



Legislation Text

File #: 82567, **Version:** 1

Fiscal Note

The proposed resolution approves a two-year contract with Covino Smith & Simon, Inc. to represent the City's interests on a federal level. Under the proposed terms the annual cost of the contract will be \$42,000.00 with an option for a two-year renewal at the same annual fee of \$42,000.00.

The 2024 adopted budget includes \$36,000 for federal liaison services. This was based on the previous contract with Simon & Company, which ended in 2023. The additional \$6,000 in costs may be absorbed in the direct appropriations professional services budget without requiring a budget transfer or reappropriation of funds if there is sufficient underspending in other contracts. Expenditures will be monitored through quarterly budget projections and a reallocation will be requested in the mid-year or year-end appropriation if needed. At this time, no additional appropriation is required.

Title

Authorizing the Mayor and City Clerk to execute a sole source Purchase of Services Contract with Covino Smith & Simon, Inc. for federal lobbying services for two years with the option of a two-year renewal.

Body

WHEREAS, Covino Smith & Simon, Inc. ("Simon") has spent over twenty years focusing on representing local governments in Washington DC; and

WHEREAS, Covino Smith & Simon, Inc., formerly known as Simon and Company, has been representing the City of Madison at the federal level for decades; and

WHEREAS, Simon currently represents the City of Madison's interests on the Federal level, including providing regular information and updates on federal funding opportunities and legislative developments, assisting in the pursuit of federal competitive discretionary grants, and working with the White House, federal agencies and the city's federal legislative delegation on legislative and regulatory issues, coordinating city officials agendas in Washington and acting as liaison to national organizations; and

WHEREAS, Simon has developed an intimate understanding of the City's operations, priorities and staff; and

WHEREAS, Simon has been instrumental in the City's recent federal funding successes such as funding for COPS; federal transit funding for bus rapid transit and electric busses; traffic safety measures as part of Vision Zero; reconstruction of the John Nolen Drive bridge overpass, and many others; and

WHEREAS, the City and Simon have negotiated a contract with a flat fee of \$42,000 per year, inclusive of all services and expenses, for a term of 2 years with an option for a two-year renewal at the same annual fee of \$42,000, and

WHEREAS, under MGO 4.26(4)(a), a service contract with a total price over the lifetime of the contract of \$50,000 or more that was not competitively selected must be approved by the Common Council and must meet one of the exceptions in MGO 4.26(4)(b); and

WHEREAS, for the reasons stated on the attached Noncompetitive Selection Request Form, the proposed contract meets both the "sole source" exception in MGO 4.26(4)(b)2., and the exception in sec. 4.26(4)(b)7. for

the use of a past consultant who has provided similar services in the recent past and it would be economical on the basis of time and money to retain the same consultant;

NOW, THEREFORE, BE IT RESOLVED, that the Mayor and City Clerk are authorized to execute a contract as described above with Covino Smith & Simon, Inc., for the purpose, duration and price set forth above, and the Finance Director's designee is authorized to execute the optional two-year extension if desired by the City and if funds are so budgeted.