



PUBLIC HEARING AGENDA ITEM

DATE OF PUBLIC HEARING: January 3, 2017
SUBJECT: Federal Lobbying Services
FROM: Todd Leopold, County Manager; Bryan Ostler, Interim Deputy County Manager; Benjamin Dahlman, Finance Director; Kim Roland, Purchasing Manager
AGENCY/DEPARTMENT: Intergovernmental Relations Office
HEARD AT STUDY SESSION ON: December 6, 2016
AUTHORIZATION TO MOVE FORWARD: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
RECOMMENDED ACTION: That the Board of County Commissioners Approves a proposal award to Dentons US LLP for Federal Lobbying Services.

BACKGROUND:

Adams County currently contracts with a federal lobbying service to assist the Board of County Commissioners (BOCC) and Intergovernmental Relations Office (IRO) in identifying current legislative issues impacting Adams County including; but not limited to, representation with members of Congress, pertinent federal offices and agencies, relevant interest groups, funding sources at the federal level, coalitions and associations.

A formal Request for Proposal (RFP) was posted on the Rocky Mountain E-Purchasing System (BIDNET) and e-mailed directly to known Lobbying firms. Proposals were opened on October 4, 2016, to consider firms to provide Federal Lobbying Services. Two firms submitted proposals, The Normandy Group in the amount of \$108,000.00 per year and Dentons US LLP, in the amount of \$150,000.00. The proposals were reviewed by the evaluation team, and interviews with each of the firms were then conducted. Following the interviews, both firms were provided an opportunity to submit a “best and final” offer for the services. Dentons US LLP, responded with a \$24,000.00 reduction to their initial proposed price (from \$150,000.00 to \$126,000.00), while The Normandy Group indicated that their price of \$108,000.00 per year for all three years was their “best and final” offer. After the initial interviews were conducted and the best and final offers were submitted, in-person meetings were set up with each firm and the BOCC.

As a result of the RFP review process, the in-person interviews, and the in-person meetings, the evaluation team recommended an award of the agreement to The Normandy Group for 2017. The recommendation was presented to the BOCC during a Study Session on December 6, 2016. During that Study Session, Purchasing explained the formal process used for this RFP and presented the score sheets from the evaluations and interviews.

Direction was given to Staff to proceed with drafting a resolution to move forward with an award to Dentons US LLP.

The recommendation is to award an agreement to Dentons US LLP, in the not to exceed amount of \$126,000 for Federal Lobbying Services.

AGENCIES, DEPARTMENTS OR OTHER OFFICES INVOLVED:

Intergovernmental Relations Office

ATTACHED DOCUMENTS:

Resolution
Evaluation Summaries

FISCAL IMPACT:

Please check if there is no fiscal impact ☐. If there is fiscal impact, please fully complete the section below.

Fund: 1

Cost Center: 9252

	Object Account	Subledger	Amount
Current Budgeted Revenue:			
Additional Revenue not included in Current Budget:			
Total Revenues:			<hr/>

	Object Account	Subledger	Amount
Current Budgeted Operating Expenditure:	7685		\$600,000
Add'l Operating Expenditure not included in Current Budget:			
Current Budgeted Capital Expenditure:			
Add'l Capital Expenditure not included in Current Budget:			
Total Expenditures:			<hr/>

New FTEs requested: ☐ YES ☐ NO

Future Amendment Needed: ☐ YES ☐ NO

Additional Note: