

April 12, 2017

TO: Bruce Rudd, City Manager
City Manager's Office

FROM: John Ellis, Government Affairs Manager

SUBJECT: Uniquely qualified consultant contract for professional lobbying and legislative services in Washington D.C. by Simon and Company, Inc.

The purpose of this memorandum is to request authorization to dispense with the City's standard Request for Proposal (RFP) process for consultants, set forth in Administrative Order 6-10, so that the Office of the Mayor and City Manager (Departments) may ask Council to award a consulting contract to Simon and Company, Inc., as a uniquely qualified consultant to provide assistance in legislative affairs, intergovernmental relations, grants and program development, and other lobbying services at the federal level in Washington D.C.

Simon and Company represents the City of Fresno (City) at the national level in Washington D.C. This relationship has proven fruitful as the firm has grown to understand the City's many local needs and challenges, an understanding that only comes with a longstanding working relationship. During its time representing the City, Simon and Company has successfully assisted the City in securing more than \$60 million in federal appropriations.

As such, the Departments find Len Simon is uniquely qualified for professional lobbying and legislative services.

If you have any additional questions, or require additional information and data, please do not hesitate to contact me at 559-621-7902.

Approved Denied



Bruce Rudd, City Manager