

AGENDA ITEM REPORT

DATE: May 5, 2026
DEPARTMENT: Procurement Management
REQUESTER: Mary Tucker
TITLE: Award Contract for Federal Lobbying Services

I. MOTION REQUESTED

- A. Award a contract for federal lobbying services to Capitol Counsel LLC, on an as-needed basis for one year, in the amount of \$120,000 plus expenses.
- B. Authorize the Chair to execute the contract documents on behalf of the Board of County Commissioners.

II. ITEM SUMMARY

Awards a contract to Capitol Counsel, LLC for federal lobbying services on an as-needed basis for a term of one year. These services will support the County's efforts to effectively advocate for federal funding, policies, and legislative priorities that benefit residents.

III. BACKGROUND AND IMPLICATIONS OF ACTION

The County identified the need for federal lobbying services to support its legislative priorities and strengthen its ability to secure federal funding and advocate on issues important to residents. To identify qualified firms, the County publicly advertised an opportunity for firms to express interest on March 19, 2026, with responses accepted through April 3, 2026. A total of four firms submitted information for the Board's consideration.

On April 21, 2026, [Item No. 29](#), the Board waived the competitive procurement process as per Section 3 of Lee County Procurement Ordinance 25-11 for the selection and contract award for federal lobbying services and selected a vendor based on presentations made at the meeting and subsequent Board discussion. The Board also authorized the County Manager, or designee, to negotiate and execute a contract with the selected vendor as identified by a majority vote for an amount within the approved budget and in accordance with the terms discussed by the Board.

IV. FINANCIAL INFORMATION

Current Year Dollar Amount:	\$120,000
Included in the Current Budget?:	Yes
Fund:	General Fund
Comments:	Plus expenses

Is this a revenue or expense item? Expense
Is this Discretionary or Mandatory? Discretionary
Will this item impact future budgets?
Program:
Project:
Account Strings: GC5190300100
Fund Type?

V. RECOMMENDATION

Approve

ATTACHMENTS:

Capitol Counsel Proposed Contract

REVIEWERS:

Angela Cabrini, County Manager

Created/Initiated - 4/24/2026

Mary Tucker, Procurement
Anne Henkel, Budget Services
Robert Holborn, County Attorney
Peter Winton, County Manager
Glen Salyer, County Manager

Approved - 4/27/2026
Approved - 4/27/2026
Approved - 4/27/2026
Approved - 4/27/2026
Final Approval - 4/27/2026