



## Agenda Submittal

**Agenda #:** 5 **Status:** Approved  
**Type:** Contract **Department:** County Administrator  
**File #:** 19-630 **Contact:** Michelle Heppner, 784-3002  
**Agenda date:** 9/10/2019 **Final action:** 9/10/2019  
**Title:** Approve a third contract amendment with Shaw/Yoder/Antwih Inc., for State Legislative Advocacy Services for the period of January 1, 2020 through December 31, 2020, for a total amount of \$122,508, apportioned at \$84,888 annually for general, state legislative advocacy up to \$37,620 annually for advocacy services relating to the Delta and other water issues; and Delegate authority to the County Administrator to sign the contract  
**Governing body:** Board of Supervisors  
**District:** All  
**Attachments:** 1. A - Third Amendment, 2. B - Links to Original Contract and Amendments, 3. Adopted Amendment, 4. Minute Order

Date	Ver.	Action By	Action	Result
9/10/2019	1	Board of Supervisors		

Published Notice Required? Yes ☐ No ☒

Public Hearing Required? Yes ☐ No ☒

### DEPARTMENTAL RECOMMENDATION:

It is recommended that the Board of Supervisors:

1. Approve a third contract amendment with Shaw/Yoder/Antwih Inc., for State Legislative Advocacy Services for the period January 1, 2020 through December 31, 2020 for a total amount of \$122,508, apportioned as follows:
  - a. \$84,888 annually for general state legislative advocacy; and
  - b. Up to \$37,620 annually for advocacy services relating to the Delta and other water issues; and
2. Delegate authority to the County Administrator to sign the contract.

### SUMMARY:

The existing contract with Shaw/Yoder/Antwih, Inc. for general state legislative advocacy services and advocacy related to Delta and other water issues expires on December 31, 2018. Staff is recommending an extension to the contract for a one-year period from January 1, 2020 through December 31, 2020 for a total amount of \$122,508, apportioned at \$84,888 annually for general, state legislative advocacy and up to \$37,620 annually for advocacy services relating to the Delta and other water issues. The proposed contract amendment is set forth in Attachment A.

### FINANCIAL IMPACT:

The existing contract with Shaw/Yoder/Antwih, Inc. provides \$7,074 per month or \$84,888 annually for general state legislative advocacy and up to \$3,135 per month or \$37,620 annually for Delta and water related advocacy for a total annual amount of \$122,508 over the one-year contract term.

The proposed contract is recommended to remain at the same amount of the existing contract for general state legislative advocacy services at a total amount of \$84,888 and the Delta and water related advocacy services at a total amount of up to \$37,620 annually or \$122,508 over the one-year contract extension term. The total contract amount including this one-year extension is not to exceed \$857,556.

The legislative program is designed to result in additional funding and cost avoidance relative to Solano County. The cost of preparing this report and compiling the information is a General Fund cost covered in the County Administrator's administration budget.

## **DISCUSSION:**

**Background.** The Board has historically supported efforts to retain the services of a state legislative advocate to assist with advancing state legislative goals and priorities of benefit to the County and its partners and minimize County impacts associated with state budget and legislative actions.

The overall goals of the County's state legislative program are to:

1. Influence state legislation and policies as they relate to County goals and priorities, programs and operations;
2. Support adequate, sustained funding for County programs and operations; and
3. Maintain positive relationships with the County's state legislative delegation and their staff, the Governor's Administration and other state regulatory agencies.

**Justification for Contract Extension.** Staff recommends Board support for the proposed contract, for the following reasons:

1. **Continued programmatic changes and/or proposed realignment efforts by the state necessitates the need for a state legislative advocate.** Additional financial constraints imposed by the state through mandated and/or realignment of programs to the County necessitate the need for continued advocacy services. Whether to protect existing revenues, secure needed protections for public safety realignment, or help shape future realignment efforts, the County will need to maintain its robust legislative program in future years.
2. **Required expertise and credibility is essential.** Shaw/Yoder/Antwih, Inc. has had a long-standing relationship with the County and in representing the County's interests in legislative issues. It is essential that the County maintain consistency and continuity at least through the transition to a new Governor.
3. **No immediate net increase in cost.** The proposed contract does not result in a net increase in costs to the County over the term of the contract, but instead maintains existing funding levels to support ongoing state advocacy activities.
4. **Alignment with the two-year Legislative Cycle.** The proposed contract ends in the middle of the two-year legislative cycle and by approving a one-year extension, will bring it back in alignment with lobbying services for the full two-year legislative cycle.

## **ALTERNATIVES:**

While staff is recommending that the Board approve the proposed contract, the Board may consider the following alternatives:

1. Direct staff to negotiate additional terms for the contract and initiate desired changes; or
2. Not approve a new contract and direct staff to find alternative options.

Alternatives 1 and 2 are not recommended as maintaining the partnership between the County and Shaw/Yoder/Antwih, Inc. will provide continuity in state legislative representation at a time when the state contemplates significant policy changes including housing and water policy issues.

**OTHER AGENCY INVOLVEMENT:**

County Counsel has reviewed and approved as to form the attached contract amendment.