



Date August 20, 2018

**ACCEPTING PROPOSAL OF CORNERSTONE GOVERNMENT AFFAIRS, INC.
TO PROVIDE FEDERAL GOVERNMENT RELATIONS CONSULTING AND
LOBBYING SERVICES AND AUTHORIZING CITY MANAGER TO EXECUTE
AGREEMENT FOR THE PROVISION OF SAME**

WHEREAS, Federal policy, legislation and funding issues have significant impact on City services and infrastructure; and

WHEREAS, the City is certain to benefit from the assistance of effective lobbyists located in Washington, D.C. representing the City's interests; and

WHEREAS, the City Manager's Office requested the Finance Department Procurement Division to solicit proposals for professional federal government affairs services and the Procurement Division solicited bids for such services by advertisement and mailing RFP No. V18-072 Federal Government Affairs Services to 25 potential proposers with 3 proposals received; and

WHEREAS, the Evaluation and Selection Committee determined that the proposal submitted by Cornerstone Government Affairs, Inc., 800 Maine Avenue SW, Washington, DC 20024, was the highest scoring proposal and recommends such proposal to the City Council for award of contract; and

WHEREAS, an agreement to provide such services has been negotiated by the Government Relations Director with Cornerstone Government Affairs, Inc., at an annual cost of \$120,000, for an initial term of one year with up to three additional 1 year renewal terms, a copy of which is on file in the City Clerk's Office.

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Des Moines, Iowa, that the proposal submitted by Cornerstone Government Affairs, Inc., for Federal Government Affairs Services is hereby accepted and the City Manager is hereby authorized and directed to execute an agreement with Cornerstone Government Affairs, Inc., at an annual cost of \$120,000, for an initial term of one year with up to three additional 1 year renewal terms, a copy of which is on file in the City Clerk's Office, and the City Clerk is authorized and directed to attest to the City Manager's signature.

BE IT FURTHER RESOLVED that the City Manager is hereby authorized to renew the agreement for up to three 1 year renewal terms.



Roll Call Number

Agenda Item Number

29

Date August 20, 2018

(Council Communication No. 18 - 419)

Moved By _____ to adopt.

APPROVED AS TO FORM:

Ann DiDonato

Ann DiDonato

Assistant City Attorney

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
BOESEN				
COLEMAN				
GATTO				
GRAY				
MANDELBAUM				
WESTERGAARD				
TOTAL				

MOTION CARRIED

APPROVED

Mayor

CERTIFICATE

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

City Clerk