

**Intergovernmental Relations Council Committee**  
**Wednesday, January 25, 2005**  
**Municipal Plaza "B" Room**  
**8:30 a.m.**

**Members Present:** Councilmember Julian Castro, Chair, District 7  
Councilmember Joel Williams, District 2  
Councilmember Enrique Barrera, District 6  
Councilmember Carroll Schubert, District 9  
Councilmember Chip Haass, District 10

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**Staff Present:** Christopher J. Brady, Assistant City Manager; Ray Baray, Intergovernmental Relations Manager; Erik Walsh, Assist to the City Manager; Kimberly Coleman, Contract Services; Matthew Polanco, External Relations; Alejandra Lopez, External Relations; Lisa Biediger, City Attorney's Office; Anita Martin, Economic Development; Brandon Smith, City Clerk's Office

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**Also Present:** Jerry Cecorski, Holland & Knight; James Jonas, Holland & Knight; Tom Loeffler, Loeffler Group; Bill Gray, Loeffler Group; Jon Flabani, Loeffler Group; Greg Laughlin, Patton Boggs

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**I. Call to Order by Councilmember Julian Castro**

Chairman Julian Castro called the meeting to order.

**II. Staff Presentation on RFP Process – Ray Baray IGR Manager**

Mr. Ray Baray presented background on the City's Federal Representation Contract. Mr. Baray reported that the RFP was released on November 1, 2004. Approximately fifty (50) RFP packets were mailed to prospective lobbyist firms and 13 responses were received. Mr. Baray stated the evaluation panel met on December 10, 2004 and chose six (6) respondents to be interviewed on January 14, 2005. Mr. Baray revealed the Panel scores that the interviews were based on: 1) Experience and Qualifications - 35%; 2) Capabilities – 35%; Responsiveness – 10 % in addition to SEBDA points. Mr. Baray named the three highest scoring firms to be recommended to the IGR Committee to include the Loeffler Group (70.2); Holland & Knight (64.6) and Patton Boggs (64.2). Mr. Baray concluded that the Intergovernmental Relations Committee recommendation go before City Council for approval on February 10, 2005 with the effective date of the Contract to begin March 1, 2005.

**III. Interview of respondents to City's federal representation services request for proposals**

**a) Holland and Knight**

Mr. Jerry Cecorski introduced the Holland & Knight Firm staff: James Jonas, present while Tilly Fowler and Rich Gold were on conference call. He stated the firm is composed of 1300 lawyers in 25 cities and in 7 countries. Ms. Fowler spoke with regard to the bi-partisan composition of the firm and bi-partisan contributions to congress. Mr. Gold briefed the committee on the appropriations successes cities achieved by the firm on behalf of cities similar in size to San Antonio.

Discussion and questions ensued.

**b) Loeffler Group**

Mr. Tom Loeffler introduced the Loeffler Group staff present: Bill Gray, Jose Martinez, Jon Flabani, Mike Frazier, Jonathan Starr and Robert Finney. Mr. Loeffler cited the firm's bi-partisanship and diversity. He informed the committee of the firm's offices in San Antonio, Austin and Washington D.C. Mr. Bill Gray spoke in regard to the firm's bi-partisanship, experience, the San Antonio based office and the dedication to achieving measurable goals. Mr. Jon Flabani added that the Loeffler Group has served the City of San Antonio for 10 years and that there are 9 individuals working on the San Antonio account. Mr. Flabani reported on the appropriations awarded to the City of San Antonio as a result of Loeffler representation.

Discussion and questions ensued.

**c) Patton Boggs**

Mr. Greg Laughlin gave focus on the bipartisanship of the firm, detailing the Patton Boggs staff and their party affiliations. Mr. Laughlin informed the committee that the firm represents a large number of municipal clients, with offices in Dallas and Washington D.C. He added that the firm hires a local attorney in every City represented.

Discussion and questions ensued.

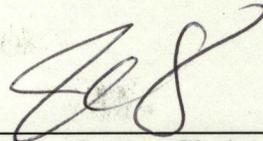
**IV. Committee Deliberations**

Committee deliberations were moved to the meeting set for January 28, 2005.

**V. Adjournment**

There being no further discussion, the meeting was adjourned at 10:15 a.m.

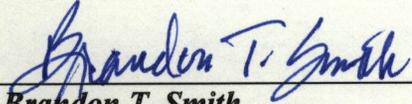
*Copies of these presentations are made part of the file and are available upon request.*



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*Julian Castro, Chairman*

*Respectfully Submitted,*



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*Brandon T. Smith  
Administrative Assistant II  
Office of the City Clerk*

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