



Legislation Details (With Text)

**File #:** 170033. **Version:** 1 **Name:**  
**Type:** Staff Recommendation **Status:** Passed  
**File created:** 5/9/2017 **In control:** City Manager  
**On agenda:** 7/6/2017 **Final action:** 7/6/2017  
**Title:** Approve the Ranking for the Federal Lobbyist Services for the City of Gainesville, FL (B)

**Sponsors:**

**Indexes:**

**Code sections:**

**Attachments:** 1. 170033A\_FEDERAL\_BID\_DOCUMENT.pdf, 2. 170033B\_FEDERAL\_ADDENDA.pdf, 3. 170033C\_FEDERAL\_BID\_RECORD.pdf, 4. 170033D\_FEDERAL\_EVAL\_WRITTEN.pdf, 5. 170033E\_FEDERAL\_EVAL\_ORAL.pdf, 6. 170033F\_FEDERAL\_PRESENTATION\_ALCALDEFAY.pdf, 7. 170033G\_FEDERAL\_PRESENTATION\_VANSCOYOC.pdf, 8. 170033H\_FEDERAL\_AWARD.pdf, 9. MOD170033\_MEMO\_FOR\_RECORDINGS.pdf

Date	Ver.	Action By	Action	Result
7/6/2017	1	City Commission	Approved as Recommended	Pass

**Approve the Ranking for the Federal Lobbyist Services for the City of Gainesville, FL (B)**

The City has previously retained MWW Group LLC for Federal Lobbying and Advocacy Services which ends September 30, 2017. The Federal Lobbying agreement was extended from year to year and had never gone through a Request for Proposal (RFP) process. Two years ago, City management determined that in 2017 at the end of the lobbying contract extensions the City would send out a RFP for the Federal Lobbyist contract.

In March, the ranking committee members were selected and comprised of representatives from GRU, City management and general government. The Purchasing Department issued a RFP for Federal Lobbying services on April 6, 2017. Proposals were due on May 4, 2017. The Purchasing department distributed four proposals to the ranking committee on May 8<sup>th</sup> to review and evaluate based on a weighted criteria. On May 15<sup>th</sup>, the ranking committee provided the official scores for the written proposals. The top two ranked lobbying firms moved forward to the Oral Presentation process. Oral Presentations were conducted on June 7<sup>th</sup> and scored based on a weighted criteria. The firms were ranked as follows: #1. Van Scoyoc Associates, Inc. and #2. Alcalde & Fay, Ltd. On June 8<sup>th</sup> reference checks were conducted and both firms received an overall excellent rating. The ranking committee is recommending Van Scoyoc, Inc. the first-ranked lobbying firm as the City’s Federal Lobbyist beginning October 1, 2017. Van Scoyoc Associates Inc. (VSA) is a full-service bipartisan Federal Government affairs firm located at the base of Capitol Hill. Started in 1990, VSA is now one of the foremost independent lobbying firms in Washington, D.C. representing local governments and utilities issues to landmark legislation like the Safe Drinking Water Act and the Water Resources Development Act.

The proposed Federal Lobbying services contract is \$108,000.00 annually. Funding is available in the FY17-18 budget and represents a \$35,000 annual savings in Federal Lobbying services.

The City Commission: 1) approve the ranking of firms as recommended by the ranking committee; and 2) authorize the City Manager or designee to negotiate and execute a contract with Van Scoyoc Associates the first-ranked lobbying firm or if no contract arrangements can be reached with them to negotiate and execute a

contract with the second-ranked lobbying firm Alcalde & Fay, Ltd. subject to approval of the City Attorney as to form and legality.