

Purchase Request #7
Regular Board Meeting June 2, 2025

**Consideration of Approval to Contract for Federal and State Government Relations
and Consulting Services**

ADMINISTRATION RECOMMENDATION/REPORT

The administration recommends that the Board of Trustees approve a contract with Cornerstone Government Affairs, Inc. (Cornerstone) for federal and state government relations and consulting services for the external relations department.

BACKGROUND

The College historically and currently is awarded federal and state funding for various programs, projects, and initiatives. In past years, the College has utilized firms that have been able to provide input and expertise on awarded federal funds, federally funded opportunities, congressional knowledge, and congressional policy development. Recently, the increase in state funds has exemplified the need for a firm that can also provide input and expertise on awarded state funds, state funded opportunities, Texas Legislature knowledge, and Texas Legislature policy development. Therefore, the College needs to procure services from a firm that can provide both federal and state government relations and consulting services.

Request for proposals (RFP) #25-30 was issued on April 9, 2025, to procure federal and state government relations and consulting services, which complies with the competitive procurement requirements per Texas Education Code §44.031(a). Five responses were received and evaluated by a team comprised of representatives from external relations; biotechnology; maritime transportation; center for petrochemical, engineering, and technology; and information technology services who determined the proposal submitted by Cornerstone will provide the best value to the College.

IMPACT OF THIS ACTION

Approving a contract with Cornerstone will assist the College to increase funding and funding opportunities at both the federal and state level. Assistance will also include compliance with awarded federal and state funds, expansion of collaboration opportunities with other governmental and educational entities, participation in government policy development at both levels, and attaining a positive profile with members of Congress and the Texas State Legislature.

BUDGET INFORMATION (INCLUDING ANY STAFFING IMPLICATIONS)

The estimated expenditure for this two-year contract is \$210,000 and will be funded from the external relations department's 2024-2025 operating budget and subsequent years budgets.

MONITORING AND REPORTING TIMELINE

The initial term will commence on June 3, 2025, through June 2, 2027, with three one-year renewal options.

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ATTACHMENTS

Attachment 1 - Tabulation

RESOURCE PERSONNEL

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Federal and State Government Relations and Consulting Services
Attachment 1 - Tabulation

QUALIFICATIONS

#	Vendors	Section 1: Firm Experience	Section 2: Personnel Experience	Section 3: Project Understanding	Section 4: References	Section 5: Exceptions T&Cs	Total Points
	<i>Total Points</i>	<i>20</i>	<i>20</i>	<i>20</i>	<i>5</i>	<i>5</i>	<i>70</i>
1	Cornerstone Government Affairs, Inc.	16.40	18.20	17.20	3.50	4.80	60.10
2	Hance Scarborough, LLP	15.80	17.00	16.20	4.60	4.10	57.70
3	Arete Public Affairs	15.20	16.00	15.00	4.40	4.80	55.40
4	Jackson Walker LLP	18.40	15.60	15.20	3.70	2.20	55.10
5	GAP Texas	13.20	12.80	12.20	4.20	4.60	47.00

FINAL SCORES

#	Vendors	Qualification Score	Price Score	Final Score
	<i>Total Points</i>	<i>70</i>	<i>30</i>	<i>100</i>
1	Cornerstone Government Affairs, Inc.	60.10	30.00	90.10
2	Jackson Walker LLP	55.10	24.12	79.22
3	Hance Scarborough, LLP	57.70	18.25	75.95
4	Arete Public Affairs	55.40	18.92	74.32
5	GAP Texas	47.00	18.20	65.20