



STAFF REPORT

DATE: December 14, 2020

TO: Sacramento Regional Transit Board of Directors

FROM: Devra Selenis, VP, Communications and Partnerships

SUBJ: AWARDING A CONTRACT FOR FEDERAL LOBBYING SERVICES TO CARPI & CLAY, INC.

RECOMMENDATION

Adopt the Attached Resolution.

RESULT OF RECOMMENDED ACTION

If the Board approves this action, SacRT will continue to have experienced representation at the federal level to advance all surface transportation, transit funding, congestion management, clean air initiatives and other relevant policy and federal funding proposals.

FISCAL IMPACT

Carpi & Clay, Inc. proposed a monthly retainer fee of \$9,000 per month (\$108,000 per year for two years) for a total contract consideration of \$216,000 for the base contract term of two years, plus reimbursement for interstate travel, including up to two trips annually, estimated to cost up to \$4,000 per year. The \$54,000 cost for the remainder of FY 21 is included in the FY 20-21 Operating Budget. The breakdown per fiscal year is as follows:

*First Two Years		**Optional Two 1-Year Periods	
FY21 (Jan 1 – Jun 30):	\$ 56,000	FY23/24 (Jan 1 – Dec 31):	\$120,000
FY22 (Jul 1 – Jun 30):	\$112,000	FY24/25 (Jan 1 – Dec 31):	\$132,000
FY23 (Jul 1 – Dec 31):	\$ 56,000		

*The pricing for each fiscal year includes estimated travel costs of \$4000 per year, for a total of \$8000 in addition to the monthly retainer fee.

**The contract would also include an option to exercise two additional 1-year periods that would be subject to Board approval at a future date for an increase of \$252,000.

DISCUSSION

SacRT’s current federal lobbying service contract expires at the end of the 2020 calendar year. Federal funding and policies are critical to SacRT’s operations and SacRT benefits from a highly-qualified professional consulting firm based in the

Washington D.C. area to effectively represent SacRT's legislative policy, regulatory and appropriations interests at the federal level.

SacRT staff issued a Request for Proposals (RFP) on October 20, 2020 on PlanetBids with the following requirements: (1) identify, monitor, review and analyze pending federal legislation, policies, regulations, general activities and actions that may impact SacRT's interests; (2) provide SacRT with effective representation on all federal surface transportation, transit funding, congestion management, clean air initiatives and other relevant policy and federal funding proposals; and (3) assist SacRT in developing and carrying out strategies for advancing SacRT's interests at the federal level that are beneficial to SacRT and its programs.

Proposals were submitted electronically via PlanetBids on November 12, 2020 and evaluated using criteria established in the RFP, including contract understanding, staffing and experience, and pricing proposal. The evaluation committee reviewed responsive proposal from Carpi & Clay, Inc. and MMS Strategies. A third proposal was deemed non-responsive and was not included in the evaluation process. After a thorough evaluation, Carpi & Clay Inc. was the top-ranked firm with a leading score of 90.8 out of 100 points possible.

RESOLUTION NO. 20-12-0144

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

December 14, 2020

AWARDING A CONTRACT FOR FEDERAL LOBBYING SERVICES TO CARPI & CLAY, INC.

NOW, THEREFORE, 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 "SacRT," and Carpi & Clay, Inc., therein referred to as "Contractor," whereby Contractor agrees to provide federal lobbying services, as further specified, for an amount not to exceed \$224,000 for a 2-year term, with a SacRT option to extend for two additional 1-year periods, is hereby approved.

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

STEVE HANSEN, Chair

A T T E S T:

HENRY LI, Secretary

By: _____
Cindy Brooks, Assistant Secretary