



## Legislation Details (With Text)

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<b>Title:</b>	Resolution to Approve a Contract with Dykema Gossett, P.L.L.C. for State and Federal Lobbying Services (\$120,000.00/year)				
<b>Sponsors:</b>					
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<b>Attachments:</b>	1. PSA Dykema Lobbying Services - EXT.pdf, 2. 220228_Lobbying_RFP_Recommendation.pdf, 3. PROPOSAL_DYKEMA.pdf, 4. PROPOSAL_ThornRun.pdf, 5. PROPOSAL_GCSI.pdf				

Date	Ver.	Action By	Action	Result
3/21/2022	1	City Council	Approved	Pass

Resolution to Approve a Contract with Dykema Gossett, P.L.L.C. for State and Federal Lobbying Services (\$120,000.00/year)

The attached resolution requests authorization for a three-year contract for services, with two one-year options for renewals, with Dykema Gossett P.L.L.C. for \$120,000.00 per year. Funds for this contract are included in the City Administrator's Office Approved FY2022 budget and anticipated in FY 2023 - 2027 annual operating budgets, if so approved.

Since 2001 GCSI has provided the City with legislative advocacy and assistance with the governor and state departments. Since an RFP for these services had not been issued since inception, the City advertised an RFP for state and federal lobbying services, RFP 22-01 in the fall of 2021 to re-evaluate the services the City's needs. GCSI's current month-to-month contract for services expires on June 30, 2022 and 30-day notice of termination was provided on March 1, 2022.

The RFP was bifurcated between state and federal services, and a respondent could provide a response for one or both services. The City received three responses. The RFP review committee met on January 31<sup>st</sup> and shared scoring for each of the responses. Scoring completed by each RFP committee members was done independently, and the RFP committee met after quantitative scoring had been completed. The committee scored the responses together and did not bifurcate scoring by state and federal services since the services to be delivered are distinguishable by the location (Lansing or Washington DC) and not by the fundamental work to be performed. After reviewing the proposals and considering the scoring, the committee agreed to interview all three firms. After the interviews were held the committee met and finalized a recommendation. The committee agreed unanimously to recommend Dykema Gossett P.L.L.C. for both our state and federal lobbying services because of the quality of their prior work, quality of testimonials from references, and excellent presentation. The recommendation was provided to the City's Council Policy Agenda Committee who discussed the results at their February 28, 2022 meeting. Staff confirmed that this

recommendation would be brought forward to City Council with a resolution to approve the contract. The attached memo details the RFP committee's scoring and the RFP responses have been provided as well.

Budget/Fiscal Impact: Funds for this contract are included in the Approved FY22 City Administrator's Office operating budget and will be included in the proposed annual City Administrator's budget request.

Prepared by: Sara Higgins, Strategic Planning Coordinator

Reviewed by: John Fournier, Assistant City Administrator

Approved by: Milton Dohoney Jr., Interim City Administrator

Whereas, In 2001, City Council sought proposals for the provision of lobbying services for the City and awarded a one-year contract to Governmental Consultant Services, Inc. (GCSI) which under the terms of the contract provided for two six-month service periods;

Whereas, GCSI's current contract for services is on a month-to-month basis and 30-day notice of termination was provided on March 1, 2022;

Whereas, An RFP for these services had not been issued since inception (two decades) and best practices require periodic re-bidding and re-evaluation for contracted services;

Whereas, RFP 22-01 was released in the fall of 2021;

Whereas, It is the unanimous recommendation of the RFP review committee to select Dykema Gossett P.L.L.C. for state and federal lobbying services based on their proposal, interview, quality of prior work, and testimonials from references;

Whereas, Funds for this contract are included in the City Administrator's Office Approved FY2022 budget and anticipated in FY 2023 - 2027 annual operating budgets, if so approved; and

Whereas, Dykema Gossett P.L.L.C. complies with the requirements of the Non-Discrimination and Living Wage Ordinances;

RESOLVED, That Council approve a three-year contract, with the option of two one-year renewals with Dykema Gossett P.L.L.C. in the amount of \$120,000 per year to perform state and federal lobbying services for the City;

RESOLVED, That the Mayor and City Clerk be authorized and directed to execute the agreement after approval as to substance by the City Administrator and approval as to form by the City Attorney; and

RESOLVED, That the City Administrator be authorized to take all necessary actions to implement this resolution including execution of any documentation to identify Dykema Gossett P.L.L.C. as the City's state and federal lobbyist, and any changes or amendments that do not exceed the amounts authorized herein.