

RESOLUTION 2015-65

RESOLUTION SELECTING AND AUTHORIZING AN AGREEMENT WITH JGC GOVERNMENT RELATIONS, INC. FOR STATE LEGISLATIVE CONSULTING SERVICES FOR AN AMOUNT NOT TO EXCEED \$324,000 FOR A PERIOD OF THREE YEARS

WHEREAS, the San Diego Unified Port District (District) is a public corporation created by the legislature in 1962 pursuant to Harbors and Navigation Code Appendix 1, (Port Act); and

WHEREAS, the Board of Port Commissioners (BPC) Policy No. 110 Section II(c) requires that service and consulting agreements for expenditures in excess of \$175,000 shall be authorized by the BPC after solicitation of written responses; and

WHEREAS, in February 2015, the District released a Request for Qualifications (RFQ) to solicit potential respondents for state legislative consulting services; and

WHEREAS, only one firm had responded despite 891 firms that were alerted and 32 firms downloaded the RFQ; and

WHEREAS, staff reached out to several firms that downloaded the RFQ to determine why they did not submit a proposal; and

WHEREAS, some said that the RFQ was outside their scope but they did not realize their limitations until they reviewed the RFQ's full scope of services; and

WHEREAS, another firm stated it believed it would be a conflict of interest for their firm; and

WHEREAS, one firm stated that they were not interested in competing with incumbent clients; and

WHEREAS, it is not uncommon in the legislative consulting industry to not respond to an RFQ if the firm of record is known to have performed well; and


WHEREAS, there is a benefit to an organization in retaining its legislative lobbying firm due to the time it takes to acquire the requisite expertise to become proficient in an organization's industry and legislative needs; and

WHEREAS, staff reached out to other local agencies to determine the competitiveness of the proposal and found that the one proposal received is mid-range to many firms that report fees to the State of California.

NOW, THEREFORE, BE IT RESOLVED by the Board of Port Commissioners of the San Diego Unified Port District, as follows:

That the Assistant Executive Director or his designated representative is hereby authorized on behalf of the San Diego Unified Port District to select and authorize an Agreement with JGC Government Relations, Inc. for state legislative consulting services for an amount not to exceed \$324,000 for a period of three years.

APPROVED AS TO FORM AND LEGALITY:
GENERAL COUNSEL



By: ~~Assistant Deputy~~

PASSED AND ADOPTED by the Board of Port Commissioners of the San Diego Unified Port District, this 12th day of May, 2015, by the following vote:

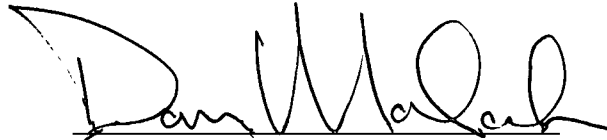
AYES: Bonelli, Castellanos, Merrifield, Moore, Nelson, and Valderrama.

NAYS: None.

EXCUSED: Malcolm.

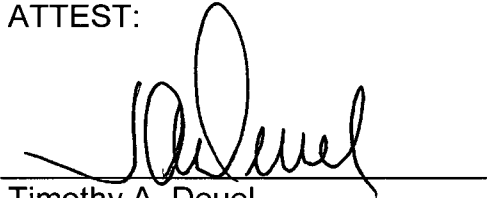
ABSENT: None.

ABSTAIN: None.



Dan Malcolm, Chairman
Board of Port Commissioners

ATTEST:



Timothy A. Deuel
District Clerk

