

**Metropolitan Transportation Commission
Administration Committee**

October 14, 2026

Agenda Item 3b-26-2159

**Contract – Federal Advocacy Services: Summit Strategies Government Affairs LLC
(\$1,297,840)**

Subject:

Request for authorization to negotiate and execute a contract with Summit Strategies Government Affairs LLC in an amount not to exceed \$1,297,840 for federal legislative advocacy services for a term of four years, with an option to extend for another four years.

Background:

MTC is the San Francisco Bay Area's federally designated metropolitan planning organization. As such, it is responsible for adopting and regularly updating the San Francisco Bay Area's long-range transportation plan and transportation improvement plan. In addition to MTC's federally designated planning responsibilities, MTC distributes approximately \$200 million annually in federal highway funds and approximately \$690 million annually in federal transit funds. MTC works with the Bay Area transportation partners to establish regional Capital Investment Grant project priorities and to advocate for grant awards. MTC also functions as the Bay Area Toll Authority and the Bay Area Infrastructure Financing Authority, whose tolling functions may be impacted by federal tolling law and policy.

The firm selected as a result of the Request for Qualifications (RFQ) will be expected to advance MTC's federal legislative and regulatory goals, as described in MTC-ABAG's joint advocacy program, which is updated annually.

MTC has been represented in Washington D.C. by Summit Strategies Government Affairs LLC (Summit Strategies) since 2020. Summit Strategies was retained under an initial three-year contract with an option to extend. MTC acted to extend the contract three times, reaching the maximum term allowed under the contract. As a result, MTC conducted a new competitive procurement for federal advocacy services this summer.

Procurement Process

In July 2026, MTC issued a Request for Qualifications (RFQ) for federal legislative advocacy services for an initial four-year contract with an option to extend an additional four years. The

RFQ was posted through MTC's online procurement system. Recipients included more than 5,500 individuals, including known federal lobbyists and public agency and private sector partners who work on legislative issues to ensure wide distribution to potential proposers. Nearly 1,900 individuals opened the Constant Contact email and 48 individuals downloaded the RFQ. MTC received proposals from the following two firms: Dennis Cardoza Consulting Services LLC (Dennis Cardoza Consulting) and Summit Strategies.

The proposals were evaluated by panel of MTC staff against the following criteria:

- An assessment of overall experience and track record as a successful federal advocate and qualifications in relation to supporting the federal legislative and regulatory advocacy efforts described in Appendix A and the experience requirements described in Section II, Minimum Qualifications (including, without limitation, the firm's ability to enter into the agencies' legislative arena with a sound base of understanding and experience, the qualifications of the particular individuals involved, and references) (50%)
- Demonstrated knowledge of federal transportation policy and funding issues (20%)
- An assessment of potential conflicts of interest that may arise in Proposer representing MTC in light of Proposer's other clients (20%)
- Annual rates and costs to MTC (10%)

Though each team met the minimum qualifications, Summit Strategies scored higher in the staff evaluation. Summit Strategies proposed a team approach bringing together six individuals with both broad and deep qualifications. The Summit team collectively has many years of experience; team members have served in senior roles in the U.S. House of Representatives and U.S. Senate on surface transportation authorizing and appropriations committees, worked in senior roles at the U.S. Department of Transportation, and advocated on behalf of transportation clients. The Summit team's existing relationships with key committee staff will be particularly important in the coming years, given the upcoming transportation reauthorization and the ever-expanding role of the Appropriations Committee in policy decisions. Dennis Cardoza Consulting had strong relationships in Washington, D.C. with non-surface transportation legislative and administration leadership, but limited experience with surface transportation decision makers or advocating on behalf of transportation clients.

Summit Strategies also scored higher on the second evaluation factor — demonstrated knowledge of federal transportation policy — with their proposal demonstrating a depth and breadth of experience across all surface transportation modes. Dennis Cardoza Consulting demonstrated limited expertise in this area.

Neither firm held direct conflicts of interest with Bay Area transportation. Both proposals were within the \$350,000/year budgeted amount. Dennis Cardoza proposed an annual cost of \$348,000. Summit Strategies proposed an annual cost of \$324,460.

Following a thorough review of the proposals, the evaluation panel recommends the selection of Summit Strategies. The panel is confident that the Summit Strategies team is well-suited to serve as MTC's legislative advocate in Washington, D.C.

The Summit Strategies team does not include any Small Business Enterprise (SBE) subcontractors.

Issues:

None identified.

Recommendation:

Staff recommends that the Committee authorize the Executive Director or his designee to negotiate and enter into a contract with Summit Strategies for federal advocacy services in an amount not to exceed \$1,297,840 for a four-year term.

Attachments:

- Attachment A: Disadvantaged Business Enterprise and Small Business Enterprise Status
- Request for Committee Approval - Summary of Proposed Contract



Andrew B. Fremier

Attachment A

Small Business Enterprise Status

	Firm Name	Role on Project	SBE* Yes / No	If SBE Yes, List #
Prime Contractor	Summit Strategies LLC		No	
Subcontractor				
Subcontractor				

*Denotes certification by the State of California.

Request for Committee Approval

Summary of Proposed Consultant Contract for Federal Advocacy Services

Work Item No.:	1132
Consultant:	Summit Strategies Government Affairs LLC Washington, D.C.
Work Project Title:	Federal Advocacy Services
Purpose of Project:	To act as a legislative advocate on behalf of MTC with the U.S. Congress and executive branch of the federal government in Washington, D.C.
Brief Scope of Work:	Advance MTC's federal legislative and regulatory goals, as described in MTC-ABAG's annual advocacy program.
Project Cost Not to Exceed:	\$1,297,840
Funding Source:	General Fund
Fiscal Impact:	Funding at a rate of \$324,460/year is included in the FY 2026-27 Agency Budget. Subsequent year budgets are expected to be comparable and are subject to approval of future MTC budgets.
Motion by Committee:	That the Executive Director or designee is authorized to negotiate and enter into a contract with Summit Strategies Government Affairs LLC for the federal advocacy services described above and in the Administration Committee Summary Sheet dated October 14, 2026 and that the Chief Financial Officer is authorized to set aside \$1,297,840 for such contract.
Administration Committee:	Gina Papan, Chair
Approved:	October 14, 2026