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Title: Approve a Consultant Services Agreement with Simon and Company, Inc. for an amount not to exceed \$129,999.92 for Professional Lobbying and Consulting Services in Washington DC.

Sponsors: Office of Mayor & City Manager

Indexes:

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Attachments: 1. Consultant Services Agreement, 2. Uniquely Qualified Memorandum

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4/28/2022	1	City Council	TABLED	

REPORT TO THE CITY COUNCIL

FROM: GEORGEANNE A. WHITE, City Manager
Office of Mayor & City Manager

BY: JOHN ELLIS, Government Affairs Manager
Office of Mayor & City Manager

SUBJECT

Approve a Consultant Services Agreement with Simon and Company, Inc. for an amount not to exceed \$129,999.92 for Professional Lobbying and Consulting Services in Washington DC.

RECOMMENDATION

Staff recommends that the City Council approve a consultant services agreement with Simon and Company, Inc., for an amount not to exceed \$129,999.92. That covers a monthly \$5083.33 base amount plus \$4,000 annually for reimbursable expenses. That rate that is unchanged from what the firm currently charges the City. The term of the agreement is two years, with the option of two one-year extensions.

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. to continue performing professional lobbying and legislative services regarding federal government activities in Washington DC for two years, with two additional one-year extensions on the agreement of both parties.

BACKGROUND

Since beginning operations in 1987, Simon and Company has developed a successful track record helping local

governments take advantage of opportunities and solve problems within the federal legislative and executive branches. The City's relationship with Simon and Company dates to the 1990s and has proven beneficial, as the firm has grown to understand the many local needs and challenges - an understanding that only comes with a longstanding working relationship. This became especially clear the past two years, as the world has faced the unprecedented COVID-19 pandemic. Simon and Company proved particularly adept at keeping City officials abreast of fast-moving federal government developments, as well as ensuring the City had a voice in DC as lawmakers approved two major funding programs to help deal with the pandemic. Fresno benefitted financially from both programs thanks in part to Simon and Company's legwork. The company's work continues now as it is ensuring the City is properly positioned to take advantage of the recently approved Bipartisan Infrastructure Law.

Simon and Company has represented the City at the national level in Washington DC for close to three decades, 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 the 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 monitors all significant actions of the federal establishment that could make a difference to Fresno. Over the years, Simon and Company's return on investment is proven. The firm is proactive, responsive and attuned to the City's needs. Simon and Company also sends a weekly update of relevant Washington DC news, including the Capitol, White House and federal agencies, sends out special reports as needed, and regularly provides notice of grant and funding opportunities to the City's Government Affairs Manager. In addition, they provide logistical support when the Mayor, members of the Council, and Department Directors travel to Washington DC, and are able to open doors to critical federal and legislative offices for these visits. The contract would be effective April 21, 2022.

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 total contract for a two-year period will not exceed \$129,999.92. The FY 2022 Budget approved by Council includes sufficient appropriations in the General Fund for the remainder of this fiscal year. Appropriations for subsequent years will be submitted for Council approval through the annual budget process.

Attachments:

Consultant Services Agreement
Uniquely Qualified Memorandum