



CITY OF BANNING STAFF REPORT

TO: CITY COUNCIL

FROM: Robert Fisher, Acting City Manager

PREPARED BY: Art Vela, Public Works Director

MEETING DATE: June 24, 2025

SUBJECT: Consideration of Resolution 2025-94, Approving Amendment No.1 to the Professional Services Agreement with Innovative Federal Strategies, LLC to Provide Federal Legislative Advocacy and Governmental Affairs Services for Two (2) Years Ending on June 30, 2027

RECOMMENDATION:

Adopt Resolution 2025-94.

BACKGROUND:

On August 22, 2023, City Council approved Resolution 2023-149, approving a Professional Services Agreement with Innovative Federal Strategies, LLC to Provide Federal Legislative Advocacy and Governmental Affairs Services for two (2) years ending on June 30, 2025.

Innovative Federal Strategies, LLC (IFS) has provided federal lobbying and advocacy services to the City since 2013. Over the past decade, they have developed a deep and nuanced understanding of the City's unique challenges, infrastructure priorities, and long-term federal funding strategies. This institutional knowledge allows them to provide targeted and effective representation in Washington, D.C., with minimal ramp-up time or duplication of effort.

Innovative Federal Strategies, LLC has established strong working relationships with key Congressional offices, federal agencies, and regional partners that are directly relevant to the City's current and future funding initiatives. Their continuity in service ensures the City can maintain its momentum on previously submitted federal funding requests, secure ongoing project support, and proactively align with emerging federal grant and policy opportunities.

Due to the specialized nature of federal lobbying and the importance of relationship continuity, retaining Innovative Federal Strategies, LLC preserves consistency in representation and positions the City to successfully compete for highly competitive federal resources.

JUSTIFICATION:

Due to the specialized nature of federal lobbying and the importance of relationship continuity, retaining Innovative Federal Strategies, LLC preserves consistency in representation and positions the City to successfully compete for highly competitive federal resources. Over the past several years Innovative Federal Strategies, LLC has demonstrated their ability to perform the services of federal legislative advocacy and consulting for the City of Banning.

For these reasons, City staff recommends continuing the professional services agreement with Innovative Federal Strategies, LLC.

FISCAL IMPACT:

The total fee for these services for Fiscal Year 2025/2026 is \$61,500 and \$64,500 for Fiscal Year 2026/2027.

Funding for these services will be paid from the following accounts 001-1000-411.33-11 (40%), 660-6300-471.33-11 (40%) and 680-8000-454.33-11 (20%).

ALTERNATIVES:

Do not approve as recommended; services provided by Innovative Federal Strategies will end on June 30, 2025.

BUDGETED?:

Yes

CONTRACT/AGREEMENT:

Yes

ATTACHMENTS:

1. [Resolution 2025-94, Innovative Federal.docx](#)
2. [Amend No.1 Federal Legislative Advocacy.docx](#)
3. [Staff Report for Reso 2023-149.pdf](#)
4. [IFS Proposal FY 25/26 and FY 26/27.pdf](#)