

 <p style="text-align: center;">Council Communication Office of the City Manager</p>	Date:	August 20, 2018
	Agenda Item No.	29
	Roll Call No.	<u>18-1415</u>
	Communication No.	<u>18-419</u>
	Submitted by:	Scott E. Sanders, City Manager

AGENDA HEADING:

Approving the lobbying contract for Cornerstone Government Affairs, 800 Maine Avenue SW, Washington, DC 20024, to provide federal government relations services that will facilitate federal funding and regulation interpretation for transportation, economic development, housing, community revitalization, public safety, homeland security, and related concerns for the City of Des Moines.

SYNOPSIS:

Staff recommends Council approve the contract for Cornerstone Government Affairs, a Washington D.C. lobbying firm from September 1, 2018 to August 31, 2019 to assist in securing federal funds, providing governmental affairs services and strategic advice to address federal policy issues facing the City. Cornerstone Government Affairs will assist in building key relationships with federal agencies and decision makers in order to facilitate projects and issues at the federal level of government.

FISCAL IMPACT:

Amount: \$120,000 annually paid by monthly installment amounts of \$10,000.

Funding Source: Fiscal Year 2017-18 and 2018-19 Operating Budgets:

- \$72,000 City Managers Office Administration (S743, CM025033)
- \$12,000 Sanitary Sewer Enterprise Fund (E101, PW248420)
- \$36,000 Storm Sewer Utility Enterprise Fund (E301, PW248423)

ADDITIONAL INFORMATION:

- City staff will work closely with Cornerstone Government Affairs to carefully develop legislative strategy on priorities issues, including, but not limited to:
 - Current issues the City of Des Moines is facing to reduce flood risk by improving City and federal levees to obtain FEMA accreditation with the Corp of Engineers leadership and congressional delegation
 - Dico Superfund Site
 - U.S. Court House
 - SE Connector and other funding opportunities
- Cornerstone Government Affairs will work in coordination the City’s Director of Governmental Relations.

- The deliverables provided by Cornerstone Government Affairs will include:
 - Federal Relations Strategy - Assist the City in development of an overall federal relations strategy and provide support for this strategy including:
 - Meeting with Mayor and Council Members and City staff
 - Identifying congressional funding opportunities
 - Following up with key decision makers
 - Tracking Congressional funding outcomes
 - Weekly Grant Notification - Provide information on recently announced federal grant opportunities that fit the City's needs.
 - Drafting Legislation - Complete support in drafting entire bills or limited provisions for pending legislation.
 - Political Intelligence - Maintain strong bi-partisan relationships with both the congressional delegation and federal agencies to allow for quick assessment of issues as they arise. Monitor national legislation of interest to the City.
 - Forms and Applications - Provide the City with support of funding applications to federal agencies. As needed, the firm will review applications and help the City to secure the support of senior administration and key congressional officials for funding.
 - Washington, D.C. Visits - Assist with scheduling and agendas to ensure that the City's visits to Washington, D.C. are effective and efficient.
 - Regular Updates - Provide regular updates of all government affairs activities. The firm will provide regular updates describing the status of the City's various federally related priorities. There will be more emphasis on providing updates to the Mayor and Council Members.

PREVIOUS COUNCIL ACTION(S): NONE

BOARD/COMMISSION ACTION(S): NONE

ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE

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