

# Federal Representation Services Contract Extension



Intergovernmental Relations Committee

December 9, 2020

Presented by: Sally Basurto, Government & Public Affairs



# Federal Contract Terms

**RFP Process  
Fall 2018**

**Council Approved  
June 2019**

**Initial Term  
June 2019 – December 2020**

**Renewal Two Year Term  
January 2021 – December 2022**

CLARK HILL



SERNA & SERNA  
ATTORNEYS AT LAW

# Performance Highlights: Funding Successes

Migrant Resource Center Funding - \$624,000

Coronavirus Relief Funding - \$270,000,000  
CARES Act/COVID Funding - \$107,000,000

UASI Grant Award - \$3,500,000

COPS Hiring Grant Award - \$3,125,000

# Performance Highlights: Appropriations

Training Simulator - \$19.5M , MilCon Bill

Military Training Dormitory - \$36M, MilCon Bill

F -16 Training Center - \$10.8M , Milcon Bill

CDBG - \$3.52 B, THUD Bill

CDC Domestic Violence Data Report Language,  
HHS Bill

# Performance Highlights: Advocacy Visits

The background of the slide is a photograph of the U.S. Capitol building in Washington, D.C. The image shows the iconic neoclassical architecture with its tall columns and the dome in the distance. The image is slightly blurred and serves as a backdrop for the text boxes.

October 2020:

Pentagon advocacy meetings on Space Command, Defense Health Agency (DHA), COVID-19

February 2020:

During SAtoDC visit met with agencies and members of Congress on military, transportation, trade & cyber priorities, and advocated for City grants and economic development opportunities

September/October 2019:

Met with delegation members and federal agencies on transportation grants, family violence prevention, military priorities and Migrant Resource Center Funding

# 117<sup>th</sup> Performance Measures

## 117<sup>th</sup> U.S. Congress – Federal Performance Measures (Exhibit I)

| <b>Contract Activity</b>  | <b>Reviewer</b> | <b>Frequency</b> | <b>Measure</b>        |
|---|-----------------|------------------|-----------------------|
| Assist in the development of COSA's 117th Legislative Program   | GPA             | One-time         | Passage by Council    |
| Submit appropriations requests for the City's priority issues   | GPA             | On-going         | GPA Review/Evaluation |
| Identify at least 25 federal funding opportunities and advocate on behalf of grant applications. Conduct research and develop contacts and relationships to identify unique funding opportunities to support City program, services, and priorities | GPA             | On-going         | GPA Review/Evaluation |
| Plan and arrange high level meetings in Washington D.C. with key members of the Administration, Congress and/or the Agency heads in for city officials  | GPA             | On-going         | GPA Review/Evaluation |
| Provide monthly written reports on actions taken on the City's behalf and execution of strategic plans of legislative, priority and other time-sensitive initiatives  | GPA             | On-going         | GPA Review/Evaluation |
| Develop a comprehensive briefing book and itinerary for Mayor, City Council, City Manager and City staff trips to Washington, D.C.  | GPA             | On-going         | GPA Review/Evaluation |



# Federal Representations Services Contract Renewal

**Staff recommends renewal of the Federal  
Representation Services Contracts.**



# Federal Representation Services Contract Extension



Intergovernmental Relations Committee

December 9, 2020

Presented by: Sally Basurto, Government & Public Affairs