



## EXHIBIT 1

1659 Spencer Road, Denton, TX 76205

**Date:** July 6, 2016

**To:** Elton Brock, Purchasing Manager

**From:** Lindsey Baker, Intergovernmental Relations/Public Information Officer

**Subject:** **Business Justification for Single-Sourcing (non-competitive) specialized legislative consulting services for General Government and Denton Municipal Electric**

The City Manager's Office would like to single-source legislative consulting services for the 85<sup>th</sup> Texas Legislative session. Considering their in-depth knowledge of the City and DME policies and operations, staff would like to continue the consulting relationship with Focused Advocacy Partners, LLC, for the following reasons:

- Selected for the same services in the original contract and provided excellent results for both general government and electric issues.
- Extensive experience providing these services during previous legislative sessions serving Denton and other highly complex municipal clients.
- Excellent long-standing relationship with the City.
- Focused Advocacy provides a highly specialized skillset that can address the most critical issues facing the general government side of operations and those facing our electric utility.

It is anticipated that the 85<sup>th</sup> Legislative session will require significant, focused resources for general government and municipal-owned utility issues. Focused Advocacy has proven time and again they are the most skilled consultants who can represent the City's unique and complex interests effectively.

I am proposing a two-year professional services contract for \$332,000, a 10% increase. The proposed contract specifically calls out the known tasks, but is not limited to those specific tasks, including communications expectations with staff and City Council.

**This document and any attachments thereto may contain information that is confidential, commercially-sensitive, proprietary, and/or public power utility competitive and financial information in accordance with the provisions of Texas Government Code, Section 552.101, 552.104, 552.110 and/or 552.133, and may be protected from required public disclosure.**