



Board Agenda Item 30

DATE: September 25, 2018
TO: Board of Supervisors
SUBMITTED BY: Jean M. Rousseau, County Administrative Officer
SUBJECT: Agreement for State Legislative Advocacy Services

RECOMMENDED ACTION(S):

- 1. Make a finding that it is in the best interest of the County to suspend the competitive bid process consistent with Administrative Policy No. 34 for unusual or extraordinary circumstances for the provision of State legislative advocacy services; and**
- 2. Approve and authorize the Chairman to execute an Agreement with Shaw/Yoder/Antwih, Inc. and Michael Y. Corbett and Associates to provide State legislative advocacy services in Sacramento effective January 1, 2019, not to exceed five consecutive years, which includes a three-year base contract and two optional one year extensions, total not to exceed \$472,437.**

Approval of the recommended actions will provide for a continuation of State legislative advocacy services for the County of Fresno with the current vendor, with an increase in the annual cost to \$93,367 for Year 1, Year 2, and Year 3 including expenses. For Year 4 and Year 5 of the agreement for State legislative advocacy services, the annual compensation amount would increase by 3 percent to \$96,168. This item is countywide.

ALTERNATIVE ACTION(S):

Your Board could:

- 1.) Forego State legislative advocacy services; or
- 2.) Direct staff to issue a Request for Proposal(s) (RFP) for State legislative advocacy services

SUSPENSION OF COMPETITION/SOLE SOURCE CONTRACT:

The request to waive the competitive bidding process consistent with Administrative Policy No. 34, results from the fact that continuity of State legislative advocacy services with the current vendor would be in the best interest of the County. Due to the limited staff time available to work on State legislative issues, it is crucial that the individuals advocating on Fresno County's behalf be current and familiar with Fresno County issues. The Internal Services Department Purchasing Division concurs with the request to waive the customary competitive bidding process.

FISCAL IMPACT:

There is an increase of \$2,719 in Net County Cost when compared to the current year compensation. The current annual compensation is \$90,648 under the active agreement set to expire on December 31, 2018. The proposed agreement increases the annual compensation amount by 3 percent to \$93,367 for Year 1, Year 2, and Year 3 including expenses. For Year 4 and Year 5 of the proposed agreement, the annual

compensation amount would increase by 3 percent to \$96,168, including expenses. Funding for State legislative advocacy services is included in the FY 2018-19 Adopted Budget, Interest and Miscellaneous Expenditures Org 2540, and will be included in future requested budgets.

DISCUSSION:

On May 19, 2015, the Board of Supervisors approved a three-year agreement with Shaw/Yoder/Antwih, Inc. and Michael Y. Corbett and Associates for a continuation of State legislative advocacy services. The agreement is due to expire on December 31, 2018.

Shaw/Yoder/Antwih, Inc. and Michael Y. Corbett and Associates have served as the lobbyists representing Fresno County in Sacramento for 20 years. The firms working together represent Fresno County on numerous issues, including ongoing issues for which continuity of service would be in the best interest of the County. These include, but are not limited to, additional Child Support funding for "under equity" counties like Fresno, working to reduce the impact of adjustments to the In-Home Supportive Services Maintenance of Effort funding, addressing wildfire liability, and coordinating and participating in discussions with the State on issues impacting Fresno County.

Paul Yoder and Michael Corbett have served as the day-to-day contacts for 20 years, and as such, are very familiar with Fresno County and the various issues of importance to the County. In addition, Paul Yoder and Michael Corbett have demonstrated the ability to effectively work with the Fresno County Legislative Delegation. Due to the limited staff time available to work on State legislative issues, it is crucial that the individuals advocating on Fresno County's behalf be current and familiar with Fresno County issues, as well as the County's Legislative Platform. These firms 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.

It should be noted that due to the low dollar amount of the contract and the low risk, the proposed agreement deviates from the County's new standard contract language for Commercial General Liability in that it maintains the general liability amounts at the current contract levels of one million dollars per occurrence and an annual aggregate of two million dollars (the new standard contract language is two million and four million, respectively). Risk Management has been apprised of the modifications to the Commercial General Liability insurance requirements and has no concerns with the change.

REFERENCE MATERIAL:

BAI #30 May 19, 2015
BAI #16 June 11, 2013
BAI #50 and BAI #51 December 16, 2008

ATTACHMENTS INCLUDED AND/OR ON FILE:

Suspension of Competition
On file with Clerk - State Legislative Advocacy Services Agreement

CAO ANALYST:

Jeannie Z. Figueroa