



AGENDA MEMORANDUM

Action Item for the City Council Meeting of September 20, 2022

DATE: September 13, 2022

TO: Peter Zanoni, City Manager

FROM: Tammy Embrey, Director of Intergovernmental Relations
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Renewal of state government relations consultant contract.

CAPTION:

Motion authorizing the City Manager to execute a two-year renewal agreement for governmental relations services with Focused Advocacy for state governmental relations services for \$108,000 per year plus \$4,200 in monthly expenses.

PURPOSE:

Renewal of a two-year governmental relations consultant agreement between the City of Corpus Christi and Focused Advocacy for state governmental relations services.

BACKGROUND AND FINDINGS:

Focused Advocacy became the City's consultant for state matters in 2011. Focused Advocacy is a well-respected and connected firm in Austin, Texas, and has been an influential and resourceful advocate for the City for over a decade.

Focused Advocacy has keen insight into the City's legislative history and needs. The firm almost exclusively represents municipalities in Texas and has extensive knowledge of municipal law, municipal utilities, and legislative issues. The firm also represents the Texas Mayors of Military Communities, an organization the City is a member of.

Starting in 2014, the contract term was amended from 12 months to 24 months to coincide with the Texas Legislative biennial. Table 1 details the monthly retainer for the consultant agreement.

Table 1. Consultant Contract History (2014-2022)

Focused Advocacy	
2014	\$9,000
2016	\$9,000
2018	\$9,000
2020	\$9,000 +\$350 monthly expenses
2022 (proposed)	\$9,000 +\$350 monthly expenses

For the 2020 agreement, the City began to reimburse Focused Advocacy \$350 per month for related travel expenses and the monthly retainer, which will continue with this renewal. Consulting rates for the firm have remained the same despite increased workloads and deliverable results at the state level.

ALTERNATIVES:

An alternative would be not to renew the consulting agreement, but it is not recommended due to the ongoing uncertainty surrounding many issues facing the city; it is essential to maintain our strong representation in Austin, Texas.

FISCAL IMPACT:

There is no fiscal impact in FY 2022 since the contracts begin on October 1, 2023. For FY 2023, funding for the contract will be prorated among several funds based on the type of work provided. For the contract with Focused Advocacy, the proration is as follows: General Fund 14%, Water Fund 63%, Wastewater Fund 17%, and Gas Fund 6%. Funding for the contract is included in the FY 2023 operating budget.

RECOMMENDATION:

Staff recommends approving the motion authorizing the City Manager to execute 24-month renewal agreements for governmental relations services with Focused Advocacy for state governmental relations services for \$108,000 per year plus \$4,200 in travel expenses

LIST OF SUPPORTING DOCUMENTS:

1. Existing contract with Focused Advocacy
2. Renewal Letter
3. PowerPoint Presentation