



**THE NORTHWEST
SEAPORT ALLIANCE**
Gateway to Solutions

ITEM NO.: 5B
MEETING DATE: 1/03/17

NWSA federal lobbying services

**Ryan McFarland,
Federal Government Relations**

Action requested

Request authorization for the CEO or his delegate to enter into a Personal Services Agreement with Signal Group Consulting, LLC, for federal lobbying services in the amount of \$720,000.



Background

- Jan. 2016– NWSA awards 1-year contract to McBee Consulting (a.k.a. Signal Group) for federal lobbying services.
- Spring 2016– Staff reviews processes of other jurisdictions to baseline this year’s RFP process.
- Aug. 8– Staff shares draft RFP and process with Managing Members for comment.
- Aug. 29– RFP issued.
- Sept. 22– Staff memo summarizing competing firms.
- Oct. 6– Review of proposals and staff recommendation.



Scope

- Provide strategic advice and planning in the development of a comprehensive federal government affairs strategy for NWSA.
- Implement the NWSA's federal government affairs strategy.
- Communicate regularly with the NWSA.
- Be knowledgeable of how federal activities impact the NWSA.
- Conduct other work as assigned, such as assisting with meetings for NWSA officials or staff.



Schedule

- February 1, 2017 through January 30, 2019.
- Option for one two-year renewal at the NWSA's discretion.
- Staff would seek commission approval for the option to renew.



Financial implications

	This Request	Total Project Cost	Cost To Date	Remaining Cost
Federal lobbying services	\$720,000	\$720,000	\$0	\$720,000
Total	\$720,000	\$720,000	\$0	\$720,000



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Other clients

- Port of Seattle
- AECOM
- Afognal Native Corporation
- American Airlines
- American Trucking Association
- American Society for the Prevention of Cruelty to Animals
- Armstrong State University
- Association for Corporation Growth
- Border Trade Alliance
- Career Education Colleges and Universities
- Chart Communications Operating, LLC
- Comptia
- City of El Paso
- City of Everett
- City of Hillsboro
- Download Fairness Coalition
- FedEx
- Fidelity Technologies Corp.
- General Aviation Manufacturers Associ.
- General Electric
- The Gordian Group
- Honeywell International
- Intel Security
- International Bankshares Corp.
- International Fragrance Association
- Jackson Municipal Airport Authority
- Lakeland Regional Medical
- Liquid Robotics, Inc.
- LPL Financial, LLC
- Lytx
- Mclane Co.
- Microsoft
- National Alliance of Forest Owners
- National Industries for the Blind
- National Tour Association
- NRG Energy, Inc.
- Pacific Gas and Electric
- People for Bikes Coalition
- Planet Labs
- Publix Super Markets
- REI
- Regional Airline Association
- San Diego Regional Airport Authority
- Schrader International
- Sound Transit
- US Tour Operators Association
- Virgin Galactic
- X Prize Foundation

