

Metropolitan Transportation Commission Administration Committee

October 9, 2019

Agenda Item 3c

Contract Amendment – Legislative Representation in Washington, D.C.: Government Relations, Inc. (\$300,000)

Subject: This item requests Committee approval to amend an existing sole-source contract with Government Relations, Inc. (a lobbying firm founded and operated by Mr. Tom Bulger) to provide legislative representation in Washington, D.C. by extending his contract (originally executed in 2013 and extended through two separate two-year contract amendments on a sole source basis) for one year, from November 1, 2019 through October 31, 2020 at an additional cost of \$300,000 based on the current rate.

Background: MTC has long been recognized as a national leader in transportation policy and much of that success is due to the excellent work of Mr. Tom Bulger, President, Government Relations, Inc. who has served the Commission in Washington, D.C. for over 30 years, during five federal transportation authorization cycles, including the FAST Act enacted in 2015. In that timeframe, Mr. Bulger was instrumental in helping the Bay Area overcome numerous obstacles, secure billions in funds, and expand the role and resources provided to metropolitan planning organizations (MPOs), laying the foundation for the strong institution MTC is today.

Mr. Bulger has notified us of his retirement from MTC's service in November 2020, and we will miss his extensive knowledge of MTC and Bay Area transportation issues. We will transition to a new representation in Washington, D.C. and to ensure a smooth transition and provide an opportunity for a new lobbyist to be brought up to speed prior to Mr. Bulger's departure, staff recommends a 12-month extension of the current contract. Staff is currently working on a request for proposals for a federal lobbying contract to be released before the end of the year.

Government Relations, Inc. is neither a small business nor a disadvantaged business enterprise and has no subcontractors.

Next Steps for Long-Term Federal Lobbyist Contract

Staff is planning to issue a request for proposals for federal lobbying services for a three-year term with an option to extend for an additional three years. The scope of services should include representing MTC with key Congressional offices, committee staff, Administration officials and federal agency staff; organizing MTC's annual Washington, D.C. trip; securing meetings as needed; and coordinating with MTC's partners in Washington, D.C., as needed. Qualifications should include strong relationships with the Bay Area delegation and United States Department of Transportation staff and familiarity with federal transportation policy. MTC's advocate should play a *complementary and additive* role to each of the many transportation agencies throughout the Bay Area – helping to

make sure that federal policy and programs benefit the entire Bay Area, and not hold contracts with other Bay Area transportation agencies to avoid conflicts of interest given the many instances in which agencies are competing for funds.

Federal Lobbying Contract Schedule

A draft schedule for implementing this proposal follows.

Federal Lobbying Contract Schedule	
October 2019	Tom Bulger contract renewal (one year) MTC Administration Committee
December 2019	Post request for qualifications for new federal lobbyist
January-February 2020	Proposal submittal deadline; interviews held
Spring 2020	<ul style="list-style-type: none">• MTC Legislation Committee and MTC Administration Committee approval• New federal advocacy contract begins
Summer 2020	Tom Bulger's contract expires

Issues: None

Recommendation: Staff recommends that the Committee authorize the Executive Director or designee to enter into a contract amendment with Government Relations, Inc. on a sole source basis in an amount not to exceed \$300,000 to fund MTC legislative representation in Washington, D.C.

Attachments: Request for Committee Approval – Summary of Proposed Contract Amendment



Therese W. McMillan

REQUEST FOR COMMITTEE APPROVAL

Summary of Proposed Contract Amendment

Work Item No.:	1132
Consultant:	Government Relations, Inc.
Work Project Title:	Federal representation in Washington, D.C.
Purpose of Project:	To provide lobbying services in Washington, D.C.
Brief Scope of Work:	Represent MTC's interest at the federal level before the Bay Area legislation delegation and Trump Administration
Project Cost Not to Exceed:	This amendment (3 rd amendment from original 2013 contract): \$300,000 Current contract amount before this amendment: \$1,628,400 Maximum contract amount after the amendment: \$1,928,400
Funding Source:	General Funds
Fiscal Impact:	\$200,000 is included in the FY 2019-20 Agency Budget; the remaining \$100,000 is subject to inclusion in and approval of MTC's FY 2020-21 Agency Budget.
Motion by Committee:	That the Executive Director or designee is authorized to negotiate and enter into a contract amendment with Government Relations, Inc. for lobbying services described above and in the Administration Committee Summary Sheet and the Chief Financial Officer is authorized to set aside \$300,000 for such amendment, subject to necessary budgeting approvals.
Administration Committee:	<hr/> Federal D. Glover, Chair
Approved:	Date: October 9, 2019