

RESOLUTION NO. 2019-49

AUTHORIZING CONTRACT NO. 2019-023 WITH VAN SCOYOC ASSOCIATES, INC. TO PROVIDE FEDERAL ADVOCACY SERVICES FOR A THREE YEAR PERIOD IN AN AMOUNT NOT TO EXCEED \$303,000.00 AND IN AN AMOUNT NOT TO EXCEED \$115,400.00 FOR EACH OPTION YEAR, FOR A TOTAL FIVE YEAR CONTRACT AMOUNT NOT TO EXCEED \$533,800.00 (GENERAL FUND, EXECUTIVE DEPARTMENT BUDGET)

WHEREAS, the Greater Cleveland Regional Transit Authority requires professional consulting services involving legislative and administrative matters at the federal level; and

WHEREAS, the proposal of Van Scoyoc Associates, Inc., located at 800 Maine Avenue SW, Suite 800, Washington, DC 20024, to provide federal advocacy services for a period of three years with two, one-year options, was received on March 5, 2019; and

WHEREAS, after negotiations, an amount not to exceed \$303,000.00 for the base three year contract, and in an amount not to exceed 115,400.00 for each option year, for a total contract amount not to exceed \$533,800.00, was agreed upon; and

WHEREAS, the Interim CEO, General Manager/Secretary-Treasurer deems the offer of Van Scoyoc Associates, Inc., as negotiated, to provide federal advocacy services for a period of three years with two, one-year options, to be in the best interest of the Authority and recommends acceptance thereof by the Board of Trustees.

NOW, THEREFORE, BE IT RESOLVED by the Board of Trustees of the Greater Cleveland Regional Transit Authority, Cuyahoga County, Ohio:

Section 1. That the proposal submitted by Van Scoyoc Associates, Inc., as negotiated, to provide contracted federal advocacy services for a period of three years with two, one-year options, be and the same is hereby accepted.

Section 2. That the Interim CEO, General Manager/Secretary-Treasurer of the Authority be, and he is hereby authorized to enter into a contract with Van Scoyoc Associates, Inc. to provide federal advocacy services for a period of three years with two, one-year options, subject to approval of the exercise of said options by the Interim CEO, General Manager/Secretary-Treasurer.

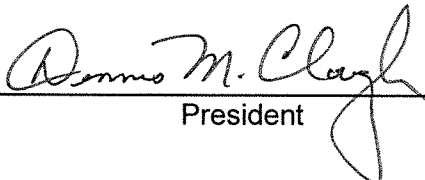
Section 3. That said contract shall be payable from the General Fund, Executive Department budget in an amount not to exceed \$303,000.00 for the base three-year contract, and in an amount not to exceed \$115,400.00 for each option year, for a total five-year contract amount not to exceed \$533,800.00.

Section 4. That said contract shall be binding upon and an obligation of the Authority contingent upon future funding, compliance by the contractor to the Specifications and Addenda, if any; the Affirmative Action Plan adopted by the Board of Trustees in Resolution No. 2015-76; bonding and insurance requirements and all applicable laws relating to contractual obligations of the Authority.

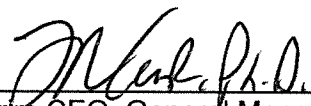
Section 5. That the Greater Cleveland Regional Transit Authority's Board of Trustees expects that Van Scoyoc Associates, Inc. will attempt to exceed the 0% minimum DBE goal assigned to this procurement.

Section 6. That this resolution shall become effective immediately upon its adoption.

Adopted: May 14, 2019



President

Attest: 

Interim CEO, General Manager/Secretary-Treasurer



TITLE/DESCRIPTION: CONTRACT: FEDERAL ADVOCACY SERVICES VENDOR: VAN SCOYOC ASSOCIATES, INC. AMOUNT: AMOUNT NTE \$303,000.00 FOR THE BASE THREE-YEARS AND IN AMOUNTS NTE \$115,400.00 FOR EACH OPTION YEAR, FOR A TOTAL FIVE-YEAR CONTRACT AMOUNT NTE \$533,800.00	Resolution No.: 2019-49
	Date: May 9, 2019
	Initiator: Executive Department
ACTION REQUEST: <input checked="" type="checkbox"/> Approval <input type="checkbox"/> Review/Comment <input type="checkbox"/> Information Only <input type="checkbox"/> Other _____	

- 1.0 **PURPOSE/SCOPE:** This action will allow the Authority to enter into a contract to provide professional consulting services for representing GCRTA in legislative and administrative matters at the federal level for a period of three years, with two, one-year options.
- 2.0 **DESCRIPTION/JUSTIFICATION:** The selected firm will report to and work closely with the General Manager and staff to identify and anticipate legislative and public policy issues that impact public transportation, GCRTA funding and GCRTA programs and projects. The consultant will also advise GCRTA of legislative and public policy developments which pose opportunities for influence in future transportation research, deployment programs, funding, programs, and projects.
- 3.0 **PROCUREMENT BACKGROUND:** The Request for Proposals ("RFP") was posted on the Procurement web site and advertised in the local newspapers. Seven (7) proposals were received in response to the solicitation on March 5, 2019, and two (2) proposers were interviewed. After evaluation by a panel of Authority employees, in accordance with established Procurement Department policies and procedures, and after negotiations, the proposal of Van Scoyoc Associates, Inc. was determined to be the most advantageous to the Authority. After negotiations, an amount not to exceed \$303,000.00 for the base three year contract, and in an amount not to exceed \$115,400.00 for each option year, for a total five year contract amount not to exceed \$533,800.00, was agreed upon.

Van Scoyoc Associates, Inc. is a bipartisan, full-service government relations firm established in 1990 and headquartered in Washington, D.C. Van Scoyoc Associates, Inc. provides Legislative and Executive Branch issue development and liaison services, as well as regulatory, budgetary and policy advocacy. Van Scoyoc Associates, Inc. is a privately held corporation with offices just blocks away from federal agencies and the United States Capitol. For each of the last 10 years, it has ranked in the top five of the largest and most successful advocacy firms in Washington, D.C.

Van Scoyoc Associates, Inc. clients include Cleveland Clinic, Dallas Area Rapid Transit, Santa Clara Valley Transportation, Sonoma-Marín Area Rail Transit, Washington Metropolitan Area Transit Authority, AC Transit, Los Angeles County Metropolitan Transportation Authority, San Joaquin Railroad Commission, and the City of Tempe, Arizona.

A cost analysis was performed and the Procurement Department has determined the offer of Van Scoyoc Associates, Inc. to be fair and reasonable for the Authority.

- 4.0 AFFIRMATIVE ACTION/DBE BACKGROUND: All Affirmative Action requirements have been met. A 0% DBE goal was established for this procurement due to the lack of certified DBE firms.
- 5.0 POLICY IMPACT: Does not apply.
- 6.0 ECONOMIC IMPACT: This procurement will be funded through the General Fund, Executive Department budget in an amount not to exceed \$303,000.00 for the base three year contract, and in an amount not to exceed \$115,400.00 for each option year, for a total five year contract amount not to exceed \$533,800.00.
- 7.0 ALTERNATIVES: Reject this offer. Rejection of this offer would limit the Authority's ability to obtain assistance at the federal level with legislative and public policy issues that impact transportation and could potentially affect GCRTA funding and GCRTA programs and projects.
- 8.0 RECOMMENDATION: This procurement was discussed by the Board of Trustees at the May 14, 2019 External and Stakeholder Relations & Advocacy Committee meeting. It is recommended that the offer of Van Scoyoc Associates, Inc., as negotiated, be accepted and the resolution passed authorizing the Interim CEO, General Manager/Secretary-Treasurer to enter into a contract.
- 9.0 ATTACHMENTS: None.

Recommended and certified as appropriate to the availability of funds, legal form and conformance with the Procurement requirements.



Interim CEO, General Manager/Secretary-Treasurer