

Greater Cleveland Regional Transit Authority

FEDERAL ADVOCACY CONSULTING SERVICES

Presented to: External and Stakeholder Relations
& Advocacy Committee

May 14, 2019

Greater Cleveland Regional Transit Authority



Project Overview

Scope of Services

- Consultant will represent GCRTA at the Federal level.
- Personally meet with appropriate members of Congress and federal administration to increase awareness and support for GCRTA, and advance our annual federal legislative agenda.
- Attend hearings and meetings on critical issues, including introduction of legislation, that could affect GCRTA's legislative agenda.
- Schedule meetings in Washington, DC for GCRTA with key agencies, legislators and their staff's.

Project Overview

Scope of Services, continued

- Monitor federal legislative process and alert GCRTA of legislative developments and federal funding opportunities.
- Draft proposed legislation, perform related research to advance GCRTA's legislative agenda.
- Assist GCRTA as needed on federal grant strategies and applications.
- Coordinate opportunities for legislators and relevant staff to visit GCRTA facilities to better inform federal officials on conditions affecting GCRTA.

Procurement Overview

- RFP issued on February 5, 2019
- Accessed on the GCRTA website by 29 interested parties
- Seven (7) firms proposed

Procurement Overview

Evaluation Panel Members

- Executive
- Finance & Administration
- Engineering & Construction
- Legal
- Office of Business Development
- Procurement

Procurement Overview

Evaluation Criteria

- Background & Experience
- Understanding of Project & Strategy
- Personnel Assigned
- Cost Proposal

Procurement Overview

Recommended Firm:

- Van Scoyoc Associates, Inc.
 - Located in Washington D.C.
- DBE Goal: 0% due to lack of certified DBE firms

Procurement Overview

Experience

- Access: Ability to reach senior DOT, FTA and White House officials
- Knowledge: Understand & advocate on the federal budget, appropriations, tax bills and financial mechanisms
- Transit Experience: Understand the importance of preserving State of Good Repair and aggressively seeking funding for GCRTA
- Relationships: Work closely with the Cleveland/Ohio congressional delegation, as well as, congressional transportation leaders
- Resources: Large firm that will enhance GCRTA's presence and secure funding and policy objectives

Procurement Overview

Other clients include:

- Cleveland Clinic
- Dallas Area Rapid Transit (DART)
- Washington Metropolitan Area Transit Authority (WMATA)
- Santa Clara Valley Transportation Authority
- Sonoma-Marín Area Rail Transit
- Los Angeles County Metropolitan Transportation Authority

Procurement Overview

Contract Term: Three Years with Two One-Year Options

\$303,000.00 NTE Base Contract (\$101,000 annually)

\$115,400.00 NTE Option Year One of Two

\$115,400.00 NTE Option Year Two of Two

\$533,800.00 NTE Total Contract Amount

Procurement Overview

Recommendation:

Staff requests that the External and Stakeholder Relations & Advocacy Committee recommend to the Board of Trustees the award of a contract to Van Scoyoc Associates, Inc. to provide federal advocacy consulting services for a five-year total contract amount not to exceed \$533,800.00