

Federal Representation Services Contracts

Item 42 – December 15, 2022

Sally Basurto, Government Affairs Director



BACKGROUND

- The City retains consultants to represent its interests with the Federal Government
- Consultants provide the City:
 - Access to members of Congress, federal agencies and staff
 - Legislative tracking, monitoring and advocacy
 - Grant identification and advocacy
 - Coordination of advocacy trips to Washington
 - Coalition-building with other communities

PROCUREMENT PROCESS

Two concurrent Requests for Proposals (RFPs)

- Consultants
- Local Federal Liaison

Project Scope/Overview

- Support and implement the City's federal legislative program for the advancement of the City's priorities with Congress, federal agencies, and the executive branch

Outreach

- 38 vendors notified
- Local & Washington DC ads

EVALUATION COMMITTEE

- Sally Basurto, Government Affairs Director
- Eduardo Carrasco, Sr. Government Affairs Specialist (Advisory)
- Jeff Coyle, Assistant City Manager
- Debra Guerrero, Senior VP of Strategic Partnerships & Govt. Relations
- Tomika Monterville, Transportation Director
- Jesus Saenz, Aviation Director
- Andy Segovia, City Attorney
- Laura Vaccaro, VP Community Engagement & Investment

APPROVAL MILESTONES



RFP – Washington D.C. Consultants

Six Proposals Received

Evaluation Committee scored
respondents and interviewed five firms

One firm selected after final scoring by
committee

RFP – Local Liaison

Two proposals received

Evaluation Committee scored respondents

Committee recommended one firm

RECOMMENDED FIRMS

- **Washington D.C. Consultants**

- Akin Gump Strauss Hauer & Feld



- **Local Liaison**

- Serna & Serna



AKIN GUMP



Hans Rickoff, Lead Partner

Fifteen years of experience in legislative, regulatory and administrative issues.



Susan Lent, Partner

Heads the firm's infrastructure and transportation practice and co-heads the firm's autonomous vehicles initiative.



Filemon Vela, Partner

Served as a member of Congress representing Texas's 34th congressional district.



Lamar Smith, Advisor

Served for 32 years in Congress as the representative for the 21st Congressional District of Texas.



Jose Borjon, Sr. Policy Advisor

Twelve years of experience on Capitol Hill with a focus on trade, energy, financial services and communications.

SERNA & SERNA



Baltazar Serna, Local Federal Liaison

Over 18 years experience
representing local government entities

PROPOSED TERMS

Akin Gump

- \$270,000 annually
- Washington, D.C. firm

Serna & Serna

- \$45,000 annually
- Local Liaison firm

Contract Term

Two years
with two, two-year
renewal options

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