



# REPORT TO COUNCIL

## City of Sacramento

915 I Street, Sacramento, CA 95814-2604  
www. CityofSacramento.org

Consent  
September 8, 2009

Honorable Mayor and  
Members of the City Council

**Title: Agreement: Federal Transportation Advocacy Services**

**Location/Council District:** All Districts

**Recommendation:** Adopt a **Resolution** authorizing the City Manager to execute a Professional Services Agreement with Smith Dawson & Andrews (SDA) for federal advocacy services for a period of two years for an amount not to exceed \$192,000 with three additional one-year extensions for an amount not to exceed \$92,000 for each one year extension.

**Contact:** Azadeh Doherty, Principal Planner, 808-3137

**Presenters:** None

**Department:** Transportation

**Division:** Planning and Policy

**Organization No:** 15001041

### **Description/Analysis**

**Issue:** In June 2009 a Request for Proposal was released for federal transportation legislative representation, and SDA was the only lobbying firm that responded to the request. Staff recommends approval of the agreement with SDA. Under this agreement, SDA will provide the following professional services:

- Pursue the City's interests in the new federal transportation authorization and annual appropriations process.
- Advance the City's federal transportation agenda.
- Assist the City with other federal transportation issues, as needed.
- Act as a liaison to the Sacramento area Congressional delegation and the modal offices of US DOT on transportation related issues.

**Policy Considerations:** Leveraging federal transportation funding is consistent with sound fiscal practices of maximizing local funds by augmenting them with other local, state and federal funding to provide the best transportation infrastructure possible to the public.

**Environmental Considerations:**

**California Environmental Quality Act (CEQA):** This activity is not considered a project as defined by Section 15378 of the California Environmental Quality Act (CEQA). The activity involves no physical construction and, therefore, has no potential to cause a significant impact on the environment (CEQA Section 15061 (b)(3)).

**Sustainability Considerations:** Continuing to work with the City's federal delegation to secure funding for a balanced multi-modal transportation system is consistent with the City's Sustainability Master Plan. A multi-modal transportation system conforms to the Air Quality Focus Area by improving and optimizing the transportation infrastructure.

**Other:** None.

**Commission/Committee Action:** None.

**Rationale for Recommendation:** SDA has provided satisfactory federal transportation lobbying services to the Department of Transportation for the past five years. The agreement with SDA will expire September 30, 2009 being the end of the current federal fiscal year. It is necessary to continue federal lobbying services over the next several years for the following reasons:

- 1) The Obama Administration is in the process of authorizing a new transportation bill that will impact transportation funding for the next six years.
- 2) The American Recovery and Reinvestment Act of 2009 made available millions of federal dollars for transportation projects nationwide.

It is critical for the City of Sacramento to have a transportation representative in Washington D.C. during these difficult economic times to ensure that the City's interests are adequately addressed. The City has several major transportation projects, such as the Intermodal Facility, which will require major federal funding. Without an ongoing physical presence in the nation's capital, it will be difficult to advocate in favor of these important projects and compete at the national level.

Based on SDA's past performance and its current proposal, staff recommends the City Council authorize executing an agreement with SDA to continue its services for the next two years with the option to renew the contract for up to an additional three years.

**Financial Considerations:** The agreement with SDA is \$8,000 per month or \$96,000 annually. There are sufficient funds in the Office of the Director's operating budget for this agreement, which is funded by Gas Tax (Fund 2002, 2003), General Fund (Fund 1001), and other funds and reimbursements.

**Emerging Small Business Development (ESBD):** The ESBD requirement of 20% participation in City programs does not apply to this contract for federal transportation advocacy services as the contractor is located outside of the state of California.

Respectfully Submitted by: Francesca Lee Halbakken  
Francesca Lee Halbakken  
Operations Manager

Approved by: Jerry Way  
Jerry Way  
Director of Transportation

Recommendation Approved:

Ray Kerridge  
Ray Kerridge  
City Manager

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## **Background**

In order to continue federal transportation legislative representation, in June 2009, a Request for Proposal was released and SDA was the only lobbying firm that responded to the request. Based on its past performance and its current proposal, the Department of Transportation recommends that the City Council award a new contract to SDA to continue its services for the next two years with the option to renew the contract for up to an additional three years.

SDA began to work for the City in October 2004. Over the past five years, SDA has provided excellent lobbying services on federal transportation reauthorization and appropriations discussions. Awarding a new contract for an additional two years will allow SDA to continue to represent the City's interests in securing funding for the Sacramento Intermodal Transportation Facility.

The legislative activities under this agreement will be coordinated with the City's Legislative Affairs Office and the City's lead lobbyist in Washington, Freshman Kast, Inc. This will assure consistency in representing the City's priorities as well as maximizing our advocacy efforts in Washington D.C.

**RESOLUTION NO.**

Adopted by the Sacramento City Council

**AGREEMENT WITH SMITH DAWSON & ANDREWS FOR  
FEDERAL TRANSPORTATION ADVOCACY SERVICES**

**BACKGROUND**

- A. In order to continue the federal transportation legislative representation, in June 2009, a Request for Proposal was released.
- B. Smith Dawson & Andrews (SDA) was the only lobbying firm that responded to the request.
- C. For the past five years SDA has provided lobbying services to the City of Sacramento and its services have been satisfactory.

**BASED ON THE FACTS SET FORTH IN THE BACKGROUND, THE CITY COUNCIL  
RESOLVES AS FOLLOWS:**

- Section 1. The City Manager is authorized to execute a Professional Services Agreement with Smith Dawson & Andrews for federal advocacy services for a period of two years for an amount not to exceed \$192,000 with three additional one-year extensions for an amount not to exceed \$92,000 for each one year extension.