

AGENDA BILL

**Beaverton City Council
Beaverton, Oregon**

SUBJECT: Contract Award- Federal Government Relations

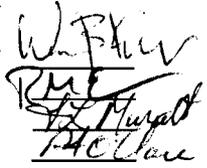
FOR AGENDA OF: 08-11-15 **BILL NO:** 15170

Mayor's Approval: 

DEPARTMENT OF ORIGIN: Mayor **HKT**

DATE SUBMITTED: 7-30-15

CLEARANCES: City Attorney
CAO
Purchasing
Finance



PROCEEDING: CONSENT AGENDA
(CONTRACT REVIEW BOARD)

EXHIBITS: 1. List of Proposers
2. Scoring Matrix

BUDGET IMPACT

EXPENDITURE	AMOUNT	APPROPRIATION
REQUIRED \$75,000	BUDGETED \$75,000*	REQUIRED \$0

*Account Number 001-10-0522-511 General Fund – Chief Administrator Program - Professional Services Account. The FY 2015-16 Budget included a \$75,000 appropriation for federal government relations.

RECOMMENDED ACTION:

The City Council, acting as Contract Review Board, awards a contract for the FY 2015-16 to Van Scoyoc Associates, Inc., of Washington, D.C., in the amount of \$75,000 to provide federal government relations, renewable for four additional one-year periods, based on Council's approval of future budgets and City Attorney's approval of contract form. If the contract is extended for an additional four years, the total estimated expenditure for this contract would be \$375,000.

HISTORICAL PERSPECTIVE:

Since 2010, the City has utilized federal government relations services with the firm Van Scoyoc Associates, Inc., to secure federal support for City policies and projects. During this time, they have engaged in a number of legislative and policy-related activities on behalf of the City. Through their efforts we were able to coordinate with the Department of Energy to initiate the Better Buildings Challenge in Beaverton. In addition they helped lead our efforts to see an extension of the New Markets Tax Credits program. They have also been integral to the City working with federal agencies to explain how federal policy decisions will affect Beaverton. Examples of this include the redefinition of Waters of the U.S., and the National Marine Fisheries Service biological opinion related to National Flood Insurance Program rate maps. These agency actions will strongly impact local property owners as they seek flood insurance and have a direct impact on property owner's ability to redevelop their properties. Having a firm with Oregon experience and federal lobbying experience is integral to Beaverton's success in communicating our priorities on a national stage.

INFORMATION FOR CONSIDERATION:

The City's RFP for Federal Government Relations was advertised on May 27, 2015, in the Daily Journal of Commerce. The City received three proposals from Van Scoyoc Associates, Inc., Cassidy & Associates, and The Furman Group.

A cross-departmental evaluation team reviewed and scored the submitted proposals based on the criteria that included knowledge, experience and qualifications of project team members and firm, project approach and understanding, relevant experience and references, Minority/Women/Emerging Small Business Program and cost. Staff found that Van Scoyoc Associates, Inc., of Washington D.C. was the highest ranked proposer. The contract will be for one year with the option to renew for four additional one-year periods.

For the last five years, the City has worked with Van Scoyoc and Associates and has found the firm's primary contact, Greg Burns, to be very effective and helpful to the City. Staff believes the investment the City makes in federal government relations is a good value and recommends the Council award a contract to the firm of Van Scoyoc Associates, Inc., to assist the City in developing federal legislative priorities and strengthening relationships with federal officials and agencies.

City of Beaverton RFP:
Federal Government Relations Solicitation #2994-15
June 23, 2015

Firms submitting proposals:
-Van Scoyoc Associates
-Cassidy & Associates
-The Furman Group

Federal Government Relations Scoring Sheet- Final Score, RFP#2994-15

Final Score- Federal Government Relations	Firm:	Average score out of 4 reviewers
	Van Scoyoc Associates, Inc.	86.5 (out of 100 points)
	Cassidy & Associates	63.625 (out of 100 points)
	The Furman Group	48.75 (out of 100 points)