



Legislation Details (With Text)

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Title: Approve a three-year agreement with two (2) one-year extensions mutually agreed to by the parties with Simon and Company, Inc., in an amount not to exceed \$194,999.88 for lobbying and legislative services in Washington, D.C.

Sponsors: Office of Mayor & City Manager

Indexes:

Code sections:

Attachments: 1. Agreement Simon and Company.pdf, 2. Uniquely Qualified Memo.pdf

Date	Ver.	Action By	Action	Result
4/27/2017	1	City Council	approved	Pass

REPORT TO THE CITY COUNCIL

April 27, 2017

FROM: BRUCE RUDD, City Manager
City Manager's Office

BY: JOHN ELLIS, Government Affairs Manager
Office of the Mayor

SUBJECT

Approve a three-year agreement with two (2) one-year extensions mutually agreed to by the parties with Simon and Company, Inc., in an amount not to exceed \$194,999.88 for lobbying and legislative services in Washington, D.C.

RECOMMENDATION

Staff recommends that the City Council approve a consultant services agreement with Simon and Company, Inc., for an amount not to exceed \$194,999.88 for professional lobbying and legislative services in Washington D.C., and authorize the City Manager, or designee, to sign the agreement on behalf of the City of Fresno.

EXECUTIVE SUMMARY

The Office of the City Manager and Mayor seeks City Council approval for a professional consultant

services agreement with Simon and Company, Inc. uniquely qualified to perform professional lobbying and legislative services in Washington D.C.

BACKGROUND

Since beginning operations in 1987, Simon and Company has developed a successful track record helping local governments to take advantage of opportunities and solve problems within the federal legislative and executive branches. The City's relationship with Simon and Company has proven fruitful as the firm has grown to understand the many local needs and challenges, an understanding that only comes with a longstanding working relationship.

Simon and Company has represented the City of Fresno at the national level in Washington D.C., providing assistance in legislative affairs, intergovernmental relations, federal grants and program development, and special projects. During its time representing the city, Simon and Company has successfully assisted in securing more than \$60 million in federal appropriations.

Having a federal lobbyist has allowed the City to:

- Compete for scarce resources;
- Have access to a newly elected President and his Cabinet, as well as Congressional leaders and their staffs, federal agencies, and other important decision makers;
- Stay abreast of and influence federal agencies;
- Monitor important legislative initiatives, be they positive and negative;
- Receive important notices about grant opportunities, as well as assistance and advice on how best to present the grant applications; and
- Receive instruction about how to mobilize City resources.

In short, Simon and Company keeps tabs on all significant actions of the federal establishment which could make a difference to Fresno. And over the years, the return on the City's investment with Simon and Company is proven. The firm is always proactive, responsive and attuned to the City's needs. The firm sends a weekly update of relevant news at the Capitol, sends out special reports as needed, and regularly provides notice of grant and funding opportunities. In addition, they provide logistical support when the Mayor, members of the Council, and Department Directors travel to Washington, and are able to open doors to critical federal and legislative offices for these visits.

ENVIRONMENTAL FINDINGS

Approval of the consultant service agreement amendment is not a "project" within the meaning of Public Resources Code Section 21803 (CEQA Guidelines Section 15378) because the organizational and administrative activities as identified in the consultant agreement will not result in direct or indirect physical changes in the environment.

LOCAL PREFERENCE

Local preference was not implemented because Simon and Company, Inc., is uniquely qualified.

FISCAL IMPACT

The contract for services with Simon and Company, Inc. is for a fee of \$194,999.88 for a three-year

period beginning May 1, 2017 and ending April 20, 2020. A base amount of \$5,083.33 will be billed monthly. There is an additional fee, up to \$4,000 annually, for reimbursable expenses. The new contract amount is unchanged from what the firm currently charges the City for federal affairs assistance.

Attachments:

Consultant Services Agreement
Uniquely Qualified Memorandum