



## CITY OF GRAND PRAIRIE COMMUNICATION

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**MEETING DATE:** May 21, 2024

**REQUESTER:** Megan Mahan

**PRESENTER:** Megan Mahan, Deputy City Manager

**TITLE:** Professional Services Agreement with Focused Advocacy, LLC, for Legislative & Regulatory Services for a two-year term, at an estimated annual cost of \$154,200 and a total of \$308,400 over the two-year term of the agreement. Authorize the City Manager to execute any additional renewal options with aggregate price fluctuations not to exceed \$50,000 within a two-year term, so long as sufficient funding is appropriated by the City Council to satisfy the City's obligation during the renewal terms.

**RECOMMENDED ACTION:** Approve

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### ANALYSIS:

In March of 2010, the City engaged Focused Advocacy, LLC, to provide legislative legal services, including, but not limited to, coordination of legislative efforts, monitoring legislative and state governmental actions and developments, and advice and assistance on the legislative process. A renewal of the agreement was approved in 2014, 2016, 2020 and 2022. The current contract expires May 31, 2024. Focused Advocacy has been effective in pursuing the City's legislative goals, and the staff recommendation is to enter into an agreement with a two-year term, with two additional options to renew.

Focused Advocacy's contract is for a flat retainer of \$12,500 per month plus a monthly expense reimbursement of \$350/month for client-related business meal expenses with legislators/staff that Focused Advocacy incurs for a total of \$12,850 per month. This rate is competitive and within the market norm.

### FINANCIAL CONSIDERATION:

Funding is available in the FY 23/24 General Fund Budget, for Legislative Legal Services for the remainder of this fiscal year. Funds to cover the remainder of the contract term will be budgeted for the next budget year.