



City of Gainesville Agenda Item Report

File Number: 2024-692

Agenda Date: September 19, 2024

Department: Office of the City Manager

Title: 2024-692 Request for Proposal Award for State Lobbyist Services (B)

Department: Office of the City Manager

Description: Request for the City Commission to award the Request for Proposal for State Lobbyist Services to Becker & Poliakoff, P.A.

Fiscal Note: Funding for lobbying services is included in the FY 2025 operating budget. This proposal awards an initial three (3) year contract totaling \$252,000 (\$84,000 annually). After the initial three-year period, the contract may be extended for up to two (2) one-year extensions at the same annual rate as the initial contract term.

Explanation: The current contract for state legislature lobbyist services ends on September 30, 2024.

On July 3, 2024, the Department of Financial Services – Procurement Division issued a Request for Proposals solicitation for a State Legislature Lobbyist Firm for the City of Gainesville. All solicitations were due on August 6, 2024. Eight lobbying firms submitted their proposals. An evaluation committee consisting of three staff reviewed and ranked the proposals in two stages. The first stage reviewed and ranked technical and written responses and the second stage ranked oral presentations. Two respondents were invited for oral presentations after the initial ranking was completed: Becker & Poliakoff, P.A. and Greenberg Traurig, P.A. The evaluation committee ranked Becker & Poliakoff, P.A. as the number one firm and Greenberg Traurig, P.A. as the second ranked firm.

Strategic Connection:

- Goal 1: Equitable Community
- Goal 2: More Sustainable Community
- Goal 3: A Great Place to Live and Experience
- Goal 4: Resilient Local Economy
- Goal 5: “Best in Class” Neighbor Services

Recommendation: The City Commission: 1) approve the ranking of the firms for the Request for Proposal Award for State Lobbyist Services; 2) award the Request for Proposals to Becker & Poliakoff, P.A. for an initial three-year contract term with two optional one-year renewals at an annual cost of \$84,000; and 3) authorize the City Manager or designee to negotiate a contract with the top ranked firm, and if not successful, negotiations will be terminated and will be initiated with the second ranked proposer; and 4) authorize the City Manager or designee to execute all contract documents and other necessary documents, subject to approval of the City Attorney or designee as to form and legality.