



City of Rochester Hills
AGENDA SUMMARY
FINANCIAL ITEMS

1000 Rochester Hills Dr.
Rochester Hills, MI 48309
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Legislative File No: 2024-0469

TO: Mayor and City Council Members
FROM: Bryan K. Barnett, Mayor
DATE: October 21, 2024
SUBJECT: Governmental Representation and Consulting Services

REQUEST:

City Council is requested to authorize a blanket purchase order/contract to Midwest Strategy Group, Lansing, Michigan for Governmental Representation and Consulting Services in the amount not-to-exceed \$108,000.00 for a two-year term to expire November 30, 2026 and further authorizes the Procurement Manager to execute a contract amendment on behalf of the City.

REASON FOR PURCHASE:

The City issued a Request for Proposal governmental representation and consulting services utilizing the MITN system. Three proposal responses were received and evaluated by a committee consisting of representatives from the Mayor's Office, DPS/Engineering, and the Purchasing department. Based on the review, the committee determined and unanimously agreed that Midwest Strategy Group provides the best overall value to the City based on their experience and qualifications, work approach, comparable projects, and success in generating solutions for potential areas of concerns for their clients and a contract was subsequently awarded to them. The contract called for a three (3) year initial contract term with the option to renew for a two (2) year period. The City is recommending exercising the renewal option of the contract.

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 is always extremely responsive to their needs. The City has been satisfied with the services received. Based on these factors, the City is recommending that City Council authorize the option to renew for an additional two (2) year period with all terms and conditions remaining unchanged.

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 included in the FY 2025 Adopted Budget and the FY 2026 Projected Budget

Fund Name	Department Account No	Account No. Description	2-Year Budget Amount	2-Year Cost	Remaining Budget
General Fund	171.801000	Professional Services	\$120,000	\$108,000	\$12,000

RECOMMENDATION:

It is recommended that City Council authorize a blanket purchase order/contract to Midwest Strategy Group, Lansing, Michigan for Governmental Representation and Consulting Services in the amount not-to-exceed \$108,000.00 for a two-year term to expire November 30, 2026 and further authorizes the Procurement Manager to execute a contract on behalf of the City.

APPROVALS:	SIGNATURE	DATE
Department Review		
Department Director		
Budget Content: Chief Financial Officer		
Purchasing Process: Procurement Manager		
Mayor		
City Clerk		

Contract Reviewed by City Attorney Yes N/A