



**June 18, 2026**

**To:** Legislative Committee

**From:** Darrell E. Johnson, Chief Executive Officer

**Subject:** Amendment to Agreement for Federal Legislative Advocacy and Consulting Services

A handwritten signature in blue ink, appearing to read "Darrell E. Johnson", is positioned to the right of the "From:" line.

**Overview**

On November 25, 2024, the Orange County Transportation Authority Board of Directors approved an agreement with Potomac Partners DC for federal legislative advocacy and consulting services for a two-year initial term, with two, two-year option terms. Staff is requesting approval to exercise the first option term effective January 1, 2027, through December 31, 2028.

**Recommendation**

Authorize the Chief Executive Officer to negotiate and execute Amendment No. 1 to Agreement No. C-4-2285 between the Orange County Transportation Authority and Potomac Partners DC to exercise the first option term of the agreement in the amount of \$540,000, for federal legislative advocacy and consulting services through December 31, 2028. This will increase the maximum obligation of the agreement to a total contract value of \$1,080,000.

**Discussion**

Since 2003, the Orange County Transportation Authority (OCTA) has contracted with Potomac Partners DC (PPDC), for federal legislative advocacy services. Through competitive procurements, the OCTA Board of Directors (Board) awarded the federal advocacy contract to PPDC in 2002, 2007, 2010, 2014, 2018, and most recently in 2024. On November 25, 2024, the 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 principals Richard Alcalde and Daniel Feliz. Through their work for OCTA, PPDC has developed significant long-term relationships with key members in Congress and worked on several priority policy issues and goals for OCTA including helping maintain full federal funding for the Los Angeles – San Diego – San Luis Obispo (LOSSAN) Rail Corridor, securing community project funding for the LOSSAN Rail Corridor, Measure M2 projects, and transit services, and bringing key members of Congressional leadership to visit projects in Orange County. In addition, PPDC has advanced policy priorities for OCTA, including restoration of population-based distribution of Surface Transportation Block Grant Program and Congestion Mitigation Air Quality Improvement Program funds and permit reform as part of surface transportation reauthorization.

In 2025, OCTA’s annual evaluation of the work performed by PPDC rated the firm as “excellent” in its overall efforts and “very good” in terms of outcomes of key OCTA policy objectives.

Many of the above policy issues are expected to be ongoing in the upcoming session, especially as negotiation and potential implementation of surface transportation reauthorization take place and new members of Congress are installed.

### ***Procurement Approach***

The procurement was originally handled in accordance with OCTA’s Board-approved procedures for professional and technical services. On November 25, 2024, the Board approved the award of the agreement with PPDC to provide federal legislative advocacy and consulting services. The agreement was awarded on a competitive basis and included a two-year initial term in the amount of \$540,000, with two, two-year option terms.

The initial term of the agreement will expire on December 31, 2026. The proposed Amendment No. 1 is to exercise the first option term to extend the agreement through December 31, 2028, in the amount of \$540,000, bringing the total contract value to \$1,080,000.

In accordance with the existing agreement, PPDC’s firm-fixed monthly fee of \$22,500 will remain as originally negotiated, therefore pricing is deemed fair and reasonable. The agreement was awarded with no increases to the firm-fixed monthly fee. Exercising the first option term will allow PPDC to continue providing federal legislative advocacy and consulting services to OCTA.

Fiscal Impact

Funding for the project was approved in OCTA's Fiscal Year 2026-27 Budget, Government Relations, Account No. 1412-7519-A3201-E58, and the project is funded through the General Fund.

**Summary**

Based on the information provided, staff recommends the Board of Directors authorize the Chief Executive Officer to negotiate and execute Amendment No. 1 to Agreement No. C-4-2285 with Potomac Partners DC, to exercise the first option term in the amount of \$540,000, for continued federal legislative advocacy and consulting services effective January 1, 2027, through December 31, 2028.

**Attachments**

- A. Scope of Work, Federal Legislative Advocacy and Consulting Services
- B. Potomac Partners DC, Agreement No. C-4-2285 Fact Sheet

**Approved by:**



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