



## Legislation Text

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**File #:** 59636, **Version:** 1

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### **Fiscal Note**

The proposed resolution approves a two-year contract with Simon and Company to represent the City's interests on a federal level. Under the proposed terms, the annual cost of the contract will be \$36,000. The 2020 Adopted Operating Budget includes \$40,000 in Direct Appropriations for this contract.

### **Title**

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

### **Body**

WHEREAS, Simon and Company, Inc. ("Simon") has spent over twenty years focusing on representing local governments in Washington DC; 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 numerous federal funding successes such as funding for COPS funding, East Washington rebuilding, Central Park, brownfields and environmental projects; and

WHEREAS, Simon has proposed a contract with a flat fee of \$36,000 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 \$36,000, 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 Simon and Company, 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.