



Folsom City Council Staff Report



MEETING DATE:	3/10/2026
AGENDA SECTION:	Consent Calendar
ITEM TITLE:	Resolution No. 11568 – A Resolution Authorizing the City Manager to Execute Contract Amendment No. 6 Extending the Term for the Consultant and Professional Services Agreement with The Ferguson Group for Federal Legislative Advocacy Services (Contract No. 173-21 09-026)
FROM:	Public Works Department

RECOMMENDATION / CITY COUNCIL ACTION

The Public Works Department recommends that the City Council pass and adopt Resolution No. 11568 – A Resolution Authorizing the City Manager to Execute Contract Amendment No. 6 Extending the Term for the Consultant and Professional Services Agreement with The Ferguson Group for Federal Legislative Advocacy Services (Contract No. 173-21 09-026).

BACKGROUND / ISSUE

Since January 1995, the City of Folsom has engaged the services of The Ferguson Group to provide federal legislative advocacy consultant services. The Ferguson Group has assisted the City in all matters of interest to the City pertaining to the federal government, including federal funding; legislative, regulatory, and other administrative matters not directly related to federal funding; and a variety of special issues and projects, including but not limited to transportation, water supply, the Folsom Lake Crossing project, and most recently pandemic relief and congressionally directed spending.

The City's current three-year consultant and professional services agreement (Amendment No. 5 of Contract No. 173-21 09-026) with The Ferguson Group expired on June 30, 2025. Staff recommends that the City Manager amend the current agreement to extend the term for an additional three years, from July 1, 2025, through June 30, 2028. Staff feels that it is particularly important to provide for a three-year extension to ensure consistency and continuity.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, agreements costing \$77,426 or greater shall be approved by the City Council.

ANALYSIS

The Ferguson Group has proven to be a staunch and able advocate of the City's interests and has consistently demonstrated outstanding professional skills in support of the City.

A key element to the success of any consultant-client relationship is the rapport and familiarity established between the parties over time. Unlike other consultant relationships that are typically created for a specific project and have a known end date, legislative advocacy consultant relationships are intended to extend over a much longer period. This longevity is invaluable as the legislative advocacy consultant becomes intimately familiar with the City's needs and desires; that consultant becomes even more effective in representing those interests. The Ferguson Group is an excellent example of the fruitfulness of this type of successful, long-term consultant-client relationship.

Since representing the City, The Ferguson Group alone has been instrumental in helping secure nearly \$16 million in congressional appropriations to meet the City's various capital needs, plus another \$77 million toward the design and construction of the Folsom Lake Crossing. In total, since 1997, the City has received federal appropriations totaling over \$93 million. In the past two fiscal years, the City has received over \$8 million for City transportation, safety, and economic development projects by way of congressional appropriations legislation (Riley Street Safety Improvement Project, Empire Ranch Road Interchange, Folsom Lake Crossing Safety), and the City currently has pending requests for additional Empire Ranch Road Interchange and Riley Street for additional \$9 million in funding towards design and construction submitted to Congressman Kiley's office on March 5th. The Ferguson Group has also assisted with developing the grant applications and materials essential for these requests amidst constrained City resources, acting as an extension of staff in the pursuit of grant funding. They also assisted the City during the pandemic with several matters associated with federal fiscal relief and helped the Folsom Police Department write a grant application for hiring officers. Approximately three years ago they assisted the City in securing a \$750,000 Bureau of Reclamation grant for an important drought resiliency project.

Over the years, The Ferguson Group has interacted regularly with the U.S. Bureau of Reclamation, the U.S. Army Corps of Engineers, the Federal Aviation Administration, and many other federal departments, bureaus, and agencies on behalf of the City – both in Washington, D.C. and locally. The Ferguson Group's institutional knowledge and strong relationships with key officials and staff members in these agencies are critical to the success of the City's ongoing federal lobbying program.

In addition, The Ferguson Group's existing relationship with other local clients broadens The Ferguson Group's access to other congressional representatives in this region which, directly and indirectly, can help further the City of Folsom's interests.

Importantly, The Ferguson Group's history with and breadth of knowledge of the City's needs and interests have become even more valuable over the last several years due to the retirement of key City senior staff members involved in federal issues. Because of City staff turnover, a significant portion of the City's institutional "memory" on key federal issues, projects, and programs rests with The Ferguson Group staff who have served the City for many years.

The amendment to the agreement with The Ferguson Group will be in a form acceptable to the City Attorney.

The Ferguson Group proposes to continue providing federal legislative advocacy services to the City for a monthly retainer of \$7,495, plus \$5,000 annually for expenses for a new three-year term beginning July 1, 2025.

The amendment to the contract will be for 36 months, from July 1, 2025, through June 30, 2028. Funding in the amount of \$7,495 for the monthly retainer and \$5,000 annually for expenses (for a total not to exceed \$94,940) for the first year of the proposed extended term is included in the adopted Fiscal Year 2025-26 Budget in the General Fund; funding for the subsequent years of the new term (total not to exceed \$94,940 for Fiscal Year 2026-27 and total not to exceed \$94,940 for Fiscal Year 2027-28 for retainer plus expenses) will be budgeted on an annual basis.

FINANCIAL IMPACT

If approved, the contract amendment would establish a three-year term at an annual cost of \$94,940, for a total agreement amendment amount not to exceed \$284,820. Funding will be provided by the General Fund (Fund 010). Sufficient funds are budgeted and available in the Fiscal Year 2025–26 adopted budget to cover the \$94,490 cost for the fiscal year. Funding for the remaining years of the contract amendment will be requested through the City's annual operating budget process.

ATTACHMENT

Resolution No. 11568 – A Resolution Authorizing the City Manager to Execute Contract Amendment No. 6 Extending the Term for the Consultant and Professional Services Agreement with The Ferguson Group for Federal Legislative Advocacy Services (Contract No. 173-21 09-026)

Submitted,



Rebecca Neves, Public Works Director/City Engineer

Attachment 1

RESOLUTION NO. 11568

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE CONTRACT AMENDMENT NO. 6 EXTENDING THE TERM FOR THE CONSULTANT AND PROFESSIONAL SERVICES AGREEMENT WITH THE FERGUSON GROUP FOR FEDERAL LEGISLATIVE ADVOCACY SERVICES (CONTRACT NO. 173-21 09-026)

WHEREAS, since January 1995, the city has engaged the services of The Ferguson Group to provide federal legislative advocacy consultant services; and

WHEREAS, The Ferguson Group has assisted the city in all matters of interest to the city pertaining to the federal government including legislative, regulatory, and other administrative matters as well as a variety of special issues and projects, including transportation, water supply, the Folsom Lake Crossing project, pandemic relief and congressionally directed spending, among many others; and

WHEREAS, the term of the city's current consultant and professional services agreement with The Ferguson Group (Contract No. 173-21 09-026, Amendment No. 5) expired June 30, 2025; and

WHEREAS, The Ferguson Group has provided outstanding service and the city wishes to extend the term of the current agreement by three years beginning July 1, 2025, through June 30, 2028, with the same retainer and expenses as contained in the original agreement; and

WHEREAS, funding in the amount of \$7,495 for the monthly retainer and \$5,000 annually for expenses (for a total not to exceed \$94,940) for the first year of the proposed extended term is included in the adopted Fiscal Year 2025-26 Budget in the General Fund (Fund 010), and funding for the subsequent years of the new term (total not to exceed \$94,940 for Fiscal Year 2026-27 and total not to exceed \$94,940 for Fiscal Year 2027-28 for retainer plus expenses) will be budgeted on an annual basis, and

WHEREAS, the amendment to the agreement with The Ferguson Group will be in a form acceptable to the City Attorney:

NOW, THEREFORE, BE IT RESOLVED by the City Council of the City of Folsom that the City Manager is hereby authorized to execute Contract Amendment No. 6 for a three-year term at an annual cost of \$94,940 for a total agreement amendment amount not to exceed \$284,820 for the consultant and professional services agreement with The Ferguson Group for federal legislative advocacy services.

PASSED AND ADOPTED this 10th day of March 2026, by the following roll-call vote:

AYES: Councilmember(s):
NOES: Councilmember(s):
ABSENT: Councilmember(s):
ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK