



City of Culver City

Staff Report

File #: 18-0664, Version: 1

Item #: A-4.

CC - (1) Approval of an Agreement with Van Scoyoc Associates, Inc. for Federal Lobbyist Services to Advance the City of Culver City's Positions on the Southern California Metroplex Project in an Amount Not-to-Exceed \$33,000 for Fiscal Year 2017-18 (2) Authorization for the City Manager to Approve Two One-Year Amendment(s) to the Agreement in an Additional Amount Not-to-Exceed \$75,000 per Year; and (3) Consideration of the Continuation of the FAA City Council Subcommittee of Council Members Clarke and Eriksson.

Meeting Date: January 22, 2018

Contact Person/Dept: Shelly Wolfberg/City Manager's Office

Phone Number: (310) 253-6008

Fiscal Impact: Yes No

General Fund: Yes No

Public Hearing: **Action Item:** **Attachments:**

Commission Action Required: Yes No **Date:**

Public Notification: (E-Mail) Meetings and Agendas - City Council (01/17/18); LAX Airport - Overflights and Other Impacts Gov Delivery e-mail list; RFP #1652 Bidders.

Department Approval: John M. Nachbar (01/17/18)

RECOMMENDATION

Staff recommends the City Council (1) approve a Professional Services Agreement with Van Scoyoc Associates, Inc. (VSA) for Federal Lobbyist Services to advance the City of Culver City's positions on the Southern California Metroplex Project in an amount not-to-exceed \$33,000 for Fiscal Year 2017-18; (2) authorize the City Manager to approve two one-year amendment(s) to the Agreement in an additional amount not-to-exceed \$75,000 per year; and (3) consider the continuation of the FAA City Council Subcommittee of Council Members Clarke and Eriksson.

BACKGROUND/DISCUSSION

On March 27, 2017, the City Council directed staff to pursue the retention of an advocate to advance the City of Culver City's positions on the Southern California Metroplex Project based in or near the

Washington D.C. area. A Request for Proposals (RFP #1652) was issued on August 17, 2017 and responses were due on September 21, 2017. The following eight proposals were received:

Firm	Monthly Retainer
Smith Dawson & Andrews	\$18,000
Buchanan Ingersoll & Rooney PC and Chambers, Conlon & Hartwell	\$12,000
David Turch and Associates	\$8,000
Alcade and Fay	\$6,500
Van Scoyoc Associates, Inc. (VSA)	\$6,000
Lockridge Grindal Nauen P.L.L.P.	
Federal Relations Group	\$4,167-\$5,000
Lobbyit	\$2,995

A committee of Council Member Clarke, Council Member Eriksson, the City's aviation consultant, outside legal counsel, and staff from the City Attorney's and City Manager's Offices reviewed all proposals and interviewed two firms on December 18, 2017. Staff recommends hiring VSA to engage in the following activities on behalf of the City with regards to all SoCalMetroplex project activities:

1. Keeping the City abreast of Federal legislation through analysis and recommendations for advocacy;
2. Assisting in the development, proposal and sponsorship of Federal bills/amendments needed to further the City's goals and priorities, including modifying the flight paths to and from the Los Angeles International Airport that directly impact Culver City residents and businesses;
3. Working with Federal legislative staff and members to advocate passage of said bills and/or amendments to bills;
4. Coordinating and facilitating meetings with appropriate federal agencies, legislative staff and elected officials in Washington, DC and Southern California to communicate the City's interests, concerns, needs, etc.;
5. Meeting periodically with staff either in person or via conference call; and
6. Representing the City's interests to all federally elected officials, staff, and agencies.

VSA demonstrated the most applicable experience out of all respondents, having experience influencing legislation, regulations, and guidance on aviation issues and issues related to airport noise. Vice President Steve Palmer, who will serve as principal advocate for the City, was Staff Director of the Senate Aviation Subcommittee, Assistant Secretary for Governmental Affairs at the U. S. Department of Transportation, and has advocated for aviation interests for more than 18 years. Van Scoyoc's Channon Hanna served on the Senate Commerce, Science and Transportation Committee, worked as Senior Legislative Representative at the Airports Council International, North America, and has advocated on a variety of aviation issues.

In the past five years, VSA has worked on similar projects for the City of Palo Alto, California; the City of Tempe, Arizona; the City of East Point, Georgia; the County of San Diego, California; the Wayne County Airport Authority, Detroit, Michigan; the Sacramento County Airport System, California; and the Hillsborough County Aviation Authority which operates Tampa International Airport in Florida.

VSA provided complete, comprehensive responses to all parts of the multi-faceted scope of services

outlined in the RFP and during the interview. VSA's proposed a monthly retainer that was among the most competitive fees of all of the experienced respondents. The firm provided references from entities similar to the City of Culver City and for projects that are similar in nature to Culver City's.

If approved by City Council, staff will begin the process to negotiate a final agreement with VSA. The Subcommittee and staff recommend that the City enter into an agreement with VSA through June 30, 2018, in an amount not-to-exceed \$33,000 (retainer and travel costs) with the option to have the City Manager approve two one-year amendment(s) to the Agreement in an additional amount not-to-exceed \$75,000 per year (retainer and travel costs).

Additionally, the Subcommittee has expressed interest in remaining engaged in this issue through the development of the engagement strategy with VSA and City staff.

FISCAL ANALYSIS

The fiscal impact for Fiscal Year 2017-18 is an amount not-to-exceed \$33,000 for an agreement with VSA. There are sufficient funds from appropriated reserves. Staff will request any extensions to the Agreement with FSA through future budget requests.

ATTACHMENTS

None.

MOTION

That the City Council:

1. Approve a Professional Services Agreement with Van Scoyoc Associates, Inc. (VSA) for Federal Lobbyist Services to advance the City of Culver City's positions on the Southern California Metroplex Project in an amount not-to-exceed \$33,000 for Fiscal Year 2017-18; and,
2. Authorize the City Manager to approve two one-year Amendment(s) to the Agreement in an additional amount Not-to-Exceed \$75,000 per year; and
3. Authorize the City Attorney to review/prepare the necessary documents; and,
4. Authorize the City Manager to execute such documents on behalf of the City; and
5. Consider the continuation of the FAA City Council Subcommittee of Council Members Clarke and Eriksson; or
6. Provide alternate direction as deemed appropriate.