



# 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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