

**Metropolitan Transportation Commission
Administration Committee**

February 8, 2023

Agenda Item 2c

**Contract Amendment – Federal Advocacy Services: Summit Strategies Government
Affairs LLC (\$985,000)**

Subject:

Request for authorization to negotiate and execute a contract amendment with Summit Strategies Government Affairs LLC (Summit Strategies) to add \$985,000, for a total contract amount not to exceed \$1,885,000, for federal advocacy services and approval to exercise the option to extend the contract term through March 31, 2026.

Background:

In March 2020, the MTC Administration Committee approved a three-year contract with Summit Strategies in an amount not to exceed \$900,000 (\$300,000/year) for federal legislative advocacy services, with an option to extend for another three years.

Over the past three years, the Summit Strategies team – comprised of six advocates – has successfully supported MTC’s efforts in Washington, D.C. through direct advocacy to elected officials, planning and executing lobby days to create opportunities for Commissioners and ABAG leadership to meet with Members of Congress and to build a relationship with officials at the U.S. Department of Transportation and U.S. Department of Housing and Urban Development (HUD), as well as coordinated with national partners to advance MTC’s advocacy agenda.

For example, during the 2020 federal COVID relief negotiations, the Summit Strategies team helped secure support from national labor leaders for transit emergency assistance, complementing direct advocacy from MTC and transit operators on the issue. More recently, the Summit Strategies team worked with House and Senate transportation appropriations staff, California House and Senate leadership and a national coalition of transit operator D.C. advocates to secure a \$425 million augmentation of the Capital Investment Grant (CIG) program for projects with secured full funding grant agreements but that are facing significant cost overruns. Bay Area transit operators – BART and Caltrain – will receive roughly \$75 million, or 18 percent of the CIG augmentation. The DC team also worked to secure \$85 million for a new HUD grant program, incorporating language that will allow the Bay Area Housing Finance

Authority to compete for funding. This success came out of MTC and ABAG's in person-meetings this past June on Capitol Hill and continued advocacy in the months following.

Contract Amendment for Ongoing Work

The proposed contract amendment would extend the contract with Summit Strategies through March 31, 2026 to allow them to continue providing federal advocacy services for MTC. This proposed amendment would add an amount not to exceed \$985,000, which includes \$25,000 in FY2022-23 to close out the existing three-year contract and \$960,000 to fund the three-year contract extension. This amount reflects a five percent rate increase to \$315,000 in the first year (April 1, 2023 through March 31, 2024), with additional increases of roughly 1.5 percent per year for the next two years (\$320,000 for April 1, 2024 through March 31, 2025 and \$325,000 for April 1, 2025 through March 31, 2026). This rate is on par with the rates transportation agencies in the Bay Area and across California are paying for federal lobbying services, with modest inflationary increases.

Neither Summit Strategies nor the listed subcontractors are a Small Business Enterprise or Disadvantaged Business Enterprise.

Issues:

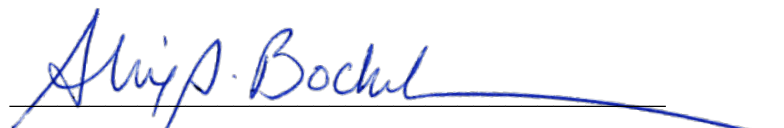
None identified.

Recommendations:

Staff recommends that the Committee authorize the Executive Director or designee to negotiate and enter into a contract amendment with Summit Strategies in an amount not to exceed \$985,000 for a new contract total not to exceed the amount of \$1,885,000, to perform federal advocacy services, and to approve exercising the option to extend the contract through March 31, 2026 subject to the approval of MTC budgets through Fiscal Year 2025-26.

Attachments:

- Attachment A: Request for Committee Approval – Summary of Proposed Contract Amendment


Alix A. Bockelman

Request for Committee Approval

Summary of Proposed Contract Amendment

Work Item No.: 1132

Consultant: Summit Strategies Government Affairs LLC
Washington D.C.

Work Project Title: Federal Legislative Advocacy Services

Purpose of Project: To provide lobbying services in Washington, D.C.

Brief Scope of Work: Represent MTC's interests at the federal level before the United States Congress, United States Department of Transportation and other Administration officials, and with national transportation partners.

Project Cost Not to Exceed: \$985,000 (this amendment)
Total contract before this amendment: \$900,000
Total authorized contract after this amendment: \$1,885,000

Funding Source: General Fund

Fiscal Impact: \$103,750 is available in MTC's fiscal year (FY) 2022-23 budget and the remainder is subject to approval in future year budgets.
\$103,750 for the remainder of FY 2022-23
\$316,250 for FY 2023-24
\$321,250 for FY 2024-25
\$243,750 for FY 2025-26 through March 31, 2026

Motion by Committee: That the Executive Director or designee is authorized to negotiate and enter into a contract amendment with Summit Strategies Government Affairs LLC for federal legislative advocacy services described above and in the Administration Committee Summary Sheet dated February 8, 2023, that the Chief Financial Officer is authorized to set aside \$985,000 for such amendment subject to approval of the FY 2023-24, FY 2024-25 and FY 25-26 agency budgets and to approve exercise the option to extend the contract term through March 31, 2026 .

Administration Committee:

Federal D. Glover, Chair

Approved:

February 8, 2023