



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

MEMORANDUM

TO: **Carla A.B. Smith, CPPO, CPPB**
Director, Office of Procurement Services

FROM: **Aaron C. Spence, Ed.D., Superintendent**
Donald E. Robertson, Jr., Ph.D., Chief of Staff
Crystal Pate, Chief Financial Officer

VENDOR: **Kemper Consulting, Inc.**

DOLLAR AMOUNT: **\$93,975.00**

DATE: **May 26, 2023**

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 made after monthly invoicing by the company.

I would like to request renewal of the 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.

Carla A.B. Smith

Jun 2, 2023

Carla A.B. Smith, CPPO, CPPB
Director of Procurement