



AGENDA MEMORANDUM

Future Item for the City Council Meeting of August 14, 2018
Action Item for the City Council Meeting of August 21, 2018

DATE: July 30, 2018
TO: Keith Selman, Interim City Manager
FROM: Tom Tagliabue, Director, Intergovernmental Relations
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Renewal of state and federal external legislative consultant contracts.

CAPTION:

Motion to execute 24-month renewal agreements for governmental relations 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 & 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.

TABLE 1. Focused Advocacy Contract History (2011-2017)

Renewal Year	Monthly Retainer	Length of Contract
2011	\$6,000	One year
2012	\$6,000	One year

2013	\$6,500	One year
2014	\$9,000	Two years
2016	\$9,000	Two years

Meyers & Associates has represented the City for many years and is familiar with the City, its legislative history and its needs. Meyers & 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.

TABLE 2. Meyers & Associates Contract History (2011-2017)

Renewal Year	Monthly Retainer	Length of Contract
2011	\$6,000	One year
2012	\$6,000	One year
2013	\$6,500	One year
2014	\$6,500	Two years
2016	\$6,500	Two years

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) Work with Purchasing Department on a request for qualifications (RFQ) to find different firms to represent the City.

OTHER CONSIDERATIONS:

The City will be hiring a new Director of Intergovernmental Relations sometime in 2018. It will be important for the new Director to have a knowledgeable, well-connected lobby team supporting the City during the successor's first Congressional and Texas Legislative Sessions.

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 2019 fiscal year.

EMERGENCY / NON-EMERGENCY:

This is a non-emergency item.

DEPARTMENTAL CLEARANCES:

Interim City Manager
City Attorney
Finance

FINANCIAL IMPACT:

X Operating Revenue Capital Not applicable

Fiscal Years: 2018-2019	Project to Date Expenditures (CIP only)	Current Year	Future Years	TOTALS
Line Item Budget			\$372,000	\$372,000
Encumbered / Expended Amount			0	0
This item			372,000	372,000
BALANCE			\$0	\$0

Fund(s): 1020, 4010, 4130, 4200 (state and federal), and 4610 (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 2019 and 2020 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.

LIST OF SUPPORTING DOCUMENTS:

Renewal contract with Focused Advocacy
Renewal contract with Meyers & Associates