



City of Rochester Hills  
AGENDA SUMMARY  
FINANCIAL ITEMS

1000 Rochester Hills Dr.  
Rochester Hills, MI 48309  
248.656.4630  
[www.rochesterhills.org](http://www.rochesterhills.org)

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Legislative File No: 2017-0499

**TO:** Mayor and City Council Members  
**FROM:** Bryan K. Barnett, Mayor  
**DATE:** November 13, 2017  
**SUBJECT:** Governmental Representation and Consulting Services

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**REQUEST:**

City Council is requested to authorize a contract/blanket purchase order to Midwest Strategy Group, Lansing, Michigan for governmental representation and consulting services in the amount not-to-exceed \$162,000.00 for a three year term to expire November 30, 2020.

**REASON FOR PURCHASE:**

At its November 14, 2016, City Council approved a one year contract to Midwest Strategy Group for governmental representation and consulting services. The City issued Request for Proposals in 2016, which provided for contract renewal options provided that all terms and conditions of the initial contract remained firm and the City was satisfied with the services received. Midwest Strategy Group has represented the City over the past year with legislation and policy level governmental decisions at a county, state and federal level. Midwest has demonstrated that they are able to advocate proactively on behalf of the City on legislative matters, funding opportunities and other issues as they relate to the City's unique governmental interests. Midwest has interacted professionally with City staff and the City has been very satisfied with the services received. Based on these factors, the City is recommending that City Council approve the extension of Midwest Strategy Group for a three (3) year contract term. Midwest has agreed to hold their pricing as provided in their proposal response.

**PROCESS:**

**Vendor Name and Address:**

Midwest Strategy Group of Michigan  
101 S. Washington Square  
Suite 620  
Lansing, MI 48933

**Reason for Selection:**

Best Value

**Method of Purchase:**

Blanket Purchase Order/Contract

**BUDGET:**

Funding is available in the FY 2017 and 2018 Adopted Budgets and the FY 2019 Projected Budget.

<b>Fund Name</b>	<b>Department Account No</b>	<b>Account No. Description</b>	<b>3-Year Budget Amount</b>	<b>3-Year Cost</b>	<b>Remaining Budget</b>
General Fund	171.801000	Mayor's Professional Services	\$180,000	\$162,000	\$18,000
		<b>Total</b>	<b>\$180,000</b>	<b>\$162,000</b>	<b>\$18,000</b>

**RECOMMENDATION:**

It is recommended that City Council authorize a contract/blanket purchase order to Midwest Strategy Group, Lansing, Michigan for governmental representation and consulting services in the amount not-to-exceed \$162,000.00 for a three year term to expire November 30, 2020.

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<b>APPROVALS:</b>	<b>SIGNATURE</b>	<b>DATE</b>
Department Review		
Department Director		
Budget Content: Finance Director		
Purchasing Process: Supervisor of Procurement		
Mayor		
Deputy Clerk		