



THE CITY OF KEY WEST

Post Office Box 1409 Key West, FL 33041-1409 (305) 809-3700

EXECUTIVE SUMMARY

TO: Bogdan Vitas, City Manager

FROM: E. David Fernandez *EDF*

DATE: June 23, 2014

SUBJECT: Award State Government Relations Service (Lobbying) Agreement to Gray/Robinson

ACTION STATEMENT:

This resolution will accept the Gray/Robinson proposal pursuant to Request for Proposal (RFP 005-140, and the ranking committees' recommendations. The City Manager is authorized to enter into a contract consistent with the terms and conditions of the proposal and solicitation subject to legal review. The term will be for a period of (3) three years with an additional (2) two year option.

BACKGROUND:

Gray/Robinson has provided the City with state lobbyist services since March 2011. Historically, the firm has serviced the account through its local office. On February 24, 2014 the City issued RFP #005-14 to secure State Government Relations Services. Proposals were opened April 9, 2014. Three responses were received. The lowest cost respondent did not demonstrate lobbying experience for government clients. Another firm is a lobbyist for Monroe County and may have conflicts of interest when City and County compete for limited resources.

PURPOSE/JUSTIFICATION:

The purpose of this resolution is to award a contract for State Government Relations Services (Lobbyist). The lobbyist would support the City efforts in grant procurement, legislative initiatives and monitor development at the state level. The Evaluation Committee Meeting was advertised May 7, 2014, and the Evaluation Committee met on May 12, 2014 at 2:00 PM to rank respondents. Staff ranked the firms as follows:



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State Government Relations Services Ranking Summary

	Grey	Ramba	Wexford
Experience	59	45	17
20 pts.			
Qualifications and Availability	58	54	32
20 pts.			
Methodologies	59	57	35
20 pts.			
Location	30	25	18
10 pts.			
Scheduling	15	14	9
5 pts.			
Knowledge of City/Projects	15	14	7
5 pts.			
Cost	54	57	60
20 pts.			
Fee	\$72,000	\$68,000	\$66,000
	Plus		
	Exp.		
Total	290	266	178

OPTIONS:

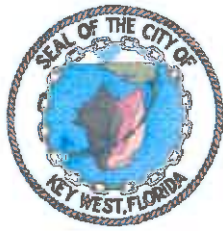
1. The City could award to Gray/Robinson pursuant to staff recommendations. The City has experience with the firm. The firm historically provides a local "project manager" local office. Staff believes the City has received effective representation in Tallahassee.
2. The Commission could direct staff to arrange for presentations at the next available Commission meeting.
3. The Commission could award to one of the alternate firms.

FINANCIAL IMPACT

The City of Key West appropriated funds for lobbying service for FY 13/14, in the amount of \$6,000.00 a month plus reasonable and customary expenses.

Key to the Caribbean – average yearly temperature 77 ° Fahrenheit.

MEMORANDUM



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RECOMMENDATION:

Staff recommends that the City Commission move to approve and award this 3 year agreement with State Government Relations Services to Gray/Robinson.

MEMORANDUM

**State Government Relations
Services
Experience**

Grey

Ramba

Wexford

20 pts.	EDF	20	10	conflict	5	no gov
	Bob	20	20	Monroe	0	
	Don	19	15	Cnty	12	

Qualifications and Availability

20 pts.	EDF	20	+depth	20	12	staff lev
	Bob	20		18	10	
	Don	18		16	10	

Methodologies

20 pts.	EDF	20		20	15	
	Bob	20		19	10	
	Don	19		18	10	

Location

10 pts.	EDF	10	+kw	7	7	
	Bob	10		10	5	
	Don	10		8	6	

Scheduling

5 pts.	EDF	5		5	4	
	Bob	5		5	3	
	Don	5		4	2	

Knowledge of City/Projects

5 pts.	EDF	5		5	2	
	Bob	5		5	3	
	Don	5		4	2	

Cost

20 pts.	EDF	18		19	20	
	Bob	18		19	20	
	Don	18		19	20	

72,000 +exp 68,000 66,000

Total 290 266 178