



City of San Antonio

Agenda Memorandum

File Number:20-7134

Agenda Item Number: 26.

Agenda Date: 12/17/2020

In Control: City Council A Session

DEPARTMENT: Government and Public Affairs

DEPARTMENT HEAD: Jeff Coyle

COUNCIL DISTRICTS IMPACTED: City Wide

SUBJECT: Renewal of Federal Representation Services Contracts

SUMMARY:

An Ordinance authorizing the execution of renewals of the Professional Services Agreement for Federal Representation Services with Clark Hill Strasburger for a period of two years, at an amount not to exceed \$400,000.00; The Normandy Group for a period of two years; at an amount not to exceed \$200,000.00; and Baltazar Serna for a period of two years, at an amount not to exceed \$90,000.00. The renewed agreements commence on January 1, 2021 and end on December 31, 2022. Funding for year one is available from the FY 2021 General Fund Budget and funding for subsequent years is subject to appropriation.

BACKGROUND INFORMATION:

The City of San Antonio has retained consultants to represent its interests with the federal government for more than 24 years. The City retains consultants to support and strengthen the City's advocacy efforts with federal agencies, members of Congress, and the Administration to advance legislation and seek federal funding that is beneficial to the San Antonio community. The City's federal priorities for each of the two-year Congressional sessions are stated in the Federal Legislative Program developed by the Government and Public Affairs (GPA) Department in collaboration with other City departments and partner organizations and approved by the San Antonio City Council.

On June 20, 2019, City Council approved, through ordinance number 2019-06-20-0554, the execution of professional services agreements with Clark Hill Strasburger, The Normandy Group and Baltazar Serna for

federal representation services through December 31, 2020. Under the agreements the City has a right to renew for an additional two-year term upon City Council approval.

Federal consultants are responsible for supporting and implementing the City's Federal Legislative Program through the development of strategic action items that include timelines, goals and objectives to advance the City's priorities. During the 116th Congressional Session San Antonio's federal consultants assisted in the coordination of several advocacy visits to Washington to pursue transportation grants, family violence prevention support, Migrant Resource Center funding, and the selection of San Antonio as the home for Space Command. Additionally, federal consultants were successful in including San Antonio's requests for appropriations language in the final bills. These requests included the ground based training system simulator for T-7As, funding for a basic military recruit dormitory, and a F-16 mission training center for the Air National Guard.

Early in the year, the COVID-19 pandemic shifted the City's priorities and therefore City staff and consultant's time and effort. Beginning in March, Congress authorized roughly \$3 trillion in coronavirus relief through four legislative packages. Significant work was dedicated to identifying available sources of funds for the City and the local community in Congress' massive stimulus bills. To date no additional legislation has been agreed to despite widespread acknowledgement that additional financial assistance will be needed to support the private sector and local and state governments.

GPA is currently in the process of developing the federal legislative program for the 117th Congress, which will start in January 2021. Consultants have helped to continuously monitor legislative activities, develop strategies to advance the City's interests, and identify issues that are likely to be addressed by the incoming Congress.

On October 14, 2020, the IGR COSA Subcommittee received an initial briefing on the federal representation services agreement renewals. On December 9, 2020, the Subcommittee considered forwarding the renewal approvals to the full City Council.

ISSUE:

This ordinance renewing the City's Federal Representation Services Agreements is consistent with City policy of retaining consultants to supplement the City's advocacy efforts with federal agency personnel, Congressional members of key committees of jurisdiction and the President's Administration. It is also consistent with the City policy of building strategic alliances with officials in Washington, D.C. who may be able to further the City's interests. Finally, it is consistent with City policy of developing a detailed strategy to further the City's Federal Legislative Program.

ALTERNATIVES:

The City Council could choose not to exercise the agreement renewals and staff could begin an RFP process to solicit Federal Representation Services for the 117th U.S. Congress. If this option is selected the City would be without federal representation in Washington D.C. to advocate for City priorities during the beginning of a new

Congressional session and a new presidential administration.

FISCAL IMPACT:

The Professional Services Agreements for Federal Representation Services were previously approved by the City Council and funded at \$200,000.00 per year for Clark Hill Strasburger; The Normandy Group at \$100,000.00 per year; and Walter Serna at \$45,000.00 per year. Total funding for the federal representation services agreements in FY 2021 is \$345,000.000. Funds for these agreements were included in the City's FY 2021 budget. Funding for these agreements for FY 2022 and FY 2023 are subject to City Council appropriations.

RECOMMENDATION:

City staff recommends approval of this ordinance to assure City representation during the 117th U.S. Congress.