



City of San Antonio

Agenda Memorandum

File Number: 17-5939

Agenda Item Number: 24.

Agenda Date: 11/9/2017

In Control: City Council A Session

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 for an extension renewal in an amount not to exceed \$8,500 per month for the term of October 1, 2017 through September 30, 2019 for a total contract amount of \$204,000.
- b) The Texas Lobby Group for an extension renewal in an amount not to exceed \$7,500 per month for the term of July 1, 2018 through June 30, 2019 for a total contract amount of \$90,000.
- c) The Offices of Marc A. Rodriguez for an extension renewal in an amount not to exceed \$7,500 per month for the term of July 1, 2018 through June 30, 2019 for a total contract amount of \$90,000.
- d) Jesse Ancira for an agreement in an amount not to exceed \$7,500 per month for the term of July 1, 2018 through June 30, 2019 for a total contract amount of \$90,000.

BACKGROUND INFORMATION:

For more than 35 years, the City of San Antonio has contracted professional services for State Representation to execute the City Council approved State Legislative Program and to advance and protect the City's interests at the State Capitol. 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.

In September 2015, the City issued a Request for Proposals (RFP) for state representation services. A total of

five (5) proposals were received in response to the RFP. The evaluation team interviewed all five respondents on January 5, 2016, and recommended hiring the top three firms from the selection process in a staggered schedule. On March 10, 2016, City Council approved, through ordinance number 2016-03-10-0211, the execution of agreements for state representation services: (a) Focused Advocacy, beginning April 1, 2016 and ending September 30, 2017 with one (1) two-year renewal option; (b) Texas Lobby Group, beginning July 1, 2016 and ending June 30, 2017 with one (1) one-year renewal option; and (c) Marc A. Rodriguez, beginning July 1, 2016 and ending June 30, 2017 with one (1) one-year renewal option.

On July 18, 2017, the City of San Antonio executed an agreement with Jesse Ancira to provide special session only services in an amount not to exceed \$10,000. Ordinarily, when a special session occurs, the Governor identifies a single issue for the special session. This year the Governor called 20 items for the special session with 8 of those items directly relating to City authority and contrary to the legislative agenda passed by City Council. During this challenging special session for city governments, Mr. Ancira, former Chief of Staff for the Speaker of the House and former Mayor of Taylor, Texas, became a key member of our consultant team, working diligently to protect the City's interests.

The advocacy of the City's state consultant team during the 85th State Legislative Session and 1st Called Special Session was critical to defeating 86 percent of bills the City actively opposed and assisting in the tracking and analysis of over 2,000 bills.

On October 30, 2017, staff recommendation of execution of these contracts was presented to the Intergovernmental Relations Council Committee and following our extensive presentation, the Committee voted to support staff's recommendation.

ISSUE:

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.

The consultant contracts are on a staggered schedule to maximize the City's resources and to ensure the City's interests are covered during the interim and legislative sessions. Focused Advocacy will serve as the City's full-time, lead firm. Contracts for Texas Lobby Group, The Offices of Marc A. Rodriguez and Mr. Jesse Ancira will begin in July 2018, allowing their assistance with the development of the City's State Legislative Program and to develop a legislative strategy for the 86th Legislative Session. The City's team will work to inform members of the State Legislature of legislation and/or regulations which could impact the City, prepare testimony, and assist with the scheduling of witnesses before legislative committees. The schedule allows these three firms to continue to represent the City through the Governor's veto period. The Intergovernmental Relations Council Committee has met the consultant team and provided feedback that the City should remain active throughout the interim legislative session.

This ordinance is consistent with City practice 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 building strategic alliances with officials at the Capitol to further the City's interests. Finally, it is consistent with developing a detailed strategy to develop and implement the City's adopted State Legislative Program.

ALTERNATIVES:

If the proposed ordinance authorizing the renewal and execution of a professional services contract between the City and Focused Advocacy, The Texas Lobby Group, The Offices of Marc A. Rodriguez, and Jesse Ancira is not supported, the alternative would result in a temporary yet 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 City would begin another selection process in 2018. However, a selection process was already conducted in 2015. The staff recommendation allows the City and consultant team to get to work on developing and executing the City's interim session strategy and to gear up for the 2017 State Legislative Session.

FISCAL IMPACT:

- a) Funding for Focused Advocacy contract was allocated in the FY 2018 General Fund, in the amount of \$102,000 and the remaining amount will impact the General Fund in the amount of \$102,000 in FY 2019, and is contingent upon future City Council appropriation.
- b) Funding for Texas Lobby Group contract was allocated in the FY 2018 General Fund, in the amount of \$22,500 and the remaining amount will impact the General Fund in the amount of \$67,500 in FY 2019, and is contingent upon future City Council appropriation.
- c) Funding for Marc A. Rodriguez contract was allocated in the FY 2018 General Fund, in the amount of \$22,500 and the remaining amount will impact the General Fund in the amount of \$67,500 in FY 2019, and is contingent upon future City Council appropriation.
- d) Funding for Jesse Ancira contract was allocated in the FY 2018 General Fund, in the amount of \$22,500 and the remaining amount will impact the General Fund in the amount of \$67,500 in FY 2019, 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 86th Legislative Session.