



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:

Fiscal Year	Accounting Unit – Account No.	Fund Description	Accounting Unit – Account No. Description	Amount
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