



# Suspension of Competition Acquisition Request

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Double click!

1. Fully describe the product(s) and/or service(s) being requested.  
The continuation of State legislative advocacy services from Shaw/Yoder/Antwih/Schmelzer/Lange, Inc. to address ongoing vital issues to Fresno County for which continuity of service would be in the best interest of the County. In addition, this firm represents all San Joaquin Valley counties and can speak with a united voice on issues critical to the Valley.
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.  
Shaw/Yoder/Antwih/Schmelzer/Lange, Inc., 1415 L Street, Suite 1000 Sacramento, CA 95814  
Contact person: Paul Yoder (916) 893-9330; paul@SYASLpartners.com
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.  
\$301,639 (\$99,053 for year 1, \$100,539 for year 2, and \$102,047 for year 3) for the 3-year initial term; \$103,578 for first term (Year 4) of the 2 optional 12-month renewal terms and \$105,131 for the second term (Year 5) of the 2 optional 12-month renewal terms; total not to exceed \$510,348 for the 5 year contract term.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.  
Shaw/Yoder/Antwih/Schmelzer/Lange, Inc. have served as the lobbyists representing the County of Fresno in Sacramento for 25 years. A request for proposal was issued in 2008 with award to Shaw/Yoder/Antwih, Inc. and Corbett and Associates. The firm represents Fresno County on numerous issues including ongoing issues for which continuity of service would be in the best interest of the County. Shaw/Yoder/Antwih/Schmelzer/Lange, Inc. represent seven of the eight counties in the San Joaquin Valley, as well as the San Joaquin Valley Air Pollution Control District. This has allowed SYASL and the seven counties to become exponentially significant to gubernatorial administrations and the California Legislature.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
  - In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
  - When the contract is with a federal, state, or local governmental agency.
  - When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$5,000 whichever is more.
  - When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
  - When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
  - When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.  
Paul Yoder has served as the day-to-day contacts for 25 years and as such are very familiar with Fresno County and the various issues of importance to the County. In addition, Paul Yoder has demonstrated the ability to effectively work the Fresno County Legislative Delegation and the County's State Platform. Due to the limited staff time available to work on State legislative issues, it is crucial that the firm advocating on Fresno County's behalf be current and familiar with Fresno County issues as well as the County's Legislative Platform. This firm also represent all San Joaquin Valley counties and can continue to speak with a united voice on issues critical to the San Joaquin Valley in addition to Fresno County specific issues and requests.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.  
Shaw/Yoder/Antwih/Schmelzer/Lange, Inc. has served as the lobbyists representing the County of Fresno in Sacramento for 25 years and has established relationships with Fresno County's delegation and educated the members on Fresno County issues/priorities.

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Requested By:

Principal Admin. Analyst [\[X\] Sign](#) Double click!

Title

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.



[✕ Sign] Double click!

Department Head Signature

**Gary Cornuelle**

Digitally signed by Gary Cornuelle

Date: 2023.10.02 11:55:54 -07'00'

[✕ Sign] Double click!

Purchasing Manager Signature