

## COUNCIL COMMUNICATION

	Number:	<b>20-538</b>	Meeting:	<b>December 7, 2020</b>
	Agenda Item:	<b>28</b>	Roll Call:	<b>20-2017</b>
	Submitted by:	<b>Scott E. Sanders, City Manager</b>		

### AGENDA HEADING:

Approving an exception to the procurement ordinance competitive process for good cause and approval of amendment to extend agreement for state legislative lobbying services with Carney & Appleby, PLC.

### SYNOPSIS:

At the direction of the City Council, Carney & Appleby, PLC services will be extended for three (3) years and to thereafter have the option to renew the Agreement for three (3) additional 1-year periods, for lobbying services. The annual fee of this contract will be \$69,000.

### FISCAL IMPACT:

Amount: \$69,000 beginning January 2021

Funding Source: CM001000, City Manager's Office, Administration, Page 30

### ADDITIONAL INFORMATION:

- Carney & Appleby, PLC has provided state lobbying services to the City since the beginning of 2017. Since the initial contract agreement with Carney & Appleby, PLC, an increased amount of work has been asked of the firm that was not included in the original Request for Proposal (RFP) that was requested on August 30, 2016. The firm has been asked to work on a broader set of legislative issues, for increased communication with City staff and Council members, and for assistance with media requests and communication strategies pertaining to the City's lobbying efforts.
- Carney & Appleby, PLC has helped the City succeed in maintaining status quo funding levels and priority policy issues regardless of the pressure to eliminate or reduce priority areas for the past four (4) years. They also helped the City lead two (2) proactive policy issues in 2018; (1) that enabled us to allow our Des Moines' residents the opportunity to vote on the local option sales tax referendum; and (2) helped secure a funding mechanism for flood mitigation that allows for more work to be done, more quickly. Additionally, in 2020, they helped secure a veto to a bill that would have adverse impacts to real estate and urban renewal transactions.
- Carney & Appleby, PLC has also helped increase the City's profile at the Capitol and strengthened relationships on both sides of the aisle.

**PREVIOUS COUNCIL ACTION(S):**

Date: November 18, 2019

Roll Call Number: [19-1843](#)

Action: [Third](#) Renewal Addendum and Amendment to Agreement for State Legislative Lobbying Services with Carney & Appleby, PLC. ([Council Communication No. 19-498](#)) Moved by Boesen to approve. Motion Carried 7-0.

**BOARD/COMMISSION ACTION(S): NONE**

**ANTICIPATED ACTIONS AND FUTURE COMMITMENTS: NONE**

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