



# MEMO

TO: Bert Lumbreras, City Manager  
FROM: Kristy Stark, Director of Communications & IGR  
DATE: September 17, 2018  
RE: Recommendation for Federal Lobbying Contract

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Please allow this memo to detail the recommendation of the City's evaluation committee for The Normandy Group to be awarded the contract for Federal Lobbying Services for the City of San Marcos. Our purchasing department coordinated a very successful process that included written presentations from three relevant firms. In the end, the attached list detailing the nearly \$100 million in Federal Funding that Normandy has helped the City attain since 2008 set them apart from the remaining firms.

## City of San Marcos Federal Funding Successes 2009-2018

FY	Project	Description	Amount
FY 2009	Airport Control Tower	Secure funding for construction of Airport Control Tower	<b>\$ 1.575 Million</b>
FY 2009	Airport Improvements	Improvements to taxiway, taxi lanes, and hangers	<b>\$2.85 Million</b>
FY 2009	McCarty Lane – Loop 110	Secured \$1.8 Million as a part of Pass thru Toll/Hays County Loop.  City used to proceed with construction at IH 35 and McCarty Lane to New High School	<b>\$1.8 Million</b>
FY 2010	Airport Apron Construction	Addition to airport apron	<b>\$ 1.2 Million</b>
FY 2010-2011	Airport Tower Staffing	Secured Control Tower staffing	Paid by FAA
FY 2010	Loop 82 Railroad Overpass	Secured \$700,000 - USDOT	<b>\$700,000</b>
FY 2010-2011	San Marcos River Section 206 WRDA Project	Federal funding for planning and design of San Marcos River environmental and restoration project along Spring Lake (TX State) and downstream (City of San Marcos).	<b>\$5.05 Million</b>
FY 2013 - 2014	Secured continuation of Federal Contract Tower Program	Included meeting with high ranking FAA officials and getting TXDOT to fund if unsuccessful with FAA	Continued Control Tower staffing paid by FAA (Average cost/year for FAA for FCT is \$250,000); thus, since 2013, this is roughly <b>\$750,000</b> in savings to City

FY 2011	Firefighters Grant (AFG)	Favorable and on-going support for grant application	<b>\$ 345,420</b>
FY2011-2012	STAR Park	San Marcos joined Texas State University in the development of the 38-acre research and commercialization incubator and project received funding through the Economic Development Administration	<b>\$1.85 Million</b>
FY2012-2013	Loop 82 Overpass	Due to frequent outreach with TXDOT office in Washington, were able to secure remaining funding to complete project	<b>\$11 Million</b>
FY2012-2014	Terminal Radar Display for Airport Control Tower	Due to multiyear effort in working with delegation and FAA, were able to expedite delivery of necessary radar equipment for control tower (including securing temporary equipment during approval process)	Continued radar usage paid by FAA. Tremendous economic impact for City
FY 2014	Assistance to Firefighters Grant Program	County-wide grant for 700 MHz radio equipment	<b>\$707,546</b>
FY 2014	Runway construction Grant via FAA	HYI was awarded a FAA-funded grant for runway reconstruction and other related projects, including widening the airport's entrance, an aircraft engine run-up area and three Precision Approach Path Indicators (PAPIs)	<b>\$5.7 million</b>
FY 2015	FAA Grant for security fencing	HYI was awarded a FAA-funded grant for the construction of hangar access security fencing.	<b>\$350,000</b>
FY 2015-2016	HUD CDBG Disaster Recovery	Secured \$25 Million Grant for Flood Recovery and Sustainability after record flooding along the Blanco and San Marcos Rivers	<b>\$25 Million</b>

FY 2016	Natural Resources Conservation Service (via USDA)	\$8.2 million in repairs for flood damage to a number of dams throughout the City and Hays County under NRCS' Emergency Watershed Protection program	<b>\$8.2 Million</b>
FY2016-2017	Federal Emergency Management Agency (FEMA)	Over \$600,000 (via 6 separate awards) through FEMA' Public Assistance (PA) program.	<b>\$600,000</b>
FY 2017	HUD CDBG Disaster Recovery	Secured additional \$7.7 Million Grant for Flood Recovery and Sustainability	<b>\$7.7 million</b>
FY 2017	HUD CDBG Disaster Recovery	Secured additional \$978,00 Grant for Flood Recovery and Sustainability	<b>\$978,000</b>
FY 2017	Assistance to Firefighters Grant Program	Allows the San Marcos Fire Department to purchase various pieces of medical equipment including heart monitors, respirators and other various life-saving devices for the unit.	<b>\$332,182</b>
FY 2018	HUD CDBG Disaster Recovery	Secured additional \$24M in Grant for Flood Mitigation and Sustainability	<b>\$24 million</b>
		Total	<b>\$ 99.8 Million</b>