



AGENDA MEMORANDUM

Action Item for the City Council Meeting of September 8, 2020

DATE: August 26, 2020

TO: Peter Zanoni, City Manager

FROM: Tammy Embrey, Director of Intergovernmental Relations
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Renewal of State and Federal External Legislative Consultant Contracts
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CAPTION:

Motion authorizing two 24-month renewal agreements beginning October 1, 2020 for governmental relation services with Focused Advocacy for state governmental relations services for \$108,000 per year plus \$4,200 in expenses and with Meyers & Associates for federal governmental relations services for \$78,000 per year plus reasonable expenses.

SUMMARY:

This motion authorizes the renewal of two 24-month governmental relations contracts: one for state governmental relations services with Focused Advocacy and a second for federal governmental relations services with Meyers & Associates.

BACKGROUND AND FINDINGS:

The City of Corpus Christi has engaged the services of external firms for state and federal governmental relations services for many years. Both firms are well-respected, connected in their respective legislative arenas, and have been effective and resourceful advocates for the City. 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.

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 its staff has 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 & 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 & Associates also represents the Alliance for I-69 Texas and the South Texas Military Facilities Task Force, organizations of which the City is a member.

Starting in 2014, the contract length moved from 12 months to 24 months to coincide with the Texas Legislative biennial term. The table below details the monthly retainer for each consultant contract.

Consultants Contract History

	Focused Advocacy	Meyers & Associates
	(monthly retainer)	
2014	\$9,000	\$6,500
2016	\$9,000	\$6,500
2018	\$9,000	\$6,500
2020 (proposed)	\$9,000 + \$350 (expenses)	\$6,500

There are no significant changes to the Meyers & Associates contract being proposed. For the Focused Advocacy contract, the only change is that the City is proposing to reimburse Focused Advocacy \$350 per month for related expenses in addition to the monthly retainer. This equates to an additional cost of \$4,200 annually. Consulting rates for both firms have remained level despite increased workloads and deliverable results at the state and federal levels.

ALTERNATIVES:

An alternative would be to not renew one or both consulting contracts. That course of action, however, is not recommended. Due to the ongoing uncertainty surrounding the COVID-19 pandemic, it is important to maintain strong representation in Austin and in Washington, DC. It is unclear at this time if the City will be able to advocate in person next year at either the state or federal level. Because of their strong relationships and long tenure representing the City, Focused Advocacy, along with Meyers & Associates, have been able to continue to move the ball effectively through this crisis. We need to maintain that momentum going into the 117th Congress and the 87th Session of the Texas Legislature.

FISCAL IMPACT:

There is no fiscal impact in FY 2020 since the contracts begin on October 1, 2020. For FY 2021, funding for both contracts will be prorated among several funds based on the type of work provided. For the state contract with Focused Advocacy, the proration is as follows: General Fund 14%; Water Fund 63%; Wastewater Fund 17%, and Gas Fund 6%. For the federal contract with Meyers & Associates, one additional fund is added to the proration because this firm assists with airport matters on the federal level. General Fund 15%; Water Fund 49%; Wastewater Fund 17%; Airport Fund 14%; and Gas Fund 5%. Funding for both contracts are included in the FY 2021 proposed operating budget.

FUNDING DETAIL: *Included in the FY2021 Proposed Operating Budget*

Fund:

Organization/Activity:

Mission Element:

Project # (CIP Only):

Account:

Cost:

RECOMMENDATION:

Staff recommends approving the motion to execute two 24-month renewal agreements for governmental relation services with Focused Advocacy for state governmental relations services for \$108,000 per year plus \$4,200 in expenses and with Meyers & Associates for federal governmental relations services for \$78,000 per year plus reasonable expenses. Both firms have a record of success in achieving the City's priorities and are responsive to the City's needs.

LIST OF SUPPORTING DOCUMENTS:

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