



*City of Arts & Innovation*

# City Council Memorandum

**TO: HONORABLE MAYOR AND CITY COUNCIL      DATE: MARCH 17, 2020**

**FROM: CITY MANAGER'S OFFICE      WARD: ALL**

**SUBJECT: SECOND AMENDMENT TO PROFESSIONAL CONSULTANT SERVICES AGREEMENT WITH ARC STRATEGIES, LLC FOR STATE LOBBYIST SERVICES FOR AN ADDITIONAL ONE-YEAR TERM EFFECTIVE JANUARY 1, 2020 IN THE AMOUNT OF \$80,000, FOR A TOTAL CONTRACT AMOUNT OF \$290,000**

## **ISSUES:**

Approve the Second Amendment to Professional Consultant Services Agreement with Arc Strategies, LLC for State Lobbyist Services for an additional one-year term effective January 1, 2020 in the amount of \$80,000, for a total contract amount of \$290,000.

## **RECOMMENDATIONS:**

That the City Council:

1. Approve the Second Amendment to Professional Consultant Services Agreement with Arc Strategies, LLC for State Lobbyist Services in the amount of \$80,000 for an additional one-year term effective January 1, 2020 with the option to extend for two additional one-year terms, for a total contract amount of \$290,000; and
2. Authorize the City Manager, or his designee, to execute the Second Amendment to Professional Consultant Services Agreement with Arc Strategies, LLC, including making minor and non-substantive changes and to execute the two optional one-year extensions.

## **BACKGROUND:**

The City issued a Request for Proposals (RFP) for a consultant to perform state legislative advocacy services on December 4, 2015. Three proposals were received and evaluated by the City Manager's Office and DiMare Brown Hicks Kessler (DBHK) was selected as the consultant based on their qualifications and cost. A Professional Consultant Services Agreement (Agreement) with DBHK was approved by the City Council on February 9, 2016 in an amount not to exceed \$210,000 for an initial term through December 31, 2019 with the option to extend for three additional one-year terms.

DBHK legally changed their name to Arc Strategies, LLC in 2019 and a First Amendment to the Agreement was executed on October 11, 2019 to reflect their name change.

## **DISCUSSION:**

Arc Strategies, LLC has over 80 years of collective experience working in Sacramento on a broad array of advocacy issues related to legislation and regulation. Since February 2016, they have successfully assisted the City with legislative advocacy efforts at the state level, including providing assistance in securing over \$10 million in grant funding for the Cheech Marin Center for Chicano Art, Culture & Industry. The City Manager's Office is very satisfied with the legislative advocacy services provided by Arc Strategies, LLC and would like to exercise our first option to extend the Agreement for an additional one-year term.

The initial Agreement with Arc Strategies, LLC expired on December 31, 2019; therefore, the Second Amendment to extend the Agreement through December 31, 2020 requires a retroactive approval by the City Council effective January 1, 2020.

The Purchasing Manager concurs that the recommendation to extend the Agreement with Arc Strategies, LLC is in compliance with Purchasing Resolution 23256.

## **FISCAL IMPACT:**

The fiscal impact to extend the Agreement with Arc Strategies, LLC through December 31, 2020 is \$80,000. Sufficient funding for FY 2019/20 in the amount of \$40,000 is available in the City Manager-Administration Professional Services Account #1100000-421000. The remaining balance of \$40,000 will be incorporated in the FY 2020/21 budget.

Prepared by: Moises Lopez, Deputy City Manager  
Certified as to  
availability of funds: Edward Enriquez, Chief Financial Officer/Treasurer  
Approved by: Al Zelinka, City Manager  
Approved as to form: Gary G. Geuss, City Attorney

Attachments: Second Amendment