



Purchasing & Strategic Sourcing Department

BY ELECTRONIC TRANSMISSION

MAYOR

Renard U. Johnson

September 2, 2026

CITY COUNCIL

District 1

Alejandra Chávez

District 2

Dr. Josh Acevedo

District 3

Deanna M. Rocha

District 4

Cynthia Boyar Trejo

District 5

Ivan Niño

District 6

Art Fierro

District 7

Lily Limón

District 8

Chris Canales

Holland & Knight LLP
Attn: Micheal Warner
98 San Jacinto Blvd Suite 1900
Austin, TX 78701

Re: Award Letter– 2026-0347R State Lobbying Services

Dear Mr. Warner

This is your official notice that on September 1, 2026, the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

This contract was awarded for an initial term of one (1) year for an estimated amount of \$120,000.00. The award also includes a one (1) year option for an estimated amount of \$120,000.00. The total estimated amount of the contract, including the initial term plus the option for a total of two (2) years, \$240,000.00. Purchase Order(s) will be provided by the Strategic & Legislative Affairs Department.

The period of performance is from September 2, 2026 to September 1, 2027.

The contract comprises of your completed solicitation, final negotiated items when applicable, and the Purchase Orders (s). These documents constitute the final and complete repository of the agreements between Holland & Knight LLP, and the City of El Paso. They supersede all prior or contemporaneous communications, representations, or agreements, whether oral or written, relating to the subject matter of this contract. Modifications to this contract shall not be binding unless made in writing and signed by an authorized representative of each party.

All vendors must accept a Direct Deposit (ACH) payment. An approved PaymentWorks account is required to receive a Purchase Order and process all future electronic payments. Email VendorManagement@elpasotexas.gov for any PaymentWorks questions.

The Contract Administrator for this contract is Alejandra Gorski, Legislative Liaison, who can be reached at (915) 212-1297 or via email at gorskia@elpasotexas.gov. The Contract Administrator will assist you with any questions you may have and will ensure the terms of the contract are met. The City of El Paso looks forward to working with you on this contract.

Sincerely,

Claudia A. Garcia - CPPO, CPPB
Director
Purchasing & Strategic Sourcing
(DR:CAG)

cc: Requirements File & Strategic & Legislative Affairs

CITY MANAGER

Dionne Mack

City 1 | 300 N. Campbell | El Paso, Texas 79901 | (915) 212-0043

P&SS Rev 10/14/2025



DELIVERING EXCEPTIONAL SERVICES



Purchasing & Strategic Sourcing Department

MAYOR

Renard U. Johnson

BY ELECTRONIC TRANSMISSION

September 2, 2026

CITY COUNCIL**District 1**

Alejandra Chávez

Focused Advocacy
Attn: Snapper Carr
3267 Bee Caves Road Suite 107-72
Austin, TX 78746

District 2

Dr. Josh Acevedo

Re: Non-Award Notification – 2026-0347R – State Lobbying Services

District 3

Deanna M. Rocha

Dear Ms. Carr,

District 4

Cynthia Boyar Trejo

Please be advised that on September 1, 2026 the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

District 5

Ivan Niño

The City of El Paso appreciates your participation and looks forward to future collaborations. If you would like to request a debriefing, please send a written request to Derrick Russell, Lead Procurement & Contract Analyst at russellhd@elpasotexas.gov.

District 6

Art Fierro

Sincerely,

District 7

Lily Limón

District 8

Chris Canales

Claudia A. Garcia - CPPO, CPPB
Director
Purchasing & Strategic Sourcing
(DR:CAG)

CITY MANAGER

Dionne Mack

cc: Requirements Folder



Purchasing & Strategic Sourcing Department

MAYOR

Renard U. Johnson

BY ELECTRONIC TRANSMISSION

September 2, 2026

CITY COUNCIL**District 1**

Alejandra Chávez

Greenberg Traurig.
Attn: Sofia Rodriguez
300 West 6th Street Suite 2050
Austin, TX 78701

District 2

Dr. Josh Acevedo

Re: Non-Award Notification – 2026-0347R – State Lobbying Services

District 3

Deanna M. Rocha

Dear Ms. Rodriguez,

District 4

Cynthia Boyar Trejo

Please be advised that on September 1, 2026, the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

District 5

Ivan Niño

The City of El Paso appreciates your participation and looks forward to future collaborations. If you would like to request a debriefing, please send a written request to Derrick Russell, Lead Procurement & Contract Analyst at russellhd@elpasotexas.gov.

District 6

Art Fierro

District 7

Lily Limón

Sincerely,

District 8

Chris Canales

Claudia A. Garcia - CPPO, CPPB
Director
Purchasing & Strategic Sourcing
(DR:CAG)

CITY MANAGER

Dionne Mack

cc: Requirements Folder



Purchasing & Strategic Sourcing Department

MAYOR

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BY ELECTRONIC TRANSMISSION

September 2, 2026

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CITY MANAGER

Dionne Mack

Localism, Inc.

Attn: C. LeRoy Cavazos-Reyna

2222 San Pedro Ave.

San Antonio, TX 78212

Re: Non-Award Notification – 2026-0347R – State Lobbying Services

Dear Mr. Cavazos-Reyna,

Please be advised that on September 1, 2026, the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

The City of El Paso appreciates your participation and looks forward to future collaborations. If you would like to request a debriefing, please send a written request to Derrick Russell, Lead Procurement & Contract Analyst at russellhd@elpasotexas.gov.

Sincerely,

Claudia A. Garcia - CPPO, CPPB

Director

Purchasing & Strategic Sourcing

(DR:CAG)

cc: Requirements Folder



Purchasing & Strategic Sourcing Department

MAYOR

Renard U. Johnson

BY ELECTRONIC TRANSMISSION

September 2, 2026

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District 7

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District 8

Chris Canales

Longleaf Consulting
Attn: Jesus Moreno
1220 Colorado Ste. 410
AUSTIN, TX 78701

Re: Non-Award Notification – 2026-0347R – State Lobbying Services

Dear Mr. Moreno,

Please be advised that on September 1, 2026, the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

The City of El Paso appreciates your participation and looks forward to future collaborations. If you would like to request a debriefing, please send a written request to Derrick Russell, Lead Procurement & Contract Analyst at russellhd@elpasotexas.gov.

Sincerely,

Claudia A. Garcia - CPPO, CPPB
Director
Purchasing & Strategic Sourcing
(DR:CAG)

CITY MANAGER

Dionne Mack

cc: Requirements Folder



Purchasing & Strategic Sourcing Department

MAYOR

Renard U. Johnson

BY ELECTRONIC TRANSMISSION

September 2, 2026

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Chris Canales

CITY MANAGER

Dionne Mack

The Forma Group, LLC
Attn: Ricardo Armendariz
310 N. Mesa Ste 400
El Paso, TX 79901

Re: Non-Award Notification – 2026-0347R – State Lobbying Services

Dear Mr. Armendariz,

Please be advised that on September 1, 2026, the City Council awarded this contract for the above-mentioned solicitation to Holland & Knight LLP.

The City of El Paso appreciates your participation and looks forward to future collaborations. If you would like to request a debriefing, please send a written request to Derrick Russell, Lead Procurement & Contract Analyst at russellhd@elpasotexas.gov.

Sincerely,

Claudia A. Garcia - CPPO, CPPB
Director
Purchasing & Strategic Sourcing
(DR:CAG)

cc: Requirements Folder

CITY OF EL PASO, TEXAS AGENDA SUMMARY FORM



DEPARTMENT/COUNCIL OFFICE: Strategic & Legislative Affairs

AGENDA DATE: September 1st, 2026

PUBLIC HEARING DATE: Not Applicable

CONTACT PERSON NAME: Ian Voglewede, Strategic & Legislative Affairs

PHONE NUMBER: (915) 212-1299

2nd CONTACT PERSON NAME: Claudia A. Garcia, Purchasing & Strategic Sourcing

PHONE NUMBER: (915) 212-0043

DISTRICT(S) AFFECTED: All

REVISED

12:20 pm, Aug 20, 2026

AGENDA ITEM:

The award of solicitation 2026-0347R State Lobbying Services to Holland & Knight LLP for an initial term of one (1) year for an estimated amount of \$120,000.00. The award also includes a one (1) year option for an estimated amount of \$120,000.00. The total contract time is for two (2) years for a total estimated amount of \$240,000.00

Department:	Strategic & Legislative Affairs
Award to:	Holland & Knight LLP
City & State:	Tampa, FL
Item(s):	All
Initial Term:	1 Years
Option Term:	1 Year
Total Contract Time:	2 Years
Annual Estimated Award:	\$120,000.00
Initial Term Estimated Award:	\$120,000.00
Option Term Estimated Award:	\$120,000.00
Total Estimated Award	\$240,000.00
Account(s)	105 – 2535 – P1055 – 11505 – 522150
Funding Source(s):	Strategic Legislative Affairs – Interfund Transfers (Uses)
District(s):	All

This was a Request for Qualifications Procurement for a replacement contract

The Purchasing & Strategic Sourcing and Strategic & Legislative Affairs departments recommend award as indicated to Holland & Knight LLP the highest ranked offeror based on the evaluation factors established in the evaluation criteria for this procurement

It is requested that the City Manager be authorized to establish the funding sources and make any necessary budget transfers and execute any and all documents necessary for execution of this award.

In accordance with this award, the City Manager or designee is authorized to exercise future options if needed.

Additionally, it is requested that the City Attorney's Office review and that the City Manager or designee be authorized to execute any related contract documents and agreements necessary to effectuate this award.

ISSUE STATEMENT:

City Council is asked to approve the award of a replacement contract for State Lobbying Services. This contract will provide legislative advocacy, policy monitoring, and strategic guidance; assist in securing state appropriations and regulatory support; coordinate with state agencies and state district offices; and provide ongoing reporting and strategic planning support to City staff.

BACKGROUND:

State lobbying services will support the City's State Legislative Agenda and focus on advancing policy and funding priorities, including transportation infrastructure, public safety, municipal services, and support with utilities.

Solicitation was advertised on March 17, 2026 and March 24, 2026. The solicitation was posted on City website on March 17, 2026. There were a total number in twenty-five (25) viewers online; six (6) proposals were received; one (1) from local supplier.

Contract Variance: There is no variance compared to the previous contract. The previous contract amount was \$240,000.00, and the proposed contract amount remains \$240,000.00, representing a 0.00% change

No protest received for this requirement.

COUNCIL OPTIONS:

- 1. Award the contract as recommended;
- 2. Deny award if Council determines such action is in the best interest of the City;
- 3. Direct staff to re-solicit the procurement with revised evaluation criteria or policy direction, as permitted by law;
or
- 4. Postpone action, pending additional information.

COMMITTEE REVIEW AND/OR RECOMMENDATION:

This item was not reviewed by a City Council committee.

COMMUNITY AND STAKEHOLDER OUTREACH:

Staff met with the Office of Senator Blanco and state delegation staff, Texas Municipal League, El Paso County, El Paso Chamber, and other stakeholders to discuss coordination needs with the state legislature.

A pre-proposal meeting was held on March 25, 2026. Number (0) suppliers were in attendance.

RELATED POLICIES:

- 1. Procurement Sourcing Policy

PRIOR COUNCIL ACTION:

On February 17, 2026, City Council adopted the City of El Paso's State Legislative Agenda for the 90th Texas Legislative Session.

LEGAL REVIEW:

- ☒ Legal counsel reviewed as part of the Council packet
- ☐ Legal counsel reviewed in advance of packet as individual item

AMOUNT AND SOURCE OF FUNDING:

Amount: \$240,000.00

Funding Source: SLA – Interfund Transfers (Uses)

REPORTING OF CONTRIBUTION OR DONATION TO CITY COUNCIL:

Report any contributions or donations to City Council of an accumulated total of \$500 or more. Report the name of the elected official and the amount.

NAME	AMOUNT (\$)
Form was provided to the applicant	

ATTACHMENTS:

- 1. Committee Scoresheet
- 2. Tabulation
- 3. Views List

FOR MORE INFORMATION:

Omar Martinez	915-479-0341	MartinezOL@elpasotexas.gov
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Ranking							
Request for Qualifications							
Solicitation: 2026-0347R State Lobbying Services							
	Points	Holland & Knight LLP	Greenber Traurig, LLP	Focused Advocacy	Localism, Inc. A Limited Company	The Forma Group, LLC	Central Tx FAB LLC dba Longleaf Consulting
Factor A - Qualifications and Experience	30	26.75	26.75	26.50	23.74	11.99	2.74
Factor B - Understanding of the City of El Paso State Priorities	30	26.75	24.50	24.24	26.74	14.49	7.74
Factor C - Approach and Methodology	20	18.50	17.50	17.50	18.50	13.75	6.50
Factor D - Key Personnel and Resources	20	16.75	17.25	16.50	14.25	11.00	11.50
Total Score	100	88.75	86.00	85.74	83.23	51.23	28.48
Ranking		1	2	3	4	5	6



City of El Paso Request for Qualifications Tabulation Form

Title: State Lobbying Services

Solicitation Number: 2026-0347R

Bid Opening: April 22, 2026

Department: Strategic and Legislative Affairs

Offerors Name	Location	Amendment(s) Acknowledged	Hire El Paso First Certified
Greenberg Traurig, LLP	Miramar, FL	Yes	No
Holland & Knight LLP	Tampa, FL	Yes	No
Localism, Inc. A Limited Company	San Antonio, TX	Yes	No
Central Texas FAB LLC dba Longleaf Consulting	Austin, TX	Yes	No
Forma Group LLC	El Paso, TX	Yes	No
Focused Advocacy	Austin, TX	Yes	No

RFQs Solicited: 1,405 Local RFQs Solicited: 419 RFQs Received: 6 Local RFQs Received: 1 No Bid: 5

Note: The information contained in this RFQ tabulation is for information only and does not constitute actual award/execution of contract.

Views List
2026-0347R State Lobbying Services

<u>No.</u>	<u>Participant Name</u>	<u>City</u>	<u>State</u>
1	Holland & Knight LLP	Austin	TX
2	Greenberg Traurig	Austin	TX
3	The Forma Group, LLC	El Paso	TX
4	Longleaf Consulting	AUSTIN	TX
5	Localism, Inc. (Localism, Inc. A Limited Company)	San Antonio	TX
6	Focused Advocacy	Austin	TX
7	ConvergeOne, Inc.	Bloomington	MN
8	Tall City Cyber LLC	Midland	TX
9	Allometrics Inc.	Webster	TX
10	Crisis Prevention Institute, Inc.	Milwaukee	WI
11	Textbook Warehouse (Textbook Warehouse, LLC)	Alpharetta	GA
12	915 Maintenance and Contracting (Bustillos & Rojero Enterprises LLC)	El Paso	TX
13	ConstructConnect	Cincinnati	OH
14	DLC CONSTRUCTION INC	El Paso	TX
15	El Paso Community Foundation	El Paso	TX
16	EMC Strategy Group, LLC	San Antonio	TX
17	Haney Group LLC	Leander	TX
18	Iceberg Public Affairs (Nicholson)	Austin	TX
19	Mountain Pass Services and Supply, Inc.	El Paso	TX
20	OGR (WPP Group Inc dba Ogilvy Public Relations Worldwide LLC)	Philadelphia	PA
21	Starbucks4321	El Paso	TX
22	Sysol LLC	El Paso	TX
23	Team Juan Uribe, LLC.	El Paso	TX
24	Thunderbird Management Consulting, LLC (Dayoub)	El Paso	TX
25	TMCx Solutions	Las Vegas	NV

DISCLOSURE OF CAMPAIGN CONTRIBUTIONS AND DONATIONS FORM

In compliance with [Title 2, Chapter 2.92, Section 2.92.080](#)

Introduction:

Individuals or entities benefiting by a City Council Agenda item must disclose contributions or donations made to current members of Council under the City's Ethics Code. The information on this form is being captured for transparency purposes and will be noted on the relevant City Council Agenda. **Contributions and Donations do NOT disqualify an applicant from doing business with the City.**

Definitions:

- "Contribution" A direct or indirect transfer of money, goods, services, or any other thing of value and includes an agreement made or other obligation incurred, whether legally enforceable or not, to make a transfer. The term includes a loan or extension of credit, other than those expressly excluded by the Texas Election Code, and a guarantee of a loan or extension of credit.
- "Contributor" A person making a contribution, including the contributor's spouse.
- "Donation" Cash and the value of any in-kind contributions or gifts to the council member for use by their office or in their district.
- "Donor" An individual and spouse, a business entity, or an individual who owns a business entity in whole or in part, or is operated by the individual, that is the subject of a council agenda item.
- "Benefiting" Shall include but not be limited to any contract, bid award, franchise, permit, zoning or rezoning, and other award that council will vote on.

Instructions: Please read and complete this form carefully. If you have made campaign contributions or donations to any current City Council member(s) totaling an aggregate of \$500 or more during their campaign(s) or term(s) of City office, you are required to disclose the information as specified below. If you have not made such contributions or donations past the limit specified in the ordinance, you are required to affirm your compliance with the municipal code. Please submit this completed form along with your application or proposal to the relevant city department. Failure to disclose campaign contributions or donations as required by the ordinance may result in a violation of the City's Ethics Code requirements, and sanctions under the Ethics Code 2.92.

Contributor / Donor Information:

Full Name	Robert S. Highsmith, Jr.
Business Name	Holland & Knight LLP
Agenda Item Type	Contract Award
Relevant Department	Strategic & Legislative Affairs

Disclosure Affirmation: Please check the appropriate box below to indicate whether you have made campaign contributions or donations totaling an aggregate of \$500 or more to any City Council member(s) during their campaign(s) or term(s) of City office specified in Section 2.92.080 of the El Paso Municipal Code.

☒

I have **NOT** made campaign contributions or donations totaling an aggregate of \$500 or more to any City Council member(s) during their campaign(s) or term(s) of City office, as specified in Section 2.92.080 of the El Paso Municipal Code.

OR

☐

I have made campaign contributions or donations totaling an aggregate of \$500 or more to the following City Council member(s) during their campaign(s) or term(s) of City office:

OFFICE	CURRENT COUNCIL MEMBER NAME	AMOUNT (\$)
Mayor		
District 1		
District 2		
District 3		
District 4		
District 5		
District 6		
District 7		
District 8		

Declaration: I hereby affirm that the information provided in this disclosure form is true and accurate to the best of my knowledge. I understand that this disclosure is required by Title 2, Chapter 2.92 of the El Paso Municipal Code and is subject to verification by the city authorities. Further, **I understand that upon submission of this form, I must disclose any subsequent contributions or donations prior to the relevant council meeting date.**

Signature: Robert L. Highmeyer Date: April 22, 2026



CITY ATTORNEY'S OFFICE
AWARDEE LITIGATION REVIEW

08/21/2026

The City Attorney's Office has reviewed whether or not the proposed awardee:

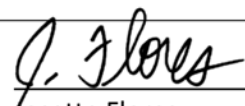
Holland & Knight, LLP

has been involved in prior or active litigation with the City for a period of 10 years from the date of award:

- ☒ No prior litigation has been found.
☐ Litigation Listing follows:

Caption	Parties	Causes of Action	Status of Case

Reviewed by:



Josette Flores
Deputy City Attorney