



AGENDA MEMORANDUM

Future Item for the City Council Meeting of July 26, 2016
Action Item for the City Council Meeting of August 9, 2016

DATE: June 23, 2016
TO: Margie C. Rose, Interim City Manager
FROM: Tom Tagliabue, Director, Intergovernmental Relations
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Renewal of state and federal external legislative consultant contracts.

CAPTION:

Motion authorizing the City Manager to execute 24-month renewal agreements for governmental relation services with Focused Advocacy for state governmental relations services for \$108,000 per year plus reasonable expenses and with Meyers & Associates for federal governmental relations services for \$78,000 per year plus reasonable expenses.

PURPOSE:

Renewal of 24-month governmental relations contracts between the City of Corpus Christi and Focused Advocacy for state governmental relations services and Meyers & Associates for federal governmental relations services.

BACKGROUND AND FINDINGS:

The City has engaged the services of external firms for state and federal governmental relations services for many years. Focused Advocacy became the City's consultant for state matters in 2011, but represented the City before that with a different firm. Meyers and Associates has represented the City since the early 1990s. Both firms are well-respected and connected in their respective legislative arenas and have been effective and resourceful advocates for the City.

Focused Advocacy has represented the City for many years and is familiar with the City, its legislative history and its needs. The firm almost exclusively represents municipalities so they have extensive knowledge of municipal law and legislative issues. The firm also represents the Texas Mayors of Military Communities, an organization of which the City is a member.

Meyers and Associates has represented the City for many years and is familiar with the City, its legislative history and its needs. Meyers and Associates maintains an excellent, non-partisan reputation among the Texas congressional delegation and continues to establish and maintain favorable contacts within the federal government that are beneficial to the City. Meyers also represents the Alliance for I-69 Texas and the South Texas Military Facilities Task Force,

organizations of which the City is a member.

ALTERNATIVES:

- (1) Renew one or both of the consulting contracts;
- (2) Not renew one or both of the consulting contracts,
- (3) Renew annual contracts instead of two year contracts;
- (4) Reject the proposed increase for Focused Advocacy and attempt to renegotiate; or
- (5) Work with Purchasing Department on a request for qualifications (RFQ) to find a different firm to represent the City.

OTHER CONSIDERATIONS:

In April 2016, Focused Advocacy principals notified the Intergovernmental Relations Director the monthly retainer would increase closer to current market rates assuming the City of Corpus Christi wanted to renew its contract with the firm for 2017-2018. Focused Advocacy believes the City's retainer is on the low end of the scale for lobby services, especially in relation to resources required to accomplish the City's legislative agenda. Today, retainers for new clients of the firm start at \$10,000 per month. The City's agenda is more extensive and has numerous pro-active bills and activities that require more labor and effort. The firm specializes in municipal government and includes three full-time lobbyists, plus office support staff. The negotiated increase to \$9,000 per month versus the current \$8,500 per month is reasonable given the current scale for lobbying services and for the scope of activities undertaken by the firm on behalf of the City.

CONFORMITY TO CITY POLICY:

The agreements being proposed for renewal are consistent with past agreements and have been approved by the City Attorney. These funds are available and budgeted for the 2017 fiscal year.

EMERGENCY / NON-EMERGENCY:

This is a non-emergency item.

DEPARTMENTAL CLEARANCES:

Acting City Manager
City Attorney
Finance

FINANCIAL IMPACT:

X Operating ☐ Revenue ☐ Capital Not applicable

Fiscal Years: 2017-2018	Project to Date Expenditures (CIP only)	Current Year	Future Year FYs 17-18	TOTALS
Line Item Budget			\$372,000	\$372,000
Encumbered / Expended Amount				
This item				
BALANCE				

Fund(s): General Fund, Water, Gas, Wastewater (state and federal), and Airport (federal only)

Comments: None

RECOMMENDATION:

Staff recommends continuing the City's existing relationships with both Focused Advocacy in Austin and Meyers & Associates in Washington, D.C., for the 2017 and 2018 fiscal years. The organizations have a record of success in assisting with achieving the City's priorities and are responsive to the City's needs. We recommend approval of the two contracts for the next 24 months.

The City will still be receiving value for its investment in Focused Advocacy. The process of preparing and awarding an RFQ for professional lobby services is a lengthy process that could interfere with the timely adoption of the City's legislative agenda.

LIST OF SUPPORTING DOCUMENTS:

1. Renewal contract with Focused Advocacy
2. Renewal contract with Meyers & Associates