

Office of Superintendent of Schools
Board Meeting of June 21, 2017

June 5, 2017

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

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. RFP-16-063-MT –
FEDERAL LOBBYIST SERVICES**

COMMITTEE: FISCAL ACCOUNTABILITY

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services, at the request of the Intergovernmental Affairs, Grants Administration, and Community Engagement, released the above-referenced solicitation. The purpose of this Request for Proposals (RFP) is 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 Justices, as well as pertinent regulatory agencies. This RFP was advertised on the Procurement Management Services' website, the Demandstar website, BidNet, Florida Bid, as well as e-mailed to 9 potential bidders, which included no Small Business Enterprise/Micro Business Enterprise (SBE/MBE) certified vendors that are registered to the respective commodity codes.

The initial term of the bid shall be for a three (3) year period, commencing July 1, 2017 through June 30, 2020 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 year period.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open with a 5% SBE/MBE participation and local preference participation rate of 5%.

Five (5) vendors responded to this advertised bid. Based on the criteria listed in solicitation, recommendation from the Selection Committee and Best and Final Price savings of \$36,000 for the initial term, the contract shall be awarded to one (1) vendor.

Fund Source
Various

E-145

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

1. **AWARD** Request For Proposals No. RFP16-063-MT – FEDERAL LOBBYIST SERVICES, 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 Justices, as well as pertinent regulatory agencies with an initial effective date of July 1, 2017 through June 30, 2020, 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, as follows:

BALLARD PARTNERS, INC.
2 ALHAMABRA PLAZA, SUITE 102
CORAL GABLES, FL 33134
OWNER/OFFICER: BRIAN D. BALLARD, PRESIDENT
MONTHLY RETAINER: \$9,000.00

2. **AUTHORIZE** Procurement Management Services to purchase, up to the total estimated amount of \$324,000 for the initial contract term, and an amount not to exceed \$216,000 for each subsequent extension period. Board authorization of this recommendation does not mean the amount shown will be expended.