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2015 OCT 29 PM 2:32

AGENDA REPORT

TO: Sabrina B. Landreth
City Administrator

FROM: Shereda Nosakhare
Office of the Mayor

SUBJECT: City's Federal and State Lobbyist
Contract

DATE: October 28, 2015

City Administrator Approval

Date:

10/29/15

RECOMMENDATION

Staff recommends that the City Council Approve A Resolution Extending Two Existing Contracts To Townsend Public Affairs (TPA) To Continue Services As The City Of Oakland's State Lobbyist From September 30, 2015 To September 30, 2017 And Increasing The Contract Amount By \$252,000 For A Total Of \$556,500 And To Serve As The City Of Oakland's Federal Lobbyist From September 30, 2015 To September 30, 2017 Increasing The Contract Amount By \$144,000 For A Total Of \$312,000 And Waiving Advertising And The Request For Proposal (RFP) Process For Each Contract.

REASON FOR SUPPLEMENTAL REPORT

At the City Council meeting of October 20, 2015, the Council raised questions regarding the contract extension for the City's lobbyist contract. This report provides clarity regarding the rate of pay for the contracts and the request for proposal process.

There is no rate increase in this contract extension request. The monthly rate of pay under the proposed contract extension remains the same as it is under the current contract. The current rate of pay is \$10,500 per month for the State Lobbyist contract and \$6,000 per month for the Federal Lobbyist contract. Therefore the totals for 24 months are \$252,000 for the State contract and \$144,000 for the Federal contract.

The current contract approved by Council with TPA was for a 29-month period for the State contract and a 28 month-period for the Federal contract. This recommendation is to extend the current contract for the same rate.

When extending existing agreements, the City must include the cumulative total contract amounts in the resolution. Therefore, the cumulative totals for 53 months are \$556,500 for the State contract and \$312,000 for the Federal contract.

The Mayor believes in a transparent process and values the work that Townsend Public Affairs has done for the City of Oakland. The option to direct staff to embark upon a Request for Proposal (RFP) process instead of extending the existing agreement was put forward for consideration by the Rules Committee.

Item: 11
City Council
November 3, 2015

The Rules committee inquired about the year-end legislative report and the Council priorities for 2016. Townsend Public Affairs is prepared to schedule meetings to follow up with the Council, City Administrator, and Mayor in mid-November and will report to council by the end of December.

It is in the City's best interest to extend the existing agreement with Townsend Public Affairs (TPA) because they have served as the City of Oakland's state lobbyist since 2006 and as the City's federal lobbyist since 2011. As the state and federal lobbyist for Oakland, TPA has successfully worked in partnership with the Mayor, City Council, and the City Administration to pass important legislation and secure funding to accomplish numerous goals of the City.

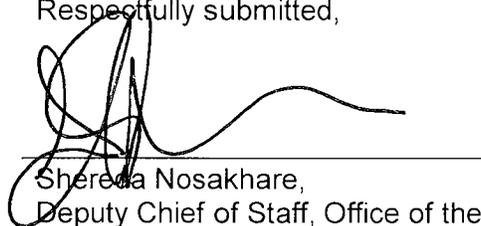
To date, Townsend has secured \$139,545,424 for the City of Oakland in State and Federal funding. Additionally, TPA has been the legislative lead for the City and secured 17 Oakland specific priority state bills signed into law. TPA and its team have worked in close partnership with the City of Oakland for many years and are extremely familiar with the needs of the community and the inner workings of Oakland's government.

ACTION REQUESTED OF THE CITY COUNCIL

Staff recommends that the City Council Approve the resolution extending two existing contracts to Townsend Public Affairs to continue services as the City of Oakland's State Lobbyist from September 30, 2015 to September 30, 2017 and increasing the contract amount by \$252,000 for a total of \$556,500 and to serve as the City of Oakland's Federal Lobbyist from September 30, 2015 to September 30, 2017 increasing the contract amount by \$144,000 for a total of \$312,000 and waiving advertising and the Request for Proposal (RFP) process for each contract.

For questions regarding this report, please contact Shereda Nosakhare, Deputy Chief of Staff, at 510-238-7439.

Respectfully submitted,



Shereda Nosakhare,
Deputy Chief of Staff, Office of the Mayor