



# City of San Antonio

## Agenda Memorandum

**File Number:**14-748

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**Agenda Item Number:** 23.

**Agenda Date:** 4/10/2014

**In Control:** City Council A Session

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**DEPARTMENT:** Intergovernmental Relations

**DEPARTMENT HEAD:** Jeff Coyle

**COUNCIL DISTRICTS IMPACTED:** City Wide

### **SUBJECT:**

Federal Consultant Contract Consolidation

### **SUMMARY:**

An ordinance authorizing the City Manager to execute a consolidated federal representation services agreement in partnership with Port San Antonio for a contract with Patton Boggs, LLP to provide federal consulting services. The contract amount will not exceed \$15,000 per month (City's share), not including travel related expenses for a term to end on December 31, 2014. Travel expenses shall receive prior City approval and not exceed \$7,500 per calendar year.

### **BACKGROUND INFORMATION:**

For 20 years, the City of San Antonio has retained consultants to represent its federal interests in Washington, D.C. For several years, the United States Congress has faced increasingly challenging budget constraints and political gridlock. Consultants enhance the City's ability to communicate with federal officials on San Antonio's community priorities, communicate regularly with City Council and staff on issues in the City's Federal Legislative Program, and coordinate with staff in planning, scheduling, and executing IGR Council Committee visits to Washington, D.C. Additionally, federal consultants provide strategic advice and planning on maximizing the community's efforts to secure federal funding for key priority projects.

In October 2009, after a competitive RFP process, the City selected Patton Boggs, LLP to perform federal consulting services. The contract's term was for the period of May 1, 2010, through September 30, 2011, with two, one-year performance based extensions. The City exercised the extensions and the contract term ended on

December 30, 2013. The City has continued to receive federal consultant services from Patton Boggs on a month to month basis.

During the FY 2014 budget development, City staff was directed to explore the potential consolidation of legislative consultant contracts with other local government entities as a cost-savings measure and an opportunity to better align advocacy efforts for the San Antonio region. A consolidated federal arrangement would allow for a broader federal legislative agenda that incorporates and prioritizes the San Antonio region's needs and streamlines the advocacy efforts. It may also increase the collective influence of the region's federal advocacy by pooling resources while simultaneously reducing costs for each entity.

IGR staff conducted outreach to gauge interest for a consolidated federal representation model with Bexar County, the San Antonio Water System, CPS Energy, VIA Metropolitan Transit, San Antonio River Authority, Brooks City Base and Port San Antonio. Port San Antonio, currently represented by Patton Boggs LLP, agreed to a contract for joint representation.

## **ISSUE:**

The City seeks to enter into a consolidated federal representation contract together with Port San Antonio to retain the services of Patton Boggs for federal consultant services. Port San Antonio entered into a contract with Patton Boggs on November 15, 2009. This contract remains in effect and will be amended to include the City of San Antonio. The term of the Port's contract runs through December 31, 2014, with one, one-year renewal option (January 1, 2015 through December 31, 2015). The City and the Port negotiated amended terms to the Port's existing contract with Patton Boggs that will represent a 10 percent savings for each entity. Prior to the conclusion of the contract term, or prior to the end of the one year extension if City Council authorizes the renewal option, City staff and the Port of San Antonio along with any public entity that chooses to participate, will seek Council approval to begin a competitive RFP process for a consolidated contract for federal representation.

This ordinance 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 Administration. It is also consistent with the City policy of building strategic alliances with officials in Washington, D.C. who may be poised to further the City's interests. Finally, it is consistent with City policy of developing a detailed strategy to further the City's adopted Federal Legislative Program.

## **ALTERNATIVES:**

If the proposed Ordinance authorizing the execution of a contract amendment to incorporate the City of San Antonio into a consolidated federal representation contract with Patton Boggs and Port San Antonio is not supported, the alternative is to begin a request for proposal process for an individual representation contract. The request for proposal process requires approximately 6-8 months for completion.

## **FISCAL IMPACT:**

This item authorizes a contract with Patton Boggs in the amount of \$142,500 for the period of April to December 2014. It is anticipated that \$96,000 will be spent in FY 2014. Funds in the amount of \$96,000 are included in the FY 2014 General Fund Adopted Budget.

**RECOMMENDATION:**

Staff recommends approval of this contract to ensure City representation of its federal interests in Washington, D.C.