



NORTHEAST OHIO AREA WIDE COORDINATING AGENCY

MEMORANDUM

TO: NOACA Board of Directors

FROM: Grace Gallucci, Executive Director

DATE: December 4, 2015

RE: **Resolution 2015-058 Federal and State Legislative Services Consultants**

ACTION REQUESTED

The Board of Directors is asked to approve the procurement of Federal and State Legislative Services Consultants. The External Affairs Committee and Finance and Audit Committee recommended this action.

BACKGROUND/JUSTIFICATION FOR CURRENT ACTION

The NOACA region, representing Cuyahoga, Geauga, Lake, Lorain and Medina counties, contains 670,795,906 square feet of federal aid roadways and 3,053 bridges. This is \$6 billion in infrastructure assets that are to be maintained in a state of good repair. It is estimated that \$1 billion is needed in order to address the asset management needs of the NOACA region.

In light of these significant needs, NOACA staff analyzed the government relations capabilities that were required to advocate funding for a project of national and regional significance such as this. Staff shared an integrated scope of services for Federal and State representation with the NOACA External Affairs Committee on July 10th. The External Affairs Committee asked that the scope of services be inclusive of consultants who could provide State or Federal services combine or individually as well.

The request for proposals was released on July 24th and proposals were due on August 17th. NOACA received 12 proposals. After evaluating the proposals, the NOACA review team interviewed three final teams. Staff provided an overview of the process and selection status to the NOACA External Affairs Committee on October 9th, 2015. The External Affairs Committee recommended the selection of McDonald Hopkins for the State portion of services and Squire Patton Boggs for the Federal portion.

FINANCIAL IMPACT

The proposed contracts will be executed for one year with two option years that can be exercised at the discretion of NOACA. The first year of both contracts will run January 1st, 2016 to December 31st, 2016 at a cost not to exceed \$165,480. NOACA will not exceed the FY2016 budgeted amount of \$110,000 but will

need to budget the full annual amounts in future fiscal years. Three years of contracting with McDonald Hopkins for NOACA's State Legislative Services would cost \$180,000. Three years of contracting with Squire Patton Boggs for NOACA's Federal Legislative Services would cost \$332,520. The total amount of both contracts is not to exceed \$512,520 over three years.

The specific costs for each firm is listed below:

	McDonald Hopkins	Squire Patton Boggs	Total
Year 1	\$60,000	\$105,480	\$165,480
Year 2	\$60,000	\$110,748	\$170,748
Year 3	\$60,000	\$116,292	\$176,292
Totals	\$180,000	\$332,520	\$512,520

CONCLUSION/NEXT STEPS

Upon approval of the Board of Directors, the NOACA Executive Director will execute contracts with each legislative consultant for lobbying services on behalf NOACA and consistent with the 2016 NOACA Legislative Agenda.

GG/mh/2870b

RESOLUTION OF THE BOARD OF DIRECTORS
OF THE
NORTHEAST OHIO AREAWIDE COORDINATING AGENCY

WHEREAS, the Northeast Ohio Areawide Coordinating Agency (NOACA) is the Metropolitan Planning Organization (MPO) for the counties of Cuyahoga, Geauga, Lake, Lorain and Medina, and the areawide water quality management agency for the same region; and

WHEREAS, the NOACA region contains 670,795,906 square feet of federal aid roadways and 3,053 bridges, which amounts to \$6 billion in infrastructure assets that are to be maintained in a state of good repair.

WHEREAS, NOACA is committed to developing a comprehensive transportation asset management program to improve and sustain the condition of the highway infrastructure toward a state of good repair; and

WHEREAS, estimates of revenue needed to effect as state of good repair across the transportation system of the NOACA region are well above \$1.5 billion, including public transportation assets; and

WHEREAS, NOACA staff has analyzed the government relations capabilities that were required to advocate funding for a project of national and regional significance such as this, and has duly informed the NOACA External Affairs Committee of this needed capacity; and

WHEREAS, NOACA's procurement policy requires that these consulting services be obtained through a competitive process following all applicable federal, state, and local policies and regulations, which was accomplished through a Request for Proposals issued on July 24th, 2015, with proposals received on August 17th, 2015, of which the firm of Squire Patton Boggs was the best proposal received for federal legislative services and McDonald Hopkins was the best proposal received for state legislative services, with clearly outstanding skills and experience in the subject matter and a not-to-exceed price of \$512,520 in the aggregate of three contract years.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Northeast Ohio Areawide Coordinating Agency, consisting of 45 principal officials serving general purpose local governments throughout and within the counties of Cuyahoga, Geauga, Lake, Lorain, and Medina that:

Section 1. The Executive Director is hereby authorized to enter into a contract for services with the firm of Squire Patton Boggs in an amount not to exceed \$332,520 for an aggregate of three years, and McDonald Hopkins in an amount not to exceed \$180,000 for an aggregate of three contract years.

Section 2. The Executive Director is authorized to transmit certified copies of this resolution to appropriate federal, state, and local agencies.

Certified to be a true copy of a Resolution of the Governing Board of the Northeast Ohio Areawide Coordinating Agency adopted this 11th day of December 2015.

Secretary: 

Date Signed: 12-11-15