



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY MANAGER

File #: 18-099

Board Meeting Date: 2/13/2018

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors
From: John L. Maltbie, County Manager
Connie Juarez-Diroll, Legislative Officer
Subject: State Advocacy Services

RECOMMENDATION:

Adopt a 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.

BACKGROUND:

In February 2014, the County issued a Request for Proposals (RFP) for state advocacy services. A committee of the Board as well as key County staff conducted interviews and recommended that the County contract for state lobbying services with the firms of Political Solutions, LLC and Gonzalez, Quintana, Hunter & Cruz, LLC (now "The Quintana Cruz Company, LLC") with a division of their respective policy areas of focus, thus: Political Solutions (education, health and hospitals, social services, and child support) and The Quintana Cruz Company (elections, land use, local government, public safety, tax and finance, transportation, environment, and housing).

Political Solutions, LLC and The Quintana Cruz Company LLC have successfully and effectively represented the County since May 2009 and May 2014, respectively.

DISCUSSION:

Political Solutions, LLC will continue to represent the County in the areas of education, health and hospitals, social services, child support, and will help to support the County's Home for All effort as needed. Political Solutions, LLC will receive a yearly fee of \$84,871.80 in 2018 and \$87,417.95 in

2019.

At the end of 2017, Steve Cruz (the County's principal lobbyist in the areas of elections, land use, local government, public safety, tax and finance, transportation, environment, and housing) and David Quintana left Gonzalez, Quintana, Hunter & Cruz, LLC to form The Quintana Cruz Company LLC. Mr. Cruz will continue to represent the County in the above listed areas. The Quintana Cruz Company LLC will receive a yearly fee of \$84,871.80 in 2018 and \$87,417.95 in 2019.

Given their strong performance in representing the County, 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, the County Manager's Office believes it is in the County's best interests to remain with its current lobbyists and is requesting that the Board waive the RFP process for state advocacy services at this time. The County Manager's Office will issue a new RFP for state advocacy services prior to the expiration of these contracts.

The resolutions and agreements have been reviewed and approved by County Counsel as to form. The Resolutions contain the County's standard provisions allowing amendment of the County's fiscal obligations by a maximum of \$25,000 (in aggregate per agreement).

These agreements will contribute to the Shared Vision 2025 of a Collaborative Community by ensuring that the interests of the residents of the County of San Mateo are effectively represented in Sacramento.

PERFORMANCE MEASURE:

Measure	FY 2016-17 Actual	FY 2017-18 Projected
State Measures analyzed and acted on	120	130

FISCAL IMPACT:

The term for both agreements is January 1, 2018 to December 31, 2019. The amount to be paid for both agreements will not exceed \$346,000 for the two year term. Funds for both contracts have been included in the FY 2017-18 and FY 2018-19 Adopted Budget. Similar arrangements will be made in future years. Both contracts are funded with net County cost.