our council-adopted legislative agenda. Hance Scarborough provides specialized in-person representation in Washington, D.C., guidance to City officials, and consultation services in engaging with the federal government, including but not limited to nationally elected officials, Congressional officials, and federal agencies. Larry Meyers, now with Hance Scarborough, has been the City's federal government relations consultant since 1995.

### **BACKGROUND AND FINDINGS:**

Hance Scarborough is a premier governmental relations firm based in Washington, D.C. The firm's government relations team provides decisive public advocacy and active lobbying for its clients on legislative and regulatory issues at the federal level. Hance Scarborough promotes our community's interests and concerns regarding decisions by public officials and regulators and anticipates and addresses issues before they become issues.

Hance Scarborough maintains a well-respected reputation and renowned expertise in public policy as it impacts city government operations. Since 1995, Hance Scarborough has been the City's federal government relations consultant, possessing extensive knowledge of the City's unique legislative needs and priorities. Additionally, Hance Scarborough has represented the South Texas Military Task Force for many years, making them acutely aware of the needs of our local military installation.

The firm has provided policy insights for developing the City's legislative agenda and is prepared to proactively offer helpful information about the City of Corpus Christi to federal

policymakers. The contract is a two-year term to reflect the congress' biennial calendar. The firm negotiated a contract increase, considering the City of Corpus Christi has not updated our contract fees since FY 2011, despite record inflationary pressure and increased workload.

Hance Scarborough	
FY 2014	\$6,500
FY 2016	\$6,500
FY 2018	\$6,500
FY 2020	\$6,500
FY 2022	\$6,500
Proposed rate for FY 2025	\$7,150

**ALTERNATIVES:**

The City Council may choose not to authorize a contract with Hance Scarborough for representation; however, that is not recommended considering the unprecedented challenges municipalities will likely face in the coming legislative session and the need for qualified, experienced representation.

**FISCAL IMPACT:**

There is no fiscal impact in FY 2024 since the contracts begin on October 1, 2024. For FY 2025, funding for the contract will be prorated among several funds based on the type of work provided. For the contract with Hance Scarborough, the proration is as follows: General Fund 23%, Water Fund 44%, Wastewater Fund 15%, Airport 13%, and Gas Fund 5%. Funding for the contract is included in the FY 2025 operating budget.

**RECOMMENDATION:**

Staff recommends approval of these grant agreements.

**LIST OF SUPPORTING DOCUMENTS:**

1. Proposed Contract with Hance Scarborough
2. PowerPoint Presentation