

RESOLUTION NO. .

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

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RESOLUTION AUTHORIZING A WAIVER OF THE REQUEST FOR PROPOSALS PROCESS AND EXECUTION OF AN: A) AMENDMENT TO THE AGREEMENT WITH POLITICAL SOLUTIONS, LLC FOR STATE ADVOCACY SERVICES, INCREASING THE AMOUNT BY \$180,080.64, FOR A MAXIMUM AGREEMENT AMOUNT OF \$353,080.64, AND EXTENDING THE TERM THROUGH DECEMBER 31, 2021; AND B) AMENDMENT TO THE AGREEMENT WITH CRUZ STRATEGIES, LLC FOR STATE ADVOCACY SERVICES, INCREASING THE AMOUNT BY \$180,080.64, FOR A MAXIMUM AGREEMENT AMOUNT OF \$266,580.64, AND EXTENDING THE TERM THROUGH DECEMBER 31, 2021

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 Political Solutions, LLC and Gonzales, Quintana & Hunter, LLC, to perform different aspects of the County's state advocacy activities; and

WHEREAS, the firm of Gonzales, Quintana & Hunter, LLC, subsequently was renamed and ultimately dissolved with shareholder Steve Cruz forming Cruz Strategies, LLC, ("Cruz Strategies") effective January 1, 2019, and the County entering into an agreement with Cruz Strategies on February 25, 2019, to continue the state advocacy services through December 31, 2019; 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 Cruz Strategies, LLC because of their detailed expertise in policy

issues unique to the County, and because the County intends to undertake another request for proposals in 2021 prior to the expiration of the proposed Amendments, and

WHEREAS, the County Manager has determined that Political Solutions, LLC will 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 Cruz Strategies, LLC will 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 amendments for each of Political Solutions, LLC and Cruz Strategies, LLC, each for the term of January 1, 2020, through December 31, 2021, and each in an amount not to exceed \$180,080.64, and has examined and approved such amendments as to both form and content and desires to enter into such amendments.

NOW, THEREFORE, IT IS HEREBY DETERMINED AND ORDERED that the President of the Board is hereby authorized and directed to execute said amendment to the 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 amendment to the agreement for state legislative advocacy services with Cruz Strategies, 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 further amend each of the aforementioned amendments, so long as such subsequent 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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