



CITY OF LONG BEACH

OFFICE OF THE CITY MANAGER

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February 5, 2019

HONORABLE MAYOR AND CITY COUNCIL
City of Long Beach
California

RECOMMENDATION:

Authorize the City Manager, or designee, to execute all necessary documents to amend Agreement No. 34271 with Dentons US, LLP, of Washington, DC, for federal legislative representation services, in an annual amount not to exceed \$138,000, and extend the term for an additional two-year period, with the option to renew for two additional one-year terms, at the discretion of the City Manager. (Citywide)

DISCUSSION

City Council approval is requested to extend the City of Long Beach's (City) contract with Dentons US, LLP (Dentons), for federal legislative advocacy services given their extensive familiarity with the City's federal legislative agenda and current advocacy initiatives being conducted. The City's current agreement with Dentons provided one year of service, with the option to renew for two one-year terms. Both options to extend the agreement were exercised, and the final renewal period expires February 2019.

Since 2016, Dentons has been supportive in advancing the City's federal legislative agenda in Washington, DC. Dentons provides weekly reports to the City on current events in Washington, DC, as well as in-depth reports after each federal election noting potential impacts to various areas of the federal government affecting Long Beach. Dentons also provides the City with timely reports on the federal budget.

Dentons is currently engaged in ongoing work for the City, including tracking the potential for a federal infrastructure package. Dentons has demonstrated familiarity with the City's infrastructure needs, and is ready to advocate in support for public transportation infrastructure and building facility needs, should funding become available. Dentons has also been a critical part of the City's advocacy efforts to include two breakwater modification alternatives in the East San Pedro Bay Ecosystem Restoration Feasibility Study Report. The firm has also supported the City in seeking potential federal funding for Community Hospital of Long Beach, as well as worked with the City on Department of Defense grant funds that have assisted in the land use transition of the former Boeing C-17 site.

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Dentons was selected and approved by the City Council in 2016 as the City's professional federal legislative advocacy firm through a Request for Proposals (RFP) process. After a rigorous review of proposals by a selection committee, comprised of staff from the City Manager's Office, Dentons was selected based on their qualifications and best value for services. Given their extensive familiarity with the City's federal legislative agenda and current advocacy initiatives being conducted, coupled with the unchanged competitive pricing recently offered to the City, staff recommends extending the contract with Dentons. Reentering the competitive bid process for these services and selecting a new provider would require significant staff time and resources to establish an understanding of the City's federal legislative agenda.

This matter was reviewed by Deputy City Attorney Linda T. Vu and by Budget Analysis Officer Julissa Jose-Murray on January 17, 2019.

TIMING CONSIDERATIONS

City Council action is requested on February 5, 2019, to extend the City's contract with Dentons and avoid any disruption in services.

FISCAL IMPACT

The annual contract cost will not exceed \$138,000, based on a monthly retainer of \$10,000, and up to \$18,000 in annual expenses, to be approved on a case by case basis by the City. There are sufficient funds budgeted in the General Fund (GF) in the City Manager Department (CM) to support this contract. The cost of federal legislative representation services in the City Manager's Office is shared by departments and funds throughout the City that benefit from these services, including non-General Fund operations. There is no local job impact associated with this recommendation.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,


PATRICK H. WEST
CITY MANAGER