



**CITY OF FORT LAUDERDALE
City Commission Agenda Memo
REGULAR MEETING**

#21-0678

TO: Honorable Mayor & Members of the
Fort Lauderdale City Commission

FROM: Chris Lagerbloom, ICMA-CM, City Manager

DATE: November 16, 2021

TITLE: Motion Approving Agreements for Federal Legislative and Executive
Branch Representative Services – Alcalde & Fay, Ltd. Inc, and Akin Gump
Strauss Hauer & Feld LLP - \$480,000 - **(Commission Districts 1, 2, 3 and
4)**

Recommendation

Staff recommends the City Commission approve agreements, in substantially the forms attached, for federal legislative and executive branch representative services for an initial three year term with Alcalde & Fay, Ltd. Inc. and Akin Gump Strauss Hauer & Feld LLP in the annual amount of \$40,000 and \$120,000, respectively, for a combined annual amount of \$160,000, and a total three year initial term amount of \$480,000 (\$160,000 in Fiscal Year 2022; \$160,000 in Fiscal Year 2023; and \$160,000 in Fiscal Year 2024), and authorize the City Manager to approve three (3) additional one-year renewal options, contingent upon appropriation of funds.

Background

The Procurement Services Division issued a request for proposals (RFP) for qualified professional firms to represent the City's interest within the federal legislative and executive branches of government.

The background of the solicitation process includes the following:

- August 10, 2021 – RFP No. 12569-215 - was issued for federal legislative and executive branch lobbyist services - rebid.
- August 20, 2021 – The RFP closed with a total of five proposals including:
 - GrayRobinson, P.A.
 - Alcalde & Fay, Ltd, Inc.
 - Becker & Poliakoff
 - Thorn Run Partners
 - Akin Gump Strauss Hauer & Feld LLP

- August 31, 2021– The evaluation committee consisting of Daphnee Sainvil, Anthony Fajardo, and Greg Chavarria met with Erin Saey, from the Procurement division, to evaluate and rank the firms based on the evaluation shown below:

EVALUATION CRITERIA	WEIGHT
<u>ABILITY TO MEET OBJECTIVES</u>	
Understanding of City of Fort Lauderdale’s legislative, budgetary, and policy needs as presented in a narrative proposal. This will include the proposed methods to meet those needs. Proposed reports and other correspondences offered as ways to communicate with and report to the Commission and City staff.	20%
<u>QUALIFICATIONS</u>	
Qualification of Firm – Firm’s experience in State Legislative Lobbyist Services to include but not be limited to: demonstrated knowledge of legislative affairs, interpretations of legal and financial implications, legislative policy statements, interpersonal relationships with key legislators, credentials of the firm, including certifications, licenses and experience of staff assigned to this contract.	30%
Past Performance – References, proven success in obtaining appropriations, success in bill drafting and gaining support for the proposed legislation and proven success in protecting and/or advocating clients’ position on proposed legislation.	20%
Total Cost to the City	30%
TOTAL PERCENT AVAILABLE:	100%

- September 17, 2021 – The evaluation committee consisting of Daphnee Sainvil, Anthony Fajardo, and Greg Chavarria reconvened with Erin Saey, and James Hemphill from the Procurement division to re-evaluate and re-rank the firms due to a scoring discrepancy discovered from the previous meeting. A committee member had to correct their scoring/ranking sheet to properly assign one of the weighted criteria from a decimal number to a whole number to comply with instructions provided to the committee members, to rank the highest firm with a 1, the next highest a 2, and so on.

The evaluation committee recommended award to the following top ranked proposers:

Alcalde & Fay, Ltd, Inc.
Akin Gump Strauss Hauer & Feld LLP
Becker & Poliakoff, P.A.

Upon further review, Becker & Poliakoff was deemed ineligible to receive a contract due to legal conflicts with the City.

The evaluation committee reconvened on October 7th, 2021, to discuss this change and make a new recommendation. They recommended award to the remaining two firms.

The Technical Evaluation Committee determined that the selected firms met the criteria as specified in the published RFP and are recommending the following for award:

- Alcalde & Fay, Ltd., Inc.
- Akin Gump Strauss Hauer & Feld LLP

Akin Gump Strauss Hauer & Feld LLP (Akin) was the highest ranked firm in every category within the weighted criteria except for pricing. Akin's pricing significantly impacted its overall combined points. However, Akin's pricing is reflective of the efficacy, staffing, and overall reach it has with the federal government.

None of the respondents, above, indicated their status as a Disadvantaged Business Enterprise.

Resource Impact

There will be a fiscal impact to the City in the amount of \$160,000 in FY2022 in the account listed below. Future expenditures are contingent upon approval and appropriation of the annual budget.

<i>Funds available as of October 12, 2021</i>					
ACCOUNT NUMBER	INDEX NAME (Program)	CHARACTER CODE/ SUB-OBJECT NAME	AMENDED BUDGET (Character)	AVAILABLE BALANCE (Character)	AMOUNT
001-MGR190101-3122	Govt Affairs & Economic Development	Services and Materials/ Lobbying Services	\$517,228	\$517,228	\$160,000
TOTAL AMOUNT ►					\$160,000

Strategic Connections

This item is a *2021 Top Commission Priority*, advancing the Infrastructure initiative.

This item supports the *Press Play Fort Lauderdale 2024 Strategic Plan*, specifically advancing:

- The Infrastructure Focus Area
- Goal 1: Build a sustainable and resilient community
- The Internal Support Focus Area
- Goal 8: Build a leading government organization that manages all resources wisely and sustainably
- Objective 4: Provide safe, well-maintained, and efficient facilities and capital assets.

This item advances the *Fast Forward Fort Lauderdale 2035* Vision Plan: We are Ready.

Attachments

Exhibit 1 - Solicitation

Exhibit 2 - Scoring Summary Sheet

Exhibit 3 - Alcalde & Fay, Ltd., Inc. Agreement

Exhibit 4 - Akin Gump Strauss Hauer & Feld LLP Agreement

Prepared by: Daphnee Sainvil, Program Manager II, City Manager's Office
James Hemphill, Asst. Procurement & Contracts Manager, Finance
Claudelle Rose, Sr. Admin Assistant, Finance

Department Directors: Susan Grant, Finance
Chris Lagerbloom, City Manager