


## COUNCIL COMMUNICATION

 CITY OF DES MOINES OFFICE OF THE CITY MANAGER	Number:	<b>22-444</b>	Meeting:	<b>October 3, 2022</b>
	Agenda Item:	<b>38</b>	Roll Call:	<b>22-1527</b>
	Submitted by:	<b>Scott E. Sanders, City Manager</b>		

### AGENDA HEADING:

Approving an extension to the contract with Cornerstone Government Affairs (CGA) for federal lobbying services.

### SYNOPSIS:

Staff recommends Council approve extending the contract with CGA, a Washington D.C. lobbying firm from September 1, 2022, to December 31, 2022, to assist in securing federal funds, providing governmental affairs services and strategic advice to address federal policy issues facing the City. CGA will assist in building key relationships with federal agencies and decision makers in order to facilitate projects and issues at the federal level of government.

### FISCAL IMPACT:

Amount: Not to exceed \$28,000.

Source: FY2022-23 Operating Budget:

- \$16,800 City Manager Administration (G001, CM001000)
- \$2,800 Sanitary Sewer Enterprise Fund (E101, PW248420)
- \$8,400 Storm Sewer Utility Enterprise Fund (E301, PW248423)

### ADDITIONAL INFORMATION:

- The City Council may on a case-by-case basis, upon the recommendation of the City Manager for good cause shown, exempt contracts for the provision of goods and/or services from the request for proposals process and authorize the negotiation of a contract for the procurement of goods and/or services estimated to cost in excess of \$50,000.
- Given the City's current relationship with CGA, and the unsettled nature of many items at the federal level with which the City has a carefully developed legislative strategy, it would be in the City's best interest to retain CGA at this time. Some examples of work in progress with CGA include:
  - Federal grant application facilitation, especially as it pertains to new funding opportunities through the Inflation Reduction Act

- Southeast Connector
- Change in federal executive, departments and agencies, and programs
- Coordination with the City's Director of Governmental Relations
- The deliverables provided by CGA would continue to include:
  - Federal Relations Strategy - assist the City in development of an overall federal relations strategy and provide support for this strategy including: meeting with Council Members and City staff, identifying congressional funding opportunities, following up with key decision makers, and tracking Congressional funding outcomes.
  - Weekly Grant Notification - provide information on recently announced federal grant opportunities that fit the City's needs.
  - Drafting Legislation - complete support in drafting entire bills or limited provisions for pending legislation.
  - Drafting Testimony - preparation of testimony for presentation before congressional committees when needed.
  - Political Intelligence - maintain strong bi-partisan relationships with both the congressional delegation and federal agencies to allow for quick assessment of issues as they arise. Monitor national legislation of interest to the City.
  - Forms and Applications - provide the City with support of funding applications to federal agencies. As needed, the firm will review applications and help the City to secure the support of senior administration and key congressional officials for funding.
  - Washington Visits - assist with scheduling and agendas to ensure that the City's visits to Washington, D.C. are effective and efficient.
  - Regular Updates - provide regular updates of all government affairs activities. The firm will provide regular updates describing the status of the City's various federally related priorities. There will be more emphasis on providing updates to the Mayor and Council Members.
  - CGA holds conference calls with City staff and Council Members every two (2) weeks and as needed to discuss the status of appropriation request and other federally funded projects of interest to the City.

**PREVIOUS COUNCIL ACTION(S):**

Date: August 20, 2018

Roll Call Number: [18-1415](#)

Action: [Accepting](#) proposal of Cornerstone Government Affairs, Inc. to provide federal government relations consulting and lobbying services and authorizing the City Manager to execute agreement. ([Council Communication No. 18-419](#)). Moved by Boesen to approve. Motion carried 7-0.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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