



Suspension of Competition Acquisition Request

1. Fully describe the product(s) and/or service(s) being requested.

The continuation of State legislative advocacy services from Shaw/Yoder, Inc. and Corbett and Associates to address ongoing vital issues to Fresno County for which continuity of service would be in the best interest of the County. In addition, these firms represent 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, Inc. and Corbett and Associates 1415 L Street, Sacramento, CA 95814
Contact person: Paul Yoder (916) 893-9330; paul@shawyoderantwih.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.

\$280,101 (\$93,367 per year) for the 3 year initial term; \$96,168 per year for the 2 optional 12 month renewal terms; total not to exceed \$472,437 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, Inc. and Corbett and Associates have served as the lobbyists representing the County of Fresno in Sacramento for 20 years. A request for proposal was issued in 2008 with award to Shaw/Yoder/Antwih, Inc. and Corbett and Associates. 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, funding for elections systems replacement, working to reduce the impact of adjustments to the In Home Supportive Services Maintenance of Effort funding, assisting with the County's concerns with legislation regarding the Millerton Lake State Recreation Area, and coordinating and participating in discussions with the State Department of Toxic Substance Control for relief from onerous and expensive requirements impacting the Blue Hills Hazardous Waste Facility.
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 \$2,500 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 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 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 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.
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, Inc. and Corbett and Associates have served as the lobbyists representing the County of Fresno in Sacramento for 20 years and have established relationships with Fresno County's delegation and educated the members on Fresno County issues/priorities.

yzalapa 7/25/2018 5:00:10 PM

Requested By:

Administrative Analyst

Title

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

jfigueroa 7/25/2018 5:15:24 PM

Department Head Signature

gcornuelle 8/2/2018 2:07:37 PM

Purchasing Manager Signature
