



## Staff Report

**TO:** City Council  
**FROM:** Christina Taylor, Deputy City Manager  
**DATE:** February 21, 2023  
**SUBJECT:** Award a Professional Services Agreement to David Turch and Associates for Federal Lobbying Services in an Amount Not to Exceed \$87,000 Annually

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**Description** Professional Services Contract Award to David Turch and Associates for Federal lobbying services in an amount not to exceed \$7,250 per month.

### **Background and Analysis:**

The City of Beaumont is currently in the fifth year of a five-year term for lobbying services. Per Beaumont Municipal Code Chapter 3.02.070 Term of Professional Services, the maximum term of a professional services contract is five years.

On December 8, 2022, the City of Beaumont released a request for proposals for Federal lobbying services. A Federal lobbyist is tasked with representing the City in Washington D.C., monitoring and lobbying Federal legislation which impacts the City and advocating on policy and funding opportunities with the House, Senate, congressional committees, and Federal agencies. The firm will help the City develop a stronger, faster, and more effective approach to protecting the interests of our residents, and to successfully pursue, secure, and maximize funds for local and regional projects through the Federal authorization/appropriation process and competitive grant programs.

The proposals were due on January 11, 2023, and the City received three (3) proposals. The proposals were evaluated by a committee consisting of the City Manager, Police Chief and Deputy City Manager and were ranked on the following criteria:

- Understanding of SOS and Completeness of RFP (20 points)
- Related Experience and Demonstrated Skills (30 points)
- Approach to performing type of service (20 points)
- Familiarity with city, county and state procedures (5 points)
- References (10 points)
- Cost and Cost Effectiveness (15 points)

The final scores are shown in the matrix below:

<b>RESPONDING FIRMS</b>	<b>LOCATION</b>	<b>BEST POSSIBLE RANKING</b>	<b>Rater No. 1</b>	<b>Rater No. 2</b>	<b>Rater No. 3</b>	<b>Total Ranking Score</b>	<b>Final Rank</b>
David Turch and Associates	Washington, D.C.	1	95	100	98	97	1
Townsend Public Affairs	Newport Beach, CA	1	95	95	95	95	2
Telegraph Avenue Advisors	Washington, D.C.	1	90	90	88	89	3

All three (3) firms were interviewed during the week of January 30, 2023, by the committee and the recommended best qualifying firm based off the ranking criteria and interviews were presented to the RFP sub-committee on February 10, 2023, for review and recommendation to the City Council.

David Turch and Associates was ranked number one and chosen for the following reasons:

- Understanding of the City’s needs and collaborative approach to meeting those needs,
- Exceptional record of successfully securing funding for public projects, and
- Depth and breadth of staff and resources available to the City.

**Fiscal Impact:**

The not-to-exceed contract amount is \$7,250 per month to be paid out of the Legislative Affairs budget.

**Recommended Action:**

Award a professional services agreement for federal lobbying services for a term of five (5) years to David Turch and Associates in an amount not-to-exceed \$7,250 per month/ \$87,000 annually.

**Attachments:**

- A. City of Beaumont Request for Proposal

B. Professional Services Agreement and Proposal by David Turch and Associates