



CITY OF LONG BEACH

OFFICE OF THE CITY MANAGER

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GERALD R. MILLER
CITY MANAGER

November 23, 2004

HONORABLE MAYOR AND COUNCIL MEMBERS
City of Long Beach
California

SUBJECT: Contract for Federal Legislative Advocacy Services (Citywide)

DISCUSSION

E. Del Smith and Company, Inc., has successfully represented the City of Long Beach in Washington, D.C. before the United States Congress and various federal agencies for over 30 years. The previous contract between the City and E. Del Smith and Company, Inc., which was amended by the City Council on July 6, 2004, expired at the end of the Fiscal Year 2004 (FY 04). Based on E. Del Smith and Company, Inc.'s unique access and influence in Washington, D.C., and its extensive understanding of the City of Long Beach and related agencies, the approval of this proposed annual contract is recommended.

The previous contract with E. Del Smith and Company, Inc., was temporarily augmented for the provision of enhanced advocacy services related to the federal Transportation Equity Act – Legacy for Users (TEA-LU) at a monthly rate of \$22,580. Thanks to the collective hard work of our advocacy team and our City's elected officials over the last year, approximately \$6 billion will now be included in the TEA-LU for projects of national significance, with an anticipated \$765 million of those funds to be allocated for the I-710/Gerald Desmond Bridge project.

It is recommended that the City return to the historical funding amount of \$9,480 per month. The enhanced retainer for advocacy services was a temporary agreement which the City cannot continue to fund due to current financial circumstances. The historical amount of \$9,480 per month should be sufficient to appropriately represent the City of Long Beach's interests as it pursues its FY 2005 federal advocacy agenda.

This letter was reviewed by Senior Deputy City Attorney Donna F. Gwin on November 16, 2004 and Budget Management Officer David Wodynski on November 15, 2004.

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TIMING CONSIDERATIONS

City Council action is requested on November 23, 2004 to ensure continuation of services from E. Del Smith and Company, Inc.

FISCAL IMPACT

The annual cost for this service is \$113,760, based on a monthly retainer of \$9,480. Funds to support this activity are budgeted in the General Fund (GP) in the City Manager's Office (CM).

IT IS RECOMMENDED THAT THE CITY COUNCIL:

Authorize the City Manager to execute the contract for federal legislative advocacy services with E. Del Smith and Company, Inc., in the amount of \$113,760 for a period of one year.

Respectfully submitted,



GERALD R. MILLER
CITY MANAGER

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