



APPROVED
BY THE CITY COUNCIL

MAY 27 1997

OFFICE OF THE
CITY CLERK

A697-075

OFFICE OF THE
CITY MANAGER

CITY OF SACRAMENTO
CALIFORNIA

May 27, 1997

CITY HALL
ROOM 101
915 I STREET
SACRAMENTO, CA
95814-2684

PH 916-264-5704
FAX 916-264-7618
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City Council
Sacramento, California

Honorable Members in Session:

SUBJECT: CONTRACT FOR LEGISLATIVE ADVOCACY SERVICES WITH KENNETH J. EMANUELS AND ASSOCIATES

LOCATION AND COUNCIL DISTRICT: Citywide

RECOMMENDATION:

It is recommended that the Council approve a contract with Kenneth J. Emanuels and Associates for Legislative Advocacy services for two years in the amount of \$50,000 per year.

CONTACT: Betty Masuoka, Deputy City Manager 264-5738

FOR THE COUNCIL MEETING OF: May 27, 1997

COMMITTEE ACTION:

On May 6, 1997 the Law and Legislation Committee adopted the recommendation to Council to approve the contract with Kenneth J. Emanuels and Associates.

SUMMARY:

City staff has completed a recruitment and selection process for legislative advocacy services for the City of Sacramento. Three submittals were received. At the conclusion of the review process, the panelists unanimously selected Kenneth J. Emanuels and Associates. Staff recommends that the City Council authorize the execution of a contract with Kenneth J. Emanuels and Associates for two years.

BACKGROUND:

On August 20, 1996, the City of Sacramento released a Request for Qualifications (RFQ) for Legislative Advocacy services. The RFQ was distributed to all Sacramento area lobbyists known to have past and present City clients and was publicized through the League of California Cities staff. On the due date, the City received two submittals: 1) MH Consultants (Manuel P. Hernandez) and 2) Kenneth J. Emanuels and Associates. The submittal was reviewed and rated and the firms interviewed by a review panel consisting of: Deputy City Manager Betty Masuoka, Deputy City Manager Jack Crist, and Area Two Director Gary Little.

In January 1997, at the request of a Council member, staff reissued the RFP to ten additional consultants in an effort to ensure that a wide range of applicants was solicited. One additional bid was submitted as a result of this action from AC Public Affairs (Alice Huffman). This proposal was reviewed by the same panel as above using the same criteria as in the first round.

The selection panel rated the written submittals and oral interviews with regard to: 1) experience pertinent to this job (up to eight points), demonstrated effectiveness (up to eight points), conflicts of interest (up to four points). The composite scores of the panel is:

	Maximum Score	MH Consultants	Kenneth J. Emanuels & Assoc.	AC Public Affairs
Experience Pertinent to this Job	8.0	4.7	8.0	6.3
Demonstrated Effectiveness	8.0	4.7	6.7	6.5
Conflicts of Interest	4.0	2.3	2.7	2.1
M/WBE Preference Points	--	--	--	0.7
Total Score	20.0	11.7	17.3	15.6

FINANCIAL CONSIDERATIONS:

The City's first contract for legislative Advocacy services was in 1987 with Kenneth J. Emanuels and Associates for \$50,000. In subsequent years, the contract amount increased by less than 5% per year until 1991 when the contract was reduced back to \$50,000 during budget reductions. The City Manager's operating budget contains adequate funding for this contract at the proposed level (\$50,000 on an annualized basis).

POLICY CONSIDERATIONS:

The City Manager has authority to enter into contracts for amounts up to and including \$50,000 without City Council approval.

The City's legislative program has grown and improved substantially in the last two years. The City has been instrumental in the success, defeat and alteration of many bills of critical financial importance to the City and to municipal governments throughout the state.

ENVIRONMENTAL CONSIDERATIONS:

This report does not involve an activity which may cause a direct or indirect change in the environment.

MBE/WBE EFFORTS:

As indicated in the Request for Qualifications, a 5% bid evaluation preference was available to certified MBE/WBE firms. AC Public Affairs is a city certified Minority Woman owned Disadvantaged Business Enterprise. Neither MH Consultants, nor Kenneth J. Emanuels and Associates are certified MBE/WBE firms.

Respectfully submitted:



BETTY MASUOKA
Deputy City Manager

RECOMMENDATION APPROVED:



WILLIAM H. EDGAR
City Manager

OK

~~Need Amended~~

RESOLUTION NO. 97-252

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF _____

**AUTHORIZING CITY MANAGER TO EXECUTE
A CONTRACT WITH KENNETH J. EMANUELS
AND ASSOCIATES FOR LEGISLATIVE
ADVOCACY SERVICES**

The City Manager is authorized to execute an agreement with Kenneth J. Emanuels and Associates for Legislative Advocacy services in an amount not to exceed \$50,000 for FY 1998.

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF _____

MAYOR

ATTEST:

CITY CLERK

RESOLUTION NO. 97-252

ADOPTED BY THE SACRAMENTO CITY COUNCIL

ON DATE OF _____

FOR CITY CLERK USE ONLY

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DATE ADOPTED: _____



CONTINUED
FROM 5.13.97
TO 5.27.97

1.9

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City Council
Sacramento, California

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J. EMANUELS AND ASSOCIATES

LOCATION AND COUNCIL DISTRICT: Citywide

RECOMMENDATION:

It is recommended that the Council approve a contract with Kenneth J. Emanuels and Associates for Legislative Advocacy services in the amount of \$50,000 for one year with an option to renew for one year.

CONTACT: Betty Masuoka, Deputy City Manager 264-5738

FOR THE COUNCIL MEETING OF: May 13, 1997

COMMITTEE ACTION:

On May 6, 1997 the Law and Legislation Committee adopted the recommendation to Council to approve the contract with Kenneth J. Emanuels and Associates.

SUMMARY:

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Respectfully submitted:



BETTY MASUOKA
Deputy City Manager

RECOMMENDATION APPROVED:



WILLIAM H. EDGAR
City Manager



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