



Legislation Details (With Text)

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**Title:** Resolution Approving Service Contract # 2017- 10499 for Federal Grant Fund Lobbying Services  
**Sponsors:**  
**Indexes:**

**Code sections:**

**Attachments:** 1. SOS DC.pdf, 2. Pillsbury 2017-18 Update and Proposal.pdf, 3. 16-0883 Resolution PWSP LLP.pdf

Date	Ver.	Action By	Action	Result
11/15/2016	1	City Council	adopt	Pass

Resolution Approving Service Contract # 2017- 10499 for Federal Grant Fund Lobbying Services

Department: Executive  
Council District: All

Public Hearing: N/A  
Advertising Date/By: N/A

Contact 1 and Phone: Jim Westmoreland, City Manager, 336-373-2002  
Contact 2 and Phone:

**PURPOSE:**

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. 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. The Greensboro Partnership, (now operating as the Greensboro Chamber of Commerce), will not continue to engage the firm in their services. City Council approval is required for contracts of \$100,000 and greater in value.

**BACKGROUND:**

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. Securing benefits for the City and Triad can continue through services that pursue funding and policy opportunities for a variety of priorities. 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.

Our collaboration has lead to an approximate 23-1 return on investment over the past two years and a strong

reputation for the City. 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.

**BUDGET IMPACT:**

The City of Greensboro will contract for services for \$93,600.00 annually for two years, for a total contract value of \$187,200. This is equivalent to prior contracted services that formerly included cost sharing from the Greensboro Partnership.

**RECOMMENDATION / ACTION REQUESTED:**

City Council approval of a resolution approving service contract # 2017- 10499 for Federal Grant Fund Lobbying Services is requested.