



# City of San Antonio

## Agenda Memorandum

**File Number:**18-3904

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**Agenda Item Number:** 4.

**Agenda Date:** 6/13/2018

**In Control:** Intergovernmental Relations Committee

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**DEPARTMENT:** Aviation

**DEPARTMENT HEAD:** Russell J. Handy, Director

**COUNCIL DISTRICTS IMPACTED:** Citywide

**SUBJECT:**

Amendment to the Professional Services Agreement with The Normandy Group for Federal Legislative Services for the San Antonio Airport System

**SUMMARY:**

Approval of full Council consideration of an amendment extending a professional services agreement with The Normandy Group for federal representation for a period of up to seven months, terminating no later than December 31, 2018 at a monthly rate of \$10,0000 for an amount up to \$70,000.

**BACKGROUND INFORMATION:**

In January 2018, the Aviation Department entered into an agreement with The Normandy Group for federal legislative services to continue to support the City's legislative agenda associated with non-stop flights to Reagan National Airport and to support Congressional engagement on the following issues:

- A. Legislation affecting airport infrastructure funding, including the following areas:
  - 1. Increasing Passenger Facility Charge Fee
  - 2. Preserving and increasing funding for Airport Improvement Program
  - 3. Tax-exempt private activity bonds
  - 4. Federal Contract Tower program
- B. Legislation affecting airport security and the funding associated with those programs:
  - 1. Increasing the funding for the Transportation Security Administration's (TSA) K-9 Program and preserving the Law Enforcement Officer Reimbursement Program
  - 2. Increasing Customs and Border Protection's front-line manning funding
  - 3. Legislation preserving TSA funding for checkpoint manning
- C. Other:
  - 1. Legislation related to unmanned aerial vehicle or remotely piloted vehicle regulations, whether land or air based
  - 2. Legislation related to regulations of transportation network companies

3. Any and all other legislative matters affecting aviation or airport matters which may arise

The term of the contract was for three months with the option to renew for two additional one-month periods. The term of this contract was consistent with the anticipated timeline for passage of a long term FAA reauthorization; however the United States Congress has continued to face delays in passage of the bill. The Aviation Department would like to continue the professional services of The Normandy Group until the FAA Reauthorization Bill is approved. The firm has been vital to the efforts for acquiring a non-stop flight to Reagan National and the Department does not want to hinder or delay those efforts.

On May 15, 2018, the IGR Committee received a briefing from The Normandy Group on the firm's efforts, in conjunction with Mayor Nirenberg and City staff, to pass a bipartisan amendment to allow airlines to swap slots within the DCA perimeter to beyond the perimeter slots to serve new markets with a significant military presence. The amendment was pulled from the House bill, but the effort in the Senate is still on-going and has until September 2018 to pass a long-term FAA Reauthorization Bill.

This amendment will provide for an extension of professional services for a period up to seven months, but not later than December 31, 2018 with a monthly rate of \$10,000 for a an amount up to \$70,000.00, with a maximum contract value, including services provided in the initial contract, up to \$120,000.00.

**ISSUE:**

This Ordinance will authorize an amendment to the PSA with The Normandy Group for the San Antonio Airport System. The amendment will extend the agreement through December 31, 2018 at the monthly rate of \$10,000.00 for federal legislative services such as the acquisition of a non-stop flight between Reagan National Airport and the San Antonio International Airport. Obtaining a non-stop flight is one of the primary priorities of the City's 115<sup>th</sup> Federal Legislative Program

Should the FAA Reauthorization Bill be approved before December 31, 2018, the City may provide a 30-day written notice to terminate the agreement. Expiration of this amendment aligns with expiration of the City's federal consultant contract. The long-term plan for legislative purposes is for the Aviation and Government and Public Affairs Departments to collaborate on a solicitation for services to begin in January 2019.

**ALTERNATIVES:**

City Council could elect to not approve the amendment. Without the continued services of The Normandy Group, the city will be at a disadvantage while it seeks to gain a non-stop flight to Reagan National Airport which requires Congressional authorization.

**FISCAL IMPACT:**

Funding is available in the Aviation Operating and Maintenance Fund for \$10,000.00 per month through the end of the calendar year. The amendment will increase the contract value in the amount of \$70,000.00, with a maximum contract value, including services provided in the initial contract, up to \$120,000.00 if the entire term of the contract is exercised.

**RECOMMENDATION:**

Staff recommends that the Intergovernmental Relations Committee authorize an amendment to the professional services agreement with The Normandy Group for the San Antonio Airport System and for amendment to go to City Council for approval.