

# REGIONAL TRANSIT ISSUE PAPER

Agenda Item No.	Board Meeting Date	Open/Closed Session	Information/Action Item	Issue Date
5	08/11/14	Open	Action	07/28/14

Subject: Awarding a Contract for State Lobbying Services to Smith, Watts & Martinez, LLC

## ISSUE

Whether or not to award a Contract for State Lobbying Services to Smith, Watts & Martinez, LLC.

## RECOMMENDED ACTION

Adopt Resolution No. 14-08-\_\_\_\_, Awarding a Contract for State Lobbying Services to Smith, Watts & Martinez, LLC.

## FISCAL IMPACT

Budgeted:	Yes	This FY:	\$ 60,000
Budget Source:	Operating	Next FY:	\$ 60,000
Funding Source:	Local	Annualized:	\$ 60,000
Cost Cntr/GL Acct(s) or	CC: 81	Total Amount:	\$ 310,000
Capital Project #:	GL: 630089		
Total Budget:	\$310,000		

## DISCUSSION

On April 4, 2014, the RT Board authorized staff to release a Request for Proposals (RFP) for state lobbying services as the current contract will expire on August 31, 2014. Staff released the RFP on April 15, 2014, and the solicitation was advertised in publications of general circulation and posted on RT's website under Contracting Opportunities. On June 3, 2014, RT received two responsive proposals from Khouri Consulting and Smith, Watts & Martinez, LLC.

The qualifying criteria in the RFP included the Proposer's understanding of the project, staffing and experience, project work plan, and competitiveness of price. The Selection Committee scored the written proposals and invited both firms, who scored in the competitive range, to oral presentations, which were held on July 11 and 14, 2014. The final ranking by the Selection Committee resulted in Smith, Watts & Martinez, LLC outscoring Khouri Consulting by a narrow margin.

The Selection Committee consisted of Mike Wiley, General Manager/CEO; Alane Masui, Assistant General Manager of Marketing and Communications; Olga Sanchez-Ochoa, Senior Attorney; and Connie Garcia-Weinhardt, Senior Community and Government Affairs Officer.

The RFP included a 10 percent point preference to Proposers meeting the Small Business Enterprises (SBE) participation goal and a 10 percent point preference to Proposers meeting the

Approved:

Presented:

Final 07/31/14

General Manager/CEO

Assistant General Manager of Marketing and Communications  
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Local Business Preference (LBE) goal set for this Contract. Both Proposers are SBE's and LBE's and each received a 20 percent point preference in the evaluation process. Smith, Watts & Martinez, LLC is a certified SBE with the State of California Department of General Services; therefore, 100 percent SBE participation is achieved on this contract.

The state lobbyist assists RT by coordinating state transit-related legislative proposals with existing and proposed federal law and legislation; shepherding client-sponsored legislative proposals through the Legislature; monitoring transit-related legislative proposals and funding initiatives, as well as monitoring other legislative actions that impact public agencies, such as RT. Smith, Watts & Martinez, LLC has served as RT's state lobbyist for the past five years.

The proposed contract is two months longer than RT's current five-year contract to correspond to the legislative calendar. The contract term for this contract will be five years and two months and will expire on October 31, five years from now.

A monthly retainer fee basis is the typical industry method of payment for lobbying services. The lobbyist's proposed retainer fee covers all of the required services in the RFP scope of services. Staff has deemed the contract price to be fair and reasonable.

Staff recommends the Board award a contract for State Lobbying Services to Smith, Watts & Martinez, LLC for a not-to-exceed amount of \$310,000 for a five-year, two-month contract term.

RESOLUTION NO. 14-08-\_\_\_\_\_

Adopted by the Board of Directors of the Sacramento Regional Transit District on this date:

August 11, 2014

**AWARDING A CONTRACT FOR STATE LOBBYING SERVICES TO SMITH, WATTS  
& MARTINEZ, LLC**

BE IT HEREBY RESOLVED BY THE BOARD OF DIRECTORS OF THE SACRAMENTO REGIONAL TRANSIT DISTRICT AS FOLLOWS:

THAT, the Contract between Sacramento Regional Transit District, therein referred to as "RT," and Smith, Watts & Martinez, LLC, therein referred to as "Consultant," whereby Consultant agrees to provide State Lobbying Services, as specified, for an amount not to exceed \$310,000 for a five-year, two-month contract term, is hereby approved.

THAT, the Chair and General Manager/CEO are hereby authorized and directed to execute said Contract.

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PHILLIP R. SERNA, Chair

A T T E S T:

MICHAEL R. WILEY, Secretary

By: \_\_\_\_\_  
Cindy Brooks, Assistant Secretary