

Financial Services
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-21-036-CM
- FEDERAL LOBBYIST SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS

**LINK TO STRATEGIC
PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL PRACTICES**

Procurement Management Services, at the request of the Office of Intergovernmental Affairs and Compliance, released the above-referenced solicitation. The purpose of this Request for Proposals (RFP) is to establish a contract with an agency to provide federal legislative consulting services to assist in advocating the Board's interest before the South Florida Congressional Delegation, federal legislative committees, and the Executive Branch, including the Secretaries of Education, Commerce, Health and Human Services and Justice, as well as pertinent regulatory agencies. This RFP was advertised on the Procurement Management Services website as well as DemandStar. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a three (3) year period, commencing July 20, 2022 through July 19, 2025, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for one (1) additional two (2) year period, and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations.

The Goal Setting Committee recommended that this solicitation be open with a 10 point preference for M-DCPS certified African American firms (prime or subcontractor).

Two (2) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, one (1) vendor is being recommended for award.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

In Fiscal Year 2019-2020, the District spent \$108,000 on federal lobbyist services.

Fund Source
Various

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** REQUEST FOR PROPOSALS NO. RFP-21-036-CM - FEDERAL LOBBYIST SERVICES, to establish a contract with an agency to provide federal legislative consulting services to assist in advocating the Board's interest before the South Florida Congressional Delegation, federal legislative committees, and the Executive Branch, including the Secretaries of Education, Commerce, Health and Human Services and Justice, as well as pertinent regulatory agencies, effective July 20, 2022 through July 19, 2025, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for one (1) additional two (2) year extension period thereto and if needed, an additional ninety (90) days beyond the expiration of the renewal period, pending contract negotiations, as follows:

BALLARD PARTNERS, INC.
201 EAST PARK AVENUE, 5TH FLOOR
TALLAHASSEE, FL 32301
OWNER/OFFICER: BRIAN D. BALLARD

LOCAL OFFICE:
2 ALHAMBRA PLAZA, SUITE 102
CORAL GABLES, FL 33134

2. **AUTHORIZE** Procurement Management Services to purchase up to a total estimated amount of \$360,000 for the initial contract term of three (3) years, and an amount not to exceed \$240,000 for the subsequent two (2) year extension period(s). Board authorization of this recommendation does not mean the amounts shown will be expended.