



**City of Santa Ana**  
**20 Civic Center Plaza, Santa Ana, CA 92701**  
**Staff Report**  
**March 21, 2023**

---

**TOPIC:** Federal Legislative Advocacy Services

---

**AGENDA TITLE**

Second Amendment to Professional Services Agreement with Holland & Knight LLP for Federal Legislative Advocacy Services

**RECOMMENDED ACTION**

Approve a second amendment to an agreement with Holland & Knight LLP for federal legislative advocacy services for a three-month term from April 1, 2023 through June 30, 2023, in an amount not to exceed \$29,400, subject to non-substantive changes approved by the City Manager and City Attorney.

**DISCUSSION**

Local governments rely on the expertise of state and federal legislative advocacy firms to represent their respective government agencies in Sacramento and Washington DC. This service includes legislative monitoring and analysis, state budget advocacy, and grant coordination and advocacy. These firms also provide monitoring of executive proposals and legislation, as well as administrative rules and regulations that may affect cities. Legislative advocacy services are also essential in identifying funding opportunities, grant applications, and other special programs for which the City may qualify.

**About Holland & Knight LLP**

In 2013, the City conducted a competitive RFP process for federal legislative advocacy services, which yielded three respondents. One of the respondents was the then-existing consultant, The Ferguson Group, who had been providing the City with federal legislative advocacy services since 1987. According to evaluation/scoring/rating criteria, Holland & Knight, the City's current firm, ranked one out of three. On December 16, 2013 the City Council awarded an agreement to Holland & Knight for a one-year term in an amount not to exceed \$84,100. The original agreement was amended several times to extend its term, and the current agreement with Holland & Knight expires on March 31, 2023.

Staff has prepared a second amendment (Exhibit 1) to the existing agreement with Holland & Knight LLP for federal legislative advocacy services, to provide services for an additional three-month term from April 1, 2023 through June 30, 2023. During these three months, staff will complete a competitive Request for Qualifications process to continue receiving federal legislative advocacy services.

**FISCAL IMPACT**

Funds are available for expenditure in Fiscal Year 2022-23 in the following account:

<b>Fiscal Year</b>	<b>Accounting Unit – Account No.</b>	<b>Fund Description</b>	<b>Accounting Unit – Account No. Description</b>	<b>Amount</b>
2022-23	01104012-62300	General Fund	Contract Services - Professional	\$29,400

**EXHIBIT(S)**

1. Second Amendment to Agreement

Submitted By: Kristine Ridge, City Manager

Approved By: Kristine Ridge, City Manager