

CITY OF HIGH POINT

AGENDA ITEM



Title: Contract Renewal – The Ferguson Group

From: City Manager

Meeting Date: June 15, 2015

Public Hearing: N/A

Advertising Date: n/a

Advertised By:

Attachments: Highlights of Legislative, Policy and Agency Work

PURPOSE:

Approval of contract renewal with The Ferguson Group (TFG) as the City's Washington lobbyist.

BACKGROUND:

The Ferguson Group has served as the Washington Representative to the City of High Point for the past eleven (11) years focusing on securing federal funds for the City's projects.

BUDGET IMPACT:

Funding is appropriated in the 2015-2016 budget

RECOMMENDATION / ACTION REQUESTED:

Council is requested to authorize the appropriate city official and/or employee to execute contract with The Ferguson Group for the period of July 1, 2015 – June 30, 2016.

The City of High Point and The Ferguson Group – Working in Partnership for 11 Years

Return on Investment through March 2015: 35:1

*ROI does not take into account money-saving advocacy and on-call status to respond to urgent or emerging issues.

Recent Highlights of Legislative, Policy and Agency Work

- Drafted and secured \$400,000 EPA Brownfield Assessment Grant award. Ranked as the #1 application in the country by EPA.
- Worked with the congressional delegation and the Interior Department / National Park Service to resolve a land grant issue between High Point University and the City.
- Working with HUD on an issue related to implementation of the Lead Based Paint Hazard Control Grant (Grant award - \$5,475,000).
- Drafted and submitted comments to the Federal Communications Commission regarding preservation of local control related to siting wireless facilities.
- Drafted letters to the congressional delegation outlining High Point's priorities in comprehensive tax reform. Drafted related resolutions for the City's review.
- Drafted letters to the congressional delegation relaying High Point's support for online sales tax legislation.
- Drafted High Point letters of support to the congressional delegation for full funding of HUD's CDBG and HOME programs.
- Organized meeting and follow up with HUD on Planning Grant application for Daniel Brooks Housing Community. Also drafted congressional support letters for the application.
- Worked with the High Point Police Department on a grant application to the Bureau of Justice Assistance for the High Point Offender Focused Domestic Violence Initiative.
- Weekly legislative and grant updates that address local priorities and issues.
- Real-time updates and advocacy alerts on critical legislative and policy action.

Funding Highlights

Federal Authorizations and Appropriations

High Point Greenway	95,000
High Point Police Department's Firing Range Training Facility	502,500
Naturalist Education Garden at Piedmont Environmental Center	200,000
International Furniture Market Transportation Terminal	6,216,000
Airport Area Roadway Network (Sandy Ridge)	8,140,000
I-74/US311 Bypass	10,000,000

Total Authorizations and Appropriations **25,153,500**

Federal Grants (excluding the City's recurring annual CDBG, HOME, Byrne JAG, and other grants)

EPA Brownfield Assessment Grant	400,000
HUD Community Challenge Grant	239,141
High Point Greenway	515,200
Lead Based Paint Hazard Control Grant	5,475,000
Assistance to Firefighter Grant	521,166

Total Federal Grants **7,150,507**

Federal Loans

HUD Section 108 Small Business Loan Pool	3,900,000
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Total Federal Loans **3,900,000**

Approved/Received American Recovery and Reinvestment Act Funds (ARRA)

Energy Efficient and Conservation Block Grant (EECBG)	998,600
Community Development Block Grant (CDBG)	208,721
Police Cars/Mobile Data Terminals	322,921
Transit Shelters/Vehicle	623,500
Sewer Rehab	1,498,500
Deep River Road	1,800,00
Widen Burton Road	450,000
Clinard Farm Road	150,000
NC68/US311 Feasibility Study	400,000
ARRA Total	6,452,242

Total received from 2004-2015 - \$43,056,249

Relationships

- **Federal:** Productive working relationships with Senator Burr and his staff; Cultivating relationships with Representatives Adams and Walker and their staff, and Senator Tillis and his staff; Federal agency contacts at agencies relevant to High Point (such as HUD, DOJ, DHS/FEMA, DOT/FHWA, etc.).
- **State:** Working relationships with state organizations, including the North Carolina League of Municipalities and the North Carolina Metro Mayors Coalition.
- **Local:** Established relationships with High Point staff; cultivating relationships with High Point elected officials.
- As a result of the relationships we have established at the federal, state and local levels, TFG serves as an active conduit between Washington and High Point.

Advocacy and Consulting

- Monitor legislation and regulations that impact the City of High Point; draft letters to the High Point Congressional Delegation when necessary.
- Monitor federal regulations and draft comments when necessary.
- Advocate for funding for priority programs.
- Communicate concerns with federal regulations to agencies and the High Point Congressional Delegation.