



Memorandum

Date: 3/18/2025  
Meeting of: City Council

File No. AM No. 25-037  
Type: Consent Item

TO: Members of the City Council  
FROM: Mayor Angela Birney  
DEPARTMENT DIRECTOR CONTACT(S):

Executive	Malisa Files, COO	425-556-2166
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DEPARTMENT STAFF:

N/A	N/A	N/A
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TITLE:

Approval of a Federal Lobbyist Contract with Holland & Knight in the Amount of \$120,000

OVERVIEW STATEMENT:

In the 2025-2026 Budget, Council approved one-time funds to support a federal lobbyist to further the City’s goals at the national level and generate revenue. In Attachment A is the scope of work and contract with Holland & Knight. Holland & Knight is a bipartisan firm providing holistic, proactive, and effective approaches to federal relations. The total contract for one-year would equal \$120,000 after which time the City would evaluate the contract for effectiveness and extend the contract, if necessary.

Additional Background Information/Description of Proposal Attached

REQUESTED ACTION:

Receive Information       Provide Direction       Approve

REQUEST RATIONALE:

- **Relevant Plans/Policies:**  
Redmond’s Comprehensive Plan and the City’s Capital Investment Strategy (CIS)
- **Required:**  
Council approval is required for contracts that exceed \$50,000.
- **Council Request:**  
N/A
- **Other Key Facts:**  
The City has been successful in collecting revenue from the federal government to support capital projects, human services and environmental sustainability projects. With the new administration, it is imperative we have a partner at the national level to advance federal funding proposals and build partnerships and coalitions.

**OUTCOMES:**

Holland & Knight’s Public Policy and Regulation (PP&R) Group is one of the most experienced, well-respected government relations practices in the country. The organization uses a comprehensive approach to bringing in-depth legislative and regulatory experience and a strong record of success, while using creative and multifaceted strategies to advance their clients agendas with Congress, the White House, federal agencies, regional and national associations as well as key stakeholders.

Holland & Knights scope of work, specific to Redmond, can be found in Attachment A. The scope of work is comprehensive, including:

- Monitoring and analysis of Federal activity relevant to the City of Redmond
- Maintaining relationships with key federal stakeholders
- Understanding and accessing federal funding
- Aggressive, proactive advocacy
- Raising Redmond’s profile
- Regular communications and updates
- Drafting and monitoring Redmond’s Federal agenda
- Official visits to (and from) Washington D.C.

The contract will be a fixed cost of \$10,000 per month and is budgeted in the 2025-2026 Budget.

**COMMUNITY/STAKEHOLDER OUTREACH AND INVOLVEMENT:**

- **Timeline (previous or planned):**  
N/A
- **Outreach Methods and Results:**  
N/A
- **Feedback Summary:**  
N/A

**BUDGET IMPACT:**

**Total Cost:**

The total cost for one year of the contract equals \$120,000.

**Approved in current biennial budget:**       **Yes**       **No**       **N/A**

**Budget Offer Number:**

0000290

**Budget Priority:**

Strategic and Responsive

**Other budget impacts or additional costs:**       **Yes**       **No**       **N/A**

**If yes, explain:**

N/A

**Funding source(s):**

General Fund

**Budget/Funding Constraints:**

N/A

**Additional budget details attached**

**COUNCIL REVIEW:**

**Previous Contact(s)**

<b>Date</b>	<b>Meeting</b>	<b>Requested Action</b>
3/11/2025	Committee of the Whole - Finance, Administration, and Communications	Provide Direction

**Proposed Upcoming Contact(s)**

<b>Date</b>	<b>Meeting</b>	<b>Requested Action</b>
N/A	None proposed at this time	N/A

**Time Constraints:**

The contract should be approved as soon as possible so Redmond can begin drafting its Federal Agenda and take advantage of funding that is available.

**ANTICIPATED RESULT IF NOT APPROVED:**

If the contract is not approved, the City will not use the services of a federal lobbyist and potentially not take advantage of federal funding used for citywide projects.

**ATTACHMENTS:**

Attachment A: Holland & Knight Scope of Work

Attachment B: Holland & Knight Contract