



Legislation Text

File #: Res. 2020-181R, **Version:** 1

AGENDA CAPTION:

Consider approval of Resolution 2020-181R, approving a Change in Service to the agreement with The Normandy Group, LLC., relating to the provision of Federal Governmental Relations Services to extend the contract for two years in the estimated amount of \$300,000; authorizing the City Manager or his designee to execute the appropriate documents to implement the Change in Service; and declaring an effective date.

Meeting date: September 1, 2020

Department: Communications and Intergovernmental Affairs, Director, Kristy Stark (By Lynda Williams, Purchasing Manager)

Amount & Source of Funding

Funds Required: \$300,000

Account Number: 10001280.54205, 22006335.54205, 21006322.54205

Funds Available: [Click or tap here to enter text.](#)

Account Name: Special Economic Development

Fiscal Note:

Prior Council Action: October 1, 2018, Resolution 2018-178R approved agreement with The Normandy Group, LLC.

City Council Strategic Initiative: [Please select from the dropdown menu below]

Choose an item.

Choose an item.

Choose an item.

Comprehensive Plan Element (s): [Please select the Plan element(s) and Goal # from dropdown menu below]

☐ Economic Development - Choose an item.

☐ Environment & Resource Protection - Choose an item.

☐ Land Use - Choose an item.

☐ Neighborhoods & Housing - Choose an item.

- ☐ Parks, Public Spaces & Facilities - Choose an item.
- ☐ Transportation - Choose an item.
- ☐ Core Services
- ☒ Not Applicable

Master Plan: *[Please select the corresponding Master Plan from the dropdown menu below (if applicable)]*

Choose an item.

Background Information:

This request is to approve a two (2) year extension from September 30, 2020, through October 1, 2022, with The Normandy Group, LLC., for Federal Government Relations Services that includes added scope of services and deliverables in the amount of \$300,000.

The City has contracted our Federal Government Relations Services with Normandy for more than ten years and have developed strong working relationships with the team, and in turn continues to have a strong presence in Washington D.C. with our federal delegation and federal agencies.

The scope of this contract includes preparing a strategy on how to best position the City's projects to increase the likelihood of approval of funding during any applicable fiscal year during the term of this agreement; developing strategic coalitions that will advance the interests and Strategic Initiatives of the City; promoting the City's interests on policy matters to elected officials, their staff, and other decision makers; coordinating hearings and meetings to promote the City's interests; and supporting the City in any post-COVID 19 related response/recovery/stimulus efforts at the federal level.

Attached please find the updated Federal Funding Success list that details the \$111.2 Million the City has received since 2009.

Council Committee, Board/Commission Action:

Click or tap here to enter text.

Alternatives:

Click or tap here to enter text.

Recommendation:

Approve renewal of contract 218-354 with The Normandy Group, LLC, located in Washington, D.C. in the amount of \$300,000, (\$150,000 annually).