

Agenda Item 28

CITY OF SAN ANTONIO EXTERNAL RELATIONS DEPARTMENT CITY COUNCIL AGENDA MEMORANDUM

TO: Mayor and City Council

FROM: Christopher J. Brady, Assistant City Manager

SUBJECT: Negotiation and Execution of Federal Representation Contracts

DATE: March 24, 2005

SUMMARY AND RECOMMENDATION

An ordinance rescinding Ordinance No. 100444, passed and approved on February 17, 2005, and authorizing the Interim City Manager to negotiate and execute Federal Representation Services Agreements with *Holland & Knight LLP* and *Patton Boggs LLP*, each in a monthly amount not to exceed \$12,000.00, inclusive of all reasonable and ordinary expenses, for a total monthly amount for federal representation services not to exceed \$24,000.00, for the term of April 1, 2005 through September 30, 2006, with one (1)-year renewal options; and providing for payment.

Staff recommends approval of this ordinance.

BACKGROUND INFORMATION

Ordinance No. 100444, passed and approved on February 17, 2005, authorized the Interim City Manager to execute a contract with *Loeffler Tuggey Pauerstein Rosenthal* for federal representation services. This ordinance also authorized City staff to negotiate a contract with *Holland & Knight* for federal representation services. Work on behalf of the City was to be divided between the two firms based on each firm's resources and expertise.

On February 22, 2005, *Loeffler Tuggey Pauerstein Rosenthal* withdrew from negotiations with the City, stating their belief that it was not in the best interest of the City to be represented by two firms. The Council Intergovernmental Relations Committee met on March 11, 2005. The committee directed staff to: (1) negotiate contracts with the two highest-ranked firms that would agree to work cooperatively on behalf of the City, (2) divide the City's federal legislative agenda between the two firms based on each firm's expertise and resources, and (3) present both contracts for full Council approval at its March 24, 2005 meeting.

City staff immediately contacted *Holland & Knight* and *Patton Boggs*. Both firms agreed to represent the City on federal issues and City staff has been working to determine the firms' policy strengths and capabilities to ensure that the City is represented by the strongest advocate for each issue in the City's federal program during the 109th Congressional Session. As a result, *Holland & Knight* will be responsible for all issues relating to military affairs, environmental

protections, homeland security, and telecommunications. Additionally, the firms experience with the Base Realignment and Closure process as well as the Clean Air and Clean Water Acts will facilitate the City's advocacy on these policy matters. Similarly, the experience of *Patton Boggs* with TEA-21 transportation legislation, Child Care Development Block Grants, HeadStart and HOPE VI programs, will best serve the City's needs relating to transportation, early childhood education, public health and housing. Both firms will share the responsibility of securing appropriations dollars and identifying discretionary grant opportunities for each of their primary issues.

The initial contract term will be for 17 months (April 2005 - September 2006) and will include a one-year extension at the City's option.

POLICY ANALYSIS

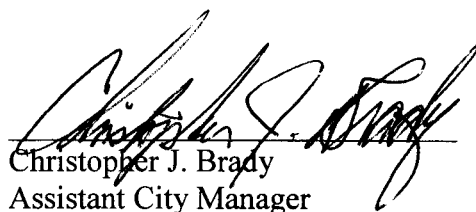
This ordinance is consistent with City policy of retaining consultants to supplement the City's advocacy efforts with the local congressional delegation and building strategic alliances with officials in Washington, D.C. that may be poised to further the City's interests.

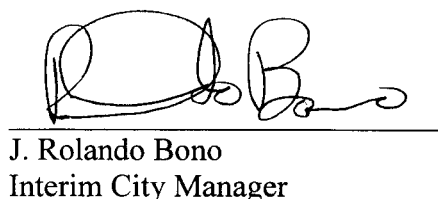
FINANCIAL IMPACT

An amount of \$172,800 was budgeted for FY 2005, of which \$57,600 has been spent, leaving a balance of \$115,200. The value of both federal representation contracts for the remaining six months of FY 2005 is \$144,000. Of this amount, \$115,200 is in the balance of funds of this fiscal year's General Fund budget, requiring an additional \$28,800. The additional funds will be paid from personnel service expenditure savings that has been realized by the department. The annual amount of \$288,000, including an additional \$115,200, for both contracts will be proposed in the FY 2006 General Fund budget, pending City Council approval later this year.

COORDINATION

This item was coordinated with the Contract Services Department and the City Attorney's Office.


Christopher J. Brady
Assistant City Manager


J. Rolando Bono
Interim City Manager