



# City of San Antonio

## Legislation Details (With Text)

**File #:** 16-1143  
**Type:** Misc - Professional Services Agreements  
**In control:** City Council A Session

**On agenda:** 3/10/2016

**Title:** An Ordinance authorizing the execution of the following agreements for state representation services: (a) Focused Advocacy, to provide year-round services for an eighteen-month term in an amount not to exceed \$8,500.00 per month; (b) Texas Lobby Group, to provide services for a one-year term in an amount not to exceed \$7,500.00 per month; and (c) Marc A. Rodriguez to provide services for a one-year term in an amount not to exceed \$7,500.00 per month; all with renewal terms subject to City Council approval. [Carlos Contreras, Assistant City Manager; Jeff Coyle, Director, Government & Public Affairs]

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. Final Score Summary for State Rep Services, 2. Focused Advocacy\_2016, 3. Focused Advocacy Contr Disclosure, 4. TX Lobby Group\_2016, 5. Texas Lobby Group Contr Disclosure, 6. TXLobbyGroup\_Cert of Interest, 7. MarcRodriguez\_2016, 8. Marc Rodriguez Contr Disclosure, 9. Marc A Rodriguez 1295 Form, 10. Draft Ordinance, 11. Focused Advocacy LLC 1295 Form, 12. Ordinance 2016-03-10-0211

Date	Ver.	Action By	Action	Result
3/10/2016	1	City Council A Session	adopted	Pass

**DEPARTMENT:** Government & Public Affairs

**DEPARTMENT HEAD:** Jeff Coyle

**COUNCIL DISTRICTS IMPACTED:** City Wide

**SUBJECT:**

State Representation Services Contracts

**SUMMARY:**

An ordinance authorizing the City Manager to execute state representation services contracts with:  
 a) Focused Advocacy in an amount not to exceed \$8,500 per month for the term of April 1, 2016 through September 30, 2017 for a total contract amount of \$153,000. The agreement provides that the term may be renewed for one, two-year performance based extension renewal through September 30, 2019, upon

approval by City Council.

- b) The Texas Lobby Group in an amount not to exceed \$7,500 per month for the term of July 1, 2016 through June 30, 2017 for a total contract amount of \$90,000. The agreement provides that the term may be renewed for one, one-year performance based extension renewal to provide session only services for the 86<sup>th</sup> State Legislative Session, upon approval by City Council.
- c) The Offices of Marc A. Rodriguez in an amount not to exceed \$7,500 per month for the term of July 1, 2016 through June 30, 2017 for a total contract amount of \$90,000. The agreement provides that the term may be renewed for one, one-year performance based extension renewal to provide session only services for the 86<sup>th</sup> State Legislative Session, upon approval by City Council.

### **BACKGROUND INFORMATION:**

For more than 35 years, the City of San Antonio has contracted professional services for State Representation to supplement the City's state legislative advocacy efforts and to advance and protect the City's interests in Austin, Texas. Increasingly challenging budget constraints and a political environment make it imperative for local communities to have strong advocates at the state level. Consultants enhance the City's ability to communicate with elected officials on San Antonio community's key legislative issues and provide regular interaction with City Council and staff on issues in the City's State Legislative Program. Finally and most importantly, they provide strategic advice and planning to maximize our community's efforts to secure passage or funding for the City's priority initiatives.

The Texas Legislature convenes every other year to pass legislation, but it is important that the City's advocacy continue through both session and non-session years. While the legislature does not meet as a full body during non-session years, legislative committees conduct hearings in which they take testimony and oversee "interim studies" on issues that may impact the City. These interim studies are often referenced when the legislature convenes and can affect legislation. In addition to interim studies, State agencies promulgate rules and develop policies that impact the City year round.

In the past, the City of San Antonio has hired multiple consultants to represent and advocate for the City on a year-round basis. In 2010, the City moved to a model of one consultant contracted to operate year-round, including off-session years, and additional consultants have been hired to provide services only during the state legislative session. During the 84<sup>th</sup> Legislative Session the City contracted with five (5) consultants.

The City's prior year-round state representation contract expired on September 30, 2015. Staff from the Government & Public Affairs Department and Finance Department collaborated with the Small Business Office and City Attorney's Office to develop a Request for Proposals (RFP) for state representation services, which was issued September 27, 2015.

Notice of the RFP was published in the San Antonio Express News, the City's webpage and TVSA (Chanel 21). In an effort to increase the number of respondents, notice of the issuance of the RFP was sent to approximately 29 vendors. The deadline for submission of proposals was October 27, 2015. A total of five (5) proposals were received in response to the RFP. The Local Preference Program was applied in the evaluation of responses received for this contract; however, the highest ranked firms are not local businesses. The Veteran-Owned Small Business Preference Program was applied in the evaluation of responses received for this contract; however, the highest ranked firms were not veteran-owned small businesses.

The evaluation team, “Committee”, comprised of the following members was formed to review all proposals: Carlos Contreras, Assistant City Manager, Jeff Coyle, Government & Public Affairs Director, Camila Kunau, Asst. City Attorney, Sally Basurto, Government & Public Affairs Asst. Director, Renée Flores, San Antonio Chamber of Commerce 2016 Chairman of the Board, and Juan Antonio Flores, Port San Antonio, Executive VP of Government Affairs. On December 15, 2015 the Committee met for an initial review and evaluation of proposals. All five respondents were invited for interviews. The Committee interviewed the five respondents in person on January 5, 2016.

**Recommendation:** Focused Advocacy received the highest score from the Committee and is the recommendation for award of the City’s full-time, lead firm. However, there was consensus among the selection committee that the second and third teams offered unique skills and relationships that would be advantageous to the City. The RFP states the City’s right to hire none, one, or multiple firms. As such, we recommend hiring the top three firms from this selection process in a staggered schedule. The Committee recommends Texas Lobby Group and The Offices of Marc A. Rodriguez as supporting members of the City’s consultant team to provide session only services for the 85<sup>th</sup> State Legislative Session.

The following members will be responsible for the delivery of services through these contracts: (a) Focused Advocacy (Lead) - Curt Seidlits, Brandon Aghamalian, and Snapper Carr (b) Texas Lobby Group - Michael Toomey, Lara Keel and Carrie Simmons (c) The Offices of Marc A. Rodriguez - Marc Rodriguez.

The contracts entered into with the Consultants listed above, will contain specific performance measures.

**ISSUE:**

This ordinance is consistent with City policy of retaining consultants to supplement the City’s advocacy efforts with key members of the State Legislature, Executive and Administrative personnel. It is also consistent with the City policy of building strategic alliances with officials in Austin, Texas to further the City’s interests. Finally, it is consistent with City policy of developing a detailed strategy to further the City’s adopted State Legislative Program.

**ALTERNATIVES:**

If the proposed ordinance authorizing the execution of a professional services contract between the City and Focused Advocacy, The Texas Lobby Group, and The Offices of Marc A. Rodriguez is not supported, the alternative would result in a significant reduction of the City’s ability to effectively implement a strategic plan for the advancement of the City’s adopted State Legislative Program and increase the possibility that legislation harmful to the City becomes law. The Texas State Legislature has become a full-time legislative body, making the legislative interim periods increasingly more important, if this ordinance is not approved, the City will forgo representation in Austin, Texas during these critical periods.

**FISCAL IMPACT:**

- a) Funding for the Focused Advocacy contract was allocated in the FY 2016 General Fund, in the amount of \$51,000 for the corresponding portion of this contract. The remaining amount will impact the General Fund in the amount of \$102,000 in FY 2017, and is contingent upon future City Council appropriation.
- b) Funding for the Texas Lobby Group contract was allocated in the FY 2016 General Fund, in the amount of \$22,500 for the corresponding portion of this contract. The remaining amount will impact the General Fund in the amount of \$67,500 in FY 2017, and is contingent upon future City Council appropriation.
- c) Funding for the Marc A. Rodriguez contract was allocated in the FY 2016 General Fund, in the amount

of \$22,500 for the corresponding portion of this contract. The remaining amount will impact the General Fund in the amount of \$67,500 in FY 2017, and is contingent upon future City Council appropriation.

**RECOMMENDATION:**

Staff recommends approval of this ordinance to assure City representation leading up to and during the 85<sup>th</sup> Legislative Session.