



VIRGINIA BEACH CITY PUBLIC SCHOOLS

CHARTING THE COURSE

OFFICE OF PURCHASING SERVICES
2512 GEORGE MASON DRIVE
VIRGINIA BEACH, VA 23456
(757) 263-1175

PUBLIC NOTICE SOLE SOURCE PROCUREMENT

Date:	June 5, 2019
Vendor/Contractor:	Kemper Consulting
Contract Amount:	\$87,975.00
Description of Services:	Representing the legislative agenda of VBCPA to legislators
Sole Source Determination:	Long-term relationship with company provides a unique foundation of understanding the needs of the school division and how they are impacted by legislation.
Date of Award:	TBD

J. Kevin Beardsley
Director of Purchasing
6/5/2019 2:35 PM

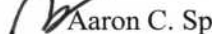



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Office of the Superintendent
Department of Budget and Finance

MEMORANDUM

TO: Kevin Beardsley, Director
Office of Purchasing Services

FROM:  Aaron C. Spence, Ed.D., Superintendent
 Farrell E. Hanzaker, Chief Financial Officer

SUBJECT: **SOLE SOURCE JUSTIFICATION FOR KEMPER CONSULTING** ~~2018-2019~~ 2019-2020 

DATE: May 31, 2019

Total Cost: \$87,975.00

Justification for Sole Source:

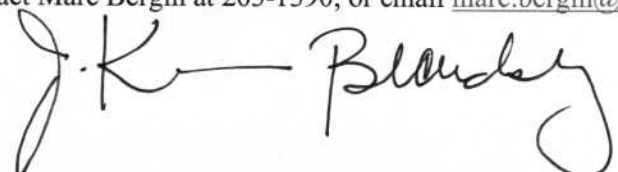
The Virginia Beach City Public Schools currently utilizes the services of Kemper Consulting to serve as the division's legislative lobbyist. The company has been serving in this capacity since 1997. In past years, the relationship has been renewed annually, and payment has been made through our regular payroll system.

I would like to request Sole Source status for Kemper Consulting. Kemper Consulting is a full-service government relations firm that specializes in providing constant and individualized attention to its public and private sector clients. The firm is comprised of veteran lobbyists, former senior members of the Executive Branch, and experienced and highly recognized lawyers and consultants. With over eighty years of combined lobbying experience, they bring extensive knowledge to the table as it relates to providing lobbying services for the Virginia Beach City Public Schools.

Since 1997, the relationship between Kemper Consulting and the school division has been very successful as it relates to representing the legislative agenda of the School Board to the state legislators in Richmond. A tremendously successful partnership, which has developed over seventeen years, would be hard to recreate with a new firm without a major loss of efficiency and effectiveness.

This long-term history allows Kemper Consulting to know what our School Board has accomplished over the years and where they want to go in the future. Our Board and senior leadership have developed a very close working relationship with Kemper Consulting. As a result of this relationship, the views and interests of Virginia Beach City Public Schools have been well represented to legislators in Richmond. The outstanding reputation of the company is of particular importance in our efforts to establish working relationships with our local legislators. The approval of the Sole Source request would ensure the continuity of our valuable working relationship that has proven to represent and further the mission and vision of the Virginia Beach City Public Schools over the years.

If you need additional information, please contact Marc Bergin at 263-1390, or email marc.bergin@vbschools.com.

approved:  6/5/19