

## **RESOLUTION NO. .**

**BOARD OF SUPERVISORS, COUNTY OF SAN MATEO, STATE OF CALIFORNIA**

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**RESOLUTION AUTHORIZING WAIVER OF THE REQUEST FOR PROPOSALS  
PROCESS AND: A) EXECUTION OF AN AGREEMENT WITH POLITICAL  
SOLUTIONS, LLC FOR STATE ADVOCACY SERVICES FOR THE TERM OF  
JANUARY 1, 2018, THROUGH DECEMBER 31, 2019, IN AN AMOUNT NOT TO  
EXCEED \$173,000; AND B) EXECUTION OF AN AGREEMENT WITH THE  
QUINTANA CRUZ COMPANY, LLC FOR STATE ADVOCACY SERVICES FOR THE  
TERM OF JANUARY 1, 2018, THROUGH DECEMBER 31, 2019, IN AN AMOUNT  
NOT TO EXCEED \$173,000**

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**RESOLVED**, by the Board of Supervisors of the County of San Mateo, State of California, that

**WHEREAS**, a request for proposals process was conducted in February 2014 and resulted in a recommendation that the County contract with two firms, which will perform different aspects of the County's state advocacy activities; and

**WHEREAS**, it is in the County's best interest to waive the request for proposals process and continue to split its state advocacy work between the two firms of Political Solutions, LLC and The Quintana Cruz Company because of their detailed expertise in policy issues unique to the County, and because the County intends to undertake another request for proposals in 2020; and

**WHEREAS**, the County Manager's Office has determined that it is in the County's best interests to waive the Request for Proposals process given the strong performance of both Political Solutions and the Quintana Cruz Company, their expertise in policy areas unique to San Mateo County, and the unique issues facing the County in

light of changing federal policies which are being addressed at the state and local level;  
and

**WHEREAS**, the County Manager's Office has indicated its intent to issue a new RFP for state advocacy services prior to the expiration of these contracts; and

**WHEREAS**, the County Manager has recommended that Political Solutions, LLC continue to provide the County with advocacy services in the areas of education, health and hospitals, social services, child support, and housing for the County's Home for All effort; among others, and that The Quintana Cruz Company continue to provide the County with advocacy services in the areas of elections, land use, local government, public safety, tax and finance, transportation, environment, and housing: and

**WHEREAS**, the Board has been presented with forms of agreements for each of Political Solutions, LLC and The Quintana Cruz Company, LLC, each for the term of January 1, 2018, through December 31, 2019, and each in an amount not to exceed \$173,000, and has examined and approved such agreements as to both form and content and desires to enter into such agreements.

**NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED** that the Request for Proposals process is hereby waived; and

**BE IT FURTHER RESOLVED** that President of the Board is hereby authorized and directed to execute said agreement for state legislative advocacy services with Political Solutions, LLC for and on behalf of the County of San Mateo; and

**BE IT FURTHER RESOLVED**, that the President of the Board is hereby authorized and directed to execute said agreement for state legislative advocacy services with The Quintana Cruz Company, LLC for and on behalf of the County of San Mateo; and

**BE IT FURTHER RESOLVED**, that the County Manager or his designee is authorized to execute amendments to each of the aforementioned agreements, so long as such amendments modify the County's maximum fiscal obligation by no more than \$25,000 (per agreement). Such amendments may modify the contracts' terms and/or services so long as the modified term or services is/are within the current or revised fiscal provisions.

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