

AGENDA ITEM NO. 8

**CITY OF SAN ANTONIO
EXTERNAL RELATIONS DEPARTMENT
CITY COUNCIL AGENDA MEMORANDUM**

TO: Mayor and City Council

FROM: Christopher J. Brady, Assistant City Manager

SUBJECT: State Representation Services Contracts

DATE: December 15, 2005

SUMMARY AND RECOMMENDATION

This ordinance authorizes negotiation and execution of professional services agreements with Baker Botts, L.L.P., Denton, Navarro, Rocha & Bernal, P.C., and Brown Consulting for state representation services, each in the amount of \$5,100.00 per month, beginning upon execution of the agreements and ending September 30, 2007, with an additional two-year extension, subject to City Council approval; and providing for payment.

Staff recommends approval of this ordinance.

BACKGROUND

The most recent contracts for state representation expired on September 30, 2005. They represented the second and final renewal option available within the original contracts. Staff from External Relations, Contract Services and the City Attorney's Office worked together since June 2005 to develop a Request for Proposals (RFP) for state representation services.

The scope of services requested was fairly consistent with that of the past contracts. Respondents not capable of providing the entire requested scope of services were encouraged to partner with other entities prior to the submission of a proposal. This allowed for better comparison among all respondents and identification of a team that is committed to working together on behalf of the City. Specific language was also included in the RFP and draft contract to better address conflicts of interest.

The RFP was released on August 1, 2005 and advertised in the *San Antonio Business Journal*. The RFP was also posted on the City's website and a link to it was emailed to approximately 40 prospective respondents from across the state. The deadline for submission of proposals was September 30, 2005; seven proposals were received in response to the RFP.

On October 10, 2005, the Evaluation Panel met and reviewed all the proposals received. During the week of October 17, 2005, the following respondents were interviewed by the Evaluation Panel:

- *Baker Botts*
- *Donaldson Fisher/Erben/Phenix/Siebert*
- *Marc Rodriguez*
- *Shields/Holland + Knight/Texas Capitol Consulting*
- *Winstead/Lopez/Guerra Deberry Cody*

Upon completion of the staff evaluation, the Baker Botts team was ranked highest. This team includes individuals with significant experience in issues important to the City including economic development, environment, telecommunications, land use and municipal law. This team is to be led by Tristan Castaneda, who has represented the City on state legislative matters since 1996. Also serving on this team are Robert Strauser, Susan Rocha, Lowell Denton, Ricardo Navarro, Patrick Bernal, former state senator J.E. "Buster" Brown and Jennifer E. Brown.

These new contracts will include an option to renew for an additional two year term.

POLICY ANALYSIS

This ordinance is consistent with City policy of retaining consultants to supplement the City's legislative advocacy efforts and building strategic alliances with officials in Austin that may be poised to further the City's interests.

City staff presented drafts of the RFP to the Council Intergovernmental Relations Committee at its August 17, 2005 meeting, with an update at the September 21, 2005 committee meeting.

FISCAL IMPACT

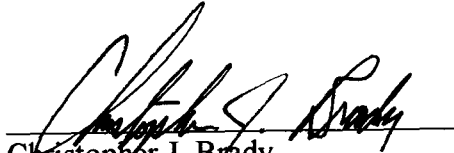
Funds in the amount of \$190,800 have been allocated in the FY 2005-2006 Adopted General Fund Budget for these contracts.

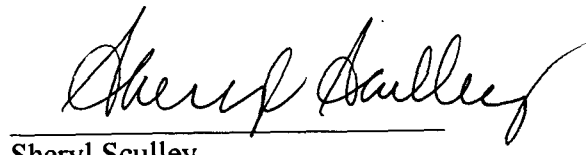
COORDINATION

This item was coordinated with the Contract Services Department, Economic Development Department, City Attorney's Office and the Office of Management & Budget.

SUPPLEMENTARY INFORMATION

A copy of the scoring matrix and completed Discretionary Contracts Disclosure forms are attached.


Christopher J. Brady
Assistant City Manager


Sheryl Sculley
City Manager

**State Representation Services RFP
Score Summary**

	Maximum Points	Baker Botts	Donaldson- Fisher/Erben/Phenix/Siebert	Hardy/Bashur/Garcia	Rodriguez	Shields/Holland & Knight/Tx Capitol	Smith/Cavazos/Longoria	Team Winstead
Approach to Requested Services	20	18.00	16.40	8.80	10.80	16.80	9.60	17.10
Experience/Qualifications of Staff	35	29.40	29.60	18.10	22.20	28.40	18.70	21.50
Experience/Qualifications of Firm(s)	20	17.60	17.80	9.12	13.60	17.20	11.06	13.60
Proposed Fee Schedule	5	2.29	2.20	2.54	5.00	2.33	2.33	2.20
SBEDA	20	6.99	2.50	6.95	9.00	8.40	3.30	8.65
TOTAL SCORE	100	74.28	68.50	45.51	60.60	73.13	44.99	63.05

Summary of Respondents

Number in parenthesis denotes number of years in state representation field

Respondent: Alamo Lobby Team

Score: 74.28

Team Members:

- Tristan "Tris" Castaneda (Team Lead) – (13) served as part of City's team since 1996; expertise in environment, appropriations, economic development, tax and transportation.
- Robert Strauser – (36) expertise in tax, energy, transportation and environment.
- Susan Rocha – (17) served as part of City's team since 1995; expertise in municipal law, open meeting/records, housing, special districts and land use.
- Lowell Denton* – (17) expertise in municipal law, land use, open meeting/records, civil service and tax.
- Ricardo Navarro* – (17) expertise in municipal law, governmental immunity and law.
- Patrick Bernal* – (15) expertise in municipal law and land use.
- JE "Buster" Brown – (22) former Texas State Senator; expertise in environment, health and human services, police/fire issues, appropriations and transportation.
- Jennifer Brown – (4) formerly with the Office of Governor George Bush; expertise in telecommunications

Past Legislative Successes: Near non-attainment air quality funding and termination of treasurer appointments for inactive campaigns.

Respondent: Shields/Holland & Knight/TX Capitol Consulting

Score: 73.13

Team Members:

- Christopher Shields (Team Lead) – (20) served on City's team since 1996; expertise in tax, special districts, economic development, appropriations, education and health and human services.
- James Jonas – (20) expertise in economic development, telecommunications, transportation, base closure and environment.
- Harold Oliver – (2) expertise in general government powers, special districts, transportation and defense affairs; formerly with Sen. Frank Madla for 10 years prior to entering this field.

Past Legislative Successes: Kelly USA redevelopment and convention center hotel financing.

Respondent: Donaldson-Fisher/Erben/Phenix/Siebert

Score: 68.5

Team Members:

- Walter Fisher (Team Lead) – (12) former Assistant Parliamentarian for the Texas House of Representatives and Senate Parliamentarian; expertise in legislative process, constitutional issues and redistricting.
- Jerry "Nub" Donaldson – (25) former member of Texas House of Representatives; expertise in legislative and regulatory issues and business law.
- Randall Erben – (12) former Assistant Secretary of State of Texas; expertise in municipal issues
- Billy Phenix – (7) former Environmental and Natural Policy Director for Governor Rick Perry; expertise in government finance and legislative sunset process.
- William Siebert – (5) former member of Texas House of Representatives for Bexar County; expertise in transportation and economic development.

Past Legislative Success: Public Official Immunity Act and CPS investment strategy requiring statutory changes.

* Not a registered lobbyist