



AGENDA REPORT
February 26, 2019

Federal Lobbying Services

SUBJECT:

Direction For Procurement of Federal Lobbying Services

FISCAL IMPACT:

The County's Fiscal Year 2018-2019 Adopted Budget includes \$48,000 for federal lobbying services.

DEPT/OFFICE:

Central Services

REQUESTED ACTION:

The Board of County Commissioners is requested to provide direction for procurement of federal lobbying services.

SUMMARY EXPLANATION and BACKGROUND:

The County has had contracts with Pauley Management Inc. for federal lobbying services since 2003. Most recently the Board approved a new contract with Pauley Management Inc. on February 9, 2016 that expires on June 30, 2019. The value of the contract has been constant at \$4,000 per month or \$48,000/year.

There are significant benefits to having the services of a federal lobbyist. From transportation and environmental funding, to military base issues, to NASA, and the Kennedy Space Center, we are a community with a very large federal government presence.

The Board has several options to consider:

1. The Board could ask Pauley Management Inc., to continue providing federal lobbying services and a new contract could be developed. Mr. Pauley has indicated he would extend the current pricing to a new contract if offered. If this option is chosen, staff recommends a 2-year contract with 1-year renewal option. The proposed federal lobbyist contract would be brought back to the Board for consideration and final approval.
2. Go out for Request for Proposals (RFP) for federal lobbying services and appoint a selection and negotiation committee consisting of Ian Golden, Housing and Human Services Director; Scott Nelson, Transit Services Director; and Matt Wallace, Public Safety Director, or designee. The RFP responses would be reviewed and evaluated

by the committee with their recommendation brought back to the Board for consideration and final approval.

3. The Board could discontinue the use of federal lobbying services.

The Federal Lobbyist scope of services on behalf of the County Commission and/or County Manager would include:

- Routinely be present in Washington D.C.
- Review pending legislation and communicate and meet with the Executive offices; Cabinet members; Congressional offices; Committee staff; Congressmen and staff; Federal Agency staff; economic development agencies; and aerospace industry representatives and Agency Directors and their staff.
- Provide status reports when Congress is in session and other information on a regular basis.
- Provide an annual report to the County Commission; and, appear at Board meetings as necessary.
- Provide information about federal grants and legislative appropriations.
- Work on Congressional matters approved by the County Commission.
- Coordinate activities with lobbyists from business, the aerospace industry, economic development agencies, and Space Florida as authorized.
- Monitor, identify and prioritize challenges and opportunities for the County with respect to issues under consideration by the Federal government and Federal and regional agencies.

ATTACHMENTS:

Description

No Attachments Available



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February 27, 2019

M E M O R A N D U M

TO: Leslie Rothering, Central Services Interim Director

RE: Item J.4., Federal Lobbying Services

The Board of County Commissioners, in regular session on February 26, 2019, approved Option 2, to go out for Request for Proposals (RFP) for Federal Lobbying Services; approved appointing a selection and negotiation committee consisting of John Tobia, Commissioner, Ian Golden, Housing and Human Services Director, Scott Nelson, Transit Services Director, and Matt Wallace, Public Safety Director, or other designees; and authorized for the recommendation to be brought back to the Board for its consideration and final approval.

Your continued cooperation is greatly appreciated.

Sincerely yours,

BOARD OF COUNTY COMMISSIONERS
SCOTT ELLIS, CLERK

Tammy Rowe, Deputy Clerk

/ds

cc: Each Commissioner
Committee Members
County Manager
Finance
Budget