

COUNCIL ACTION FORM

SUBJECT: APPROVAL OF SERVICE AGREEMENT BETWEEN CITY OF AMES AND CONERSTONE GOVERNMENT AFFAIRS, INC.

BACKGROUND:

For over 20 years, the City of Ames has been part of the Metropolitan Coalition (Metro Coalition), a non-partisan advocacy organization whose purpose is to unite larger Iowa cities with similar concerns and common interests in legislative matters. The Metro Coalition consists of the eleven largest cities in Iowa:

Ames	Ankeny	Cedar Rapids
Council Bluffs	Davenport	Des Moines
Dubuque	Iowa City	Sioux City
Waterloo	West Des Moines	

The Metro Coalition contracts with Cornerstone Government Affairs, Inc (CGA) for legislative services and representation before the Iowa General Assembly. Member cities are annually assessed for services related to the contract with CGA. The assessed amount is calculated by multiplying the city’s population by a factor of 0.07. The City of Ames’ share in FY 2021/22 is \$4,634 (66,200 x .07 = \$4,634). The 2016 population figure is being used, as the corresponding amount, \$4,634, is the amount budgeted. The total annual amount collected from all eleven cities is \$60,000.

Metro Coalition member cities rotate the responsibility of handling the financial arrangements including collecting contributions from other cities and paying for contracted services. Ames will continue serving in this role for FY 2021/22. In order to fulfill this duty in a fiscally responsible manner, an agreement between the City and CGA was drafted by the City Attorney (Attachment A). Since the total amount of the funds involved exceeds the City’s purchasing policy threshold of \$50,000, the agreement requires Council approval.

Member cities have paid their contributions to the City of Ames, so funds are in place to pay CGA.

ALTERNATIVES:

1. Approve the Service Agreement between the City and Cornerstone Government Affairs, Inc. effective July 1, 2021 – June 30, 2022.
2. Do not approve the agreement.

CITY MANAGER'S RECOMMENDED ACTION:

This is the second fiscal year that the City of Ames has served as a fiscal liaison to CGA on behalf of the Metro Coalition. Having this agreement in place accounts for funds passing through the City's financial system.

Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, as described above.

**MEMORANDUM OF AGREEMENT BETWEEN
THE CITY OF AMES AND
CORNERSTONE GOVERNMENT AFFAIRS, LLC**

WHEREAS, the City of Ames (“City”) belongs to the Metro Coalition, an unincorporated group of the larger cities in Iowa; and,

WHEREAS, the Metro Coalition with consent of its members communicates its positions on various legislative matters to the Iowa General Assembly; and,

WHEREAS, the Metro Coalition contracts with Cornerstone Government Affairs, Inc, (“Cornerstone”) for Cornerstone to represent the Metro Coalition before the General Assembly; and

WHEREAS, the financial stewardship of the Metro Coalition transfers each year to a different member city, so all the member cities can share in the responsibility; and

WHEREAS, the City of Ames currently has the financial stewardship of the Metro Coalition, and therefore requires a written agreement with Cornerstone to facilitate payments;

THEREFORE, the parties agree:

1. The City of Ames will receive the funds from the Metro Coalition which another City has been responsible for, and will assume financial stewardship of those funds through the City Finance Department;
2. Cornerstone will perform legislative lobbying and monitoring services for and as directed by the Metro Coalition, and the City will pay Cornerstone monthly at the amounts agreed to by the Metro Coalition and Cornerstone.
3. The City of Ames will pay Cornerstone \$5,000 per month, using Metro Coalition funds, as the fee for Cornerstone’s services to the Metro Coalition. Cornerstone will bill the City of Ames on a monthly basis. The total amount due to Cornerstone under this agreement is \$60,000.
4. TERM: This agreement is effective July 1, 2021 through June 30, 2022.


CITY OF AMES

JOHN A. HAILA

MAYOR

Date: _____

CORNERSTONE GOVERNMENT AFFAIRS, INC.



CAMPBELL KAUFMAN

PRINCIPAL & MANAGING DIRECTOR

Date: 09/24/2021