



OFFICE OF THE MAYOR

MEMORANDUM

DATE: March 31, 2022

TO: Georgeanne White, 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 of Fresno's (City) 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 consider award of a renewed consulting contract with Simon and Company, Inc. This firm is 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, Inc., has been contracted to represent the City at the national level in Washington D.C. for more than two decades. This contract has proven beneficial to Fresno, as the firm has a deep understanding of the City's local needs and challenges. The company's knowledge only comes with a close and longstanding working relationship. During its time representing the City, Simon and Company, Inc., has successfully assisted the City in securing millions in federal appropriations, including a critical \$10.5 million BUILD grant that helped complete the Veterans Boulevard funding package.

As such, the Departments find Simon and Company, Inc., uniquely qualified for professional lobbying and legislative services and seek to forego the RFP process set forth in Administrative Order 6-19.

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


Georgeanne White, City Manager