

**CITY OF HOMER
HOMER, ALASKA**

City Clerk

RESOLUTION 25-026(S)

A RESOLUTION OF THE CITY COUNCIL OF HOMER, ALASKA,
AWARDING THE CONTRACT FOR THE FEDERAL LOBBYIST
SERVICES TO THE FERGUSON GROUP OF WASHINGTON, D.C. IN
THE AMOUNT OF \$65,000 AND AUTHORIZES THE CITY MANAGER
TO NEGOTIATE AND EXECUTE THE APPROPRIATE DOCUMENTS.

WHEREAS, In accordance with the Procurement Policy the Request for Proposal was
advertised in the Homer News on January 9 and 16, 2025, in the Anchorage Daily News on
January 12, 2025, listed with three plans rooms in the State and on the City website; and

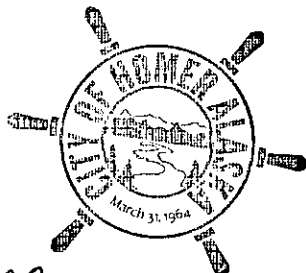
WHEREAS, Proposals were due by 4:30 p.m. on Thursday, February 6, 2025 and Six
proposals were received; and

WHEREAS, The Proposals were reviewed in accordance to the criteria established and
determined that The Ferguson Group of Washington, D.C. was the overall best fit for the
requirements of the City of Homer in the amount of \$5,000 per month equaling \$65,000
annually for the services as identified in the Request for Proposal documents; and

WHEREAS, \$25,000 is currently budgeted for Federal Lobbying Services and funds are
available to engage The Ferguson Group through the end of the FY25, however a budget
amendment will be necessary for the FY26/FY27 Biennial budget to adequately fund this
contract.

NOW, THEREFORE, BE IT RESOLVED that the City Council of Homer, Alaska, awards the
Contract for Federal Lobbyist Services to The Ferguson Group of Washington, D.C. in the
Amount of \$65,000 and authorizes the City Manager to negotiate and execute the appropriate
documents.

PASSED AND ADOPTED by the Homer City Council this 14th day of April, 2025.



CITY OF HOMER

RACHEL LORD, MAYOR

ATTEST:


RENEE KRAUSE, MMC, CITY CLERK

45
46 Fiscal Note:
47 Ordinance 23-20(A) and 24-23(A) appropriated \$63,000 from General Fund (\$51,000 to 100-
48 0100-5248, \$12,000 to 100-0110-5248); \$39,409 remains. Ordinance 23-20(A) and 24-23(A)
49 appropriated \$42,000 from Port Fund (400-0600-5248); \$24,800 remains. Ordinance 24-23(A)
50 appropriated \$2,000 from Utility Fund (\$1,000 to 200-0400-5248, \$1,000 to 200-0500-5248);
51 \$2,000 remains.
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MEMORANDUM

Resolution 25-026(S), A Resolution of the City Council of Homer, Alaska, Awarding the Contract for Federal Lobbyist Services to The Ferguson Group of Washington, D.C. in the Annual Amount of \$65,000 and Authorizing the City Manager to Negotiate and Execute the Appropriate Documents. City Clerk.

Item Type: Backup Memorandum
Prepared For: Mayor Lord and Homer City Council
Date: April 14, 2025
From: Melissa Jacobsen, City Manager

The request for proposals for a Federal Lobbyist for the City of Homer was issued January 6, 2025 in an effort to secure a qualified firm to advocate on federal budgeting and legislation that impact the City of Homer, particularly in the areas of federal appropriations, federal grants, and federal programs and projects.

Timely and responsive proposals were submitted by Acorn Consulting, Holland & Hart, Robertson, Monagle, & Eastaugh, Van Ness Feldman, LLP, The Ferguson Group, and The Reserve Component.

Submittals were evaluated and scored by a review committee that consisted of Councilmembers Aderhold and Davis, Special Projects and Communications Coordinator Carroll, Port Director Hawkins, and myself in accordance with the following criteria:

- Completeness of proposal (as per Proposal Format and Guidelines) – 5 points
- Respondent's experience (past performance, work products, timeliness, cost control) – 20 points
- References – 5 points
- Fee schedule/budget proposal – 5 points
- Strategy for accomplishing goals and priorities for the City as outlined in Section III above – 35 points
- Strategy for accomplishing goals and priorities for the City specific to the Homer Harbor Expansion - 30 points

Maximum Score - 100 points

The selection committee reviewed and discussed the proposer's prior work experience and performance and conducted interview with the three top scoring firms, Holland & Hart, The Ferguson Group, and The Reserve Component. Factors such as overall experience relative to the proposed contract, quality of work, cost control, and the ability to meet schedules were considered during the evaluation. Proposals are confidential until a contract is awarded.

The committee selected the Ferguson Group to be the best suited to the City's lobbying needs.

Recommendation:

Adopt Resolution 25-026(S) awarding the contract for Federal Lobbying Services to The Ferguson Group.