



November 20, 2025

To: Legislative and Communications Committee

From: Darrell E. Johnson, Chief Executive Officer

Subject: Performance Evaluation of Federal Legislative Advocate, Potomac Partners, DC

Overview

The firm Potomac Partners, DC provides federal legislative advocacy services for the Orange County Transportation Authority in Washington, D.C. A staff evaluation of the services provided this session is presented to the Board of Directors for consideration and further comment.

Recommendation

Receive and file the staff evaluation of the federal advocacy services of Potomac Partners, DC as an information item and provide any additional comments.

Background

Since 2003, the Orange County Transportation Authority (OCTA) has contracted with Potomac Partners, DC (PPDC) for federal legislative advocacy services. On November 25, 2024, the OCTA Board of Directors (Board) approved a contract with PPDC to provide federal advocacy and consulting services for an initial term of two years through December 31, 2026, with two, two-year option terms. The federal legislative advocacy and consulting services provided by PPDC are led by Richard Alcalde, Daniel Feliz, and Adam Cross.

Discussion

The evaluation of federal legislative advocacy services covers major issues addressed and general services provided by PPDC, mirroring the process also used to evaluate the state legislative advocacy services. Staff's evaluation of the services provided by PPDC is included in Attachment A. The major issues and general services provided by PPDC have been evaluated based on effort and outcome using a rating of excellent, very good, good, fair, or poor.

Staff has rated PPDC's efforts overall as "excellent" based on responsiveness, advancing OCTA's positions and policies, and assisting in building cooperative bipartisan relationships with members of Congress and the Administration. Staff has rated PPDC's outcomes overall as "very good" based on the outcomes of the issues discussed.

Next year, the expected focus of PPDC's advocacy for OCTA will include continued efforts related to surface transportation reauthorization, and advancing OCTA Board-adopted priorities. On the appropriations front, PPDC will continue efforts to seek appropriations for transportation programs consistent with authorized levels and maximize funding opportunities for OCTA projects and programs. Other issues will include permitting reform, addressing cost impacts to project delivery and capital purchases, and informing transportation policies proposed by the Administration. In addition, priorities for PPDC will include advancement of OCTA's positions on policy goals contained in the Board-adopted 2025-26 OCTA Federal Legislative Platform.

To assist the Board in fully evaluating PPDC, the federal legislative advocate's current scope of work is included as Attachment B.

Summary

An evaluation of federal legislative advocacy services performed by Potomac Partners, DC is presented to the Board of Directors for information and further comment.

Attachments

- A. Staff Evaluation of Services Provided by Potomac Partners, DC for 2025
- B. Scope of Work Federal Legislative Advocacy and Consulting Services

Prepared by:



Kristin Jacinto
Executive Director,
Government Relations
(714) 560-5754