



City of San Antonio

Agenda Memorandum

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Agenda Item Number: 3

Agenda Date: November 28, 2022

In Control: Intergovernmental Relations Committee Meeting

DEPARTMENT: Government Affairs

DEPARTMENT HEAD: Sally Basurto

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Federal Representation Services Contracts

SUMMARY:

The Intergovernmental Relations Committee will be briefed on the recommended selection and execution of federal representation services agreements with Akin Gump Strauss Hauer & Feld and Serna and Serna for the term of January 1, 2023 through December 31, 2024. The agreements provide that the term may be renewed for two, two-year terms, upon approval by the City of San Antonio.

BACKGROUND INFORMATION:

The City retains consultants to support and strengthen the City's advocacy efforts with federal agencies, members of Congress, and the Administration to advance legislation and seek federal funding that is beneficial to the San Antonio community. The City's federal priorities for each of

the two-year Congressional sessions are developed by the Government Affairs (GA) Department in collaboration with other City departments and Intergovernmental Relations Committee input and direction. The City's federal priorities for each Congressional session are approved by the City Council.

Federal consultants will be responsible for supporting and implementing the City's federal legislative program and a strategic plan. The strategic plan includes timelines, goals, objectives and expected outcomes to advance the City's priorities. Consultants will provide their input and expertise on the proposed San Antonio Federal Legislative Program for the 118th U.S. Congress. Consultants will continuously monitor legislative and regulatory activities, develop strategies to advance the City's interests, schedule meetings with elected officials and government agency representatives, and coordinate with City staff and the local representatives. The consultants' activities will be tracked through performance measures developed jointly by the City and consultants and be included as part of the contract.

Staff from GA and the Finance Department collaborated with the Small Business Office and City Attorney's Office to develop Request for Proposals (RFP) for federal representation services, issued on June 9, 2018.

The RFP was published in The Hill, the San Antonio Express News, the City's webpage and TVSA (Chanel 21). In an effort to increase the number of respondents, notice of the issuance of the RFP and its location on the City's webpage was sent directly to 35 vendors. The deadline for submission of proposals was February 1, 2019. A total of six (6) proposals were received from Washington D.C. based firms and two (2) proposals were received for a local liaison. The evaluation committee consisted of City staff from the City Manager's Office, Government Affairs Department, Aviation Department, Transportation Department, City Attorney's Office. Additionally, the committee included community members from Valero and the NRP Group.

The evaluation committee evaluated and scored the proposals for the Washington D.C. RFP based on the published criteria which included: Experience, Background, and Qualifications, Proposed Plan, Price, and the Veteran Owned Small Business Preference Program (VOSBPP). In addition, the evaluation committee evaluated and scored the proposals for the local liaison RFP based on the published criteria which included: Experience, Background, and Qualifications, Proposed Plan, Price, the Small Business Enterprise Prime Contract Program, the Minority/Women-Owned Prime Contract Program, the Local Preference Program (LPP) and the VOSBPP. After an initial review and scoring the committee recommended the firm of Serna and Serna for award of the Local Liaison representation contract and reached a consensus to short-list and interview five (5) respondents for the Washington D.C. based RFP. The evaluation committee conducted final interviews and scoring and selected Akin Gump Strauss Hauer & Feld (Akin Gump) for the Washington, D.C. representation contract.

The following firms and members are proposed for the delivery of contract services: Akin Gump will be the Washington based firm on the city's federal legislative team with Hans Rickhoff as lead partner. Mr. Rickhoff will act as relationship manager and primary point of contact for the team assigned to the City of San Antonio. Other members of the team who will serve the City of San Antonio include former Congressman Filemon Vela, former Congressman Lamar Smith,

Transportation Team Lead Susan Lent and former Capitol Hill staffer Jose Borjon. Walter Serna, as the local liaison, will coordinate activities with the Washington DC firm and GA staff to advance the City's legislative priorities and act as an intermediary between San Antonio and federal and local elected officials.

The initial contract term will be January 1, 2023 through December 31, 2024 and will include two, two-year performance-based extensions at the City's option.

This solicitation was included in the memo to the Audit and Accountability Council Committee on November 21, 2022 as a post-solicitation item and recommended to move forward for the full City Council for consideration.

ISSUE:

Obtaining federal representation services is consistent with City policy to supplement the City's advocacy efforts with federal agency personnel, Congressional members of key committees of jurisdiction and the presidential administration. It is also consistent with the City's policy of building strategic alliances with officials in Washington, D.C. to further the City's interests. Finally, it is consistent with City policy of developing a detailed strategy to further the City's adopted Federal Legislative Program.

FISCAL IMPACT:

Funding for these contracts is available in the FY 2023 budget. The remaining amount for the initial term of the contract will be paid from the FY 2024 and FY 2025 budgets, subject to City Council appropriations.

ALTERNATIVES:

If contracts for federal representation services are not supported, the alternative is for staff to conduct all efforts related to the Federal Legislative Program. This would result in a loss of capacity in the City's ability to effectively pursue its advocacy with the federal government and would likely result in a potential loss of federal funding for the City.

RECOMMENDATION:

This item is for briefing purposes only.