

**C-7**

CITY OF LONG BEACH

OFFICE OF THE CITY MANAGER

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GERALD R. MILLER
CITY MANAGER

January 9, 2007

HONORABLE MAYOR AND COUNCIL MEMBERS
City of Long Beach
California

RECOMMENDATION:

Authorize the City Manager to execute an amendment to contract No. 29372 extending the term an additional nine months for federal legislative representation services provided by E. Del Smith and Company, Inc., for an amount not to exceed \$88,740 and increase appropriations in the General Fund (GP) in the City Manager's Office (CM) by \$88,740. (Citywide)

DISCUSSION

The firm of E. Del Smith and Company, Inc. has represented the City of Long Beach in Washington, D.C., before the United States Congress and various federal agencies for over 37 years. The most recent contract between the City and E. Del Smith and Company, Inc., which was authorized by the City Council on October 18, 2005, and extended on October 3, 2006, and expired on December 31, 2006.

During Fiscal Year 2006, the City Manager implemented a Request for Proposals (RFP) process to seek proposals from professional consulting firms to provide federal legislative representation services. After a lengthy and rigorous review process, Van Scoyoc Associates, Inc. was selected to represent Long Beach as the City's primary federal legislative representative.

It is recommended that the City retain the services of E. Del Smith and Company, Inc. to facilitate a smooth transition to a new federal representative and to work on high-priority issues for which the firm has unique qualifications. Specific issues where E. Del Smith and Company, Inc. will be helpful over the next nine months may include targeted advocacy to secure more C-17 production orders and continuing discussions regarding transportation funding for the next Surface Transportation Reauthorization bill.

This letter was reviewed by Deputy City Attorney Lori A. Conway and Budget Management Officer David Wodynski on January 4, 2007.

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TIMING CONSIDERATIONS

City Council action is requested on January 9, 2007, to ensure that the City is continuously represented in Washington, D.C., when the new 110th Congress is seated in January 2007.

FISCAL IMPACT

The total cost for the extension of the contract with E. Del Smith and Company, Inc. for the remainder of Fiscal Year 2007 will not exceed \$88,740, based on a monthly retainer of \$9,860 for nine months. This contract will expire on September 30, 2007, at which time it is expected that Van Scoyoc Associates, Inc. will assume all duties as the City's federal legislative representative.

Funds to support legislative advocacy are budgeted in the General Fund (GP) in the City Manager's Office (CM); however, a one-time increase in appropriations of \$88,740 is needed to accommodate the cost of this extension for the remainder of the fiscal year. The cost of federal legislative representation services is shared by departments and funds throughout the City that benefit from these services, including many non-General Fund operations.

SUGGESTED ACTION:

Approve recommendation.

Respectfully submitted,


GERALD R. MILLER
CITY MANAGER

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