

RESOLUTION APPROVING SERVICE CONTRACT # 2017- 10499 FOR FEDERAL GRANT FUND LOBBYING SERVICES

WHEREAS, the City of Greensboro and the Greensboro Partnership have collaboratively funded a contract for federal lobbying services with the firm Pillsbury Winthrop Shaw Pittman, LLC for the past four years; and

WHEREAS, the City Manager recommends entering a contract to continue these services for an additional two years based on the unique qualifications and the accomplishments of the firm; and

WHEREAS, the Greensboro Partnership will not continue to engage the firm in their services; and

WHEREAS, City Council approval is required for contracts of \$100,000 and greater in value; and

WHEREAS, after four successful years of collaboration with the City of Greensboro and the Greensboro Partnership, the City has determined it is in its best interest to continue to utilize Pillsbury's Public Policy team to capitalize on momentum developed through 2016, and

WHEREAS, securing benefits for the City and Triad can continue through services that pursue funding and policy opportunities for a variety of priorities; and

WHEREAS, Pillsbury's team has provided Greensboro with strategic counsel on the City's federal agenda, including reviewing existing and proposed federal policies, programs, and legislation, identifying and advocating for federal grant opportunities, and garnering Congressional support for the City's legislative and funding priorities; and

WHEREAS, our collaboration has lead to an approximate 23-1 return on investment over the past two years and a strong reputation for the City; and

WHEREAS, additional details regarding activities and initiatives that have been completed, are currently in progress and proposed for 2017 and 2018 are provided in the attached letter from Pillsbury Winthrop Shaw Pittman, LLP; and

WHEREAS, the City of Greensboro will contract for services for \$93,600.00 annually for two years, for a total contract value of \$187,200; and

WHEREAS, this contract total is equivalent to the prior contracted services that formerly included cost sharing from the Greensboro Partnership.

NOW THEREFORE BE IT RESOLVED BY THE GREENSBORO CITY COUNCIL

That the resolution approving service contract # 2017- 10499 for Federal Grant Fund Lobbying Services is hereby adopted.