



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY MANAGER

File #: 20-061

Board Meeting Date: 2/25/2020

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

From: Michael P. Callagy, County Manager
Connie Juarez-Diroll, Legislative Officer

Subject: Amendment to State Advocacy Services Agreements

RECOMMENDATION:

Adopt a 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.

BACKGROUND:

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

DISCUSSION:

Political Solutions will continue to represent the County in the areas of education, health and hospitals, social services, child support, and housing, and will help to support the County's Home For All effort as needed. Pursuant to the proposed Amendment, Political Solutions will receive a yearly fee of \$90,040.32 in calendar year 2020 and \$92,741.52 in calendar year 2021.

In December 2018, Quintana Cruz began the process of dissolving and in January 2019, Steve Cruz (the County's principal lobbyist in the areas of elections, land use, local government, public safety, tax and finance, transportation, and environment) formed Cruz Strategies, LLC. The County thereafter terminated its contract with Quintana Cruz, and the County and Cruz Strategies entered into a new agreement for the term January 1, 2018, through December 31, 2019, for a maximum total fiscal obligation of Eighty-Six Thousand Five Hundred dollars (\$86,500), which represents the remaining balance of the contract with The Quintana Cruz Company, LLC Pursuant to the proposed Amendment, Cruz Strategies will receive a yearly fee of \$90,040.32 in calendar 2020 and \$92,741.52 in calendar year 2021.

Given their strong performance in representing the County and solid expertise in policy areas unique to San Mateo County, the County Manager's Office (CMO) believes it is in the County's best interest to remain with its current lobbyists and is requesting that the Board waive the RFP process for state advocacy services at this time. Prior to the expiration of the amendments to the agreements, the County Manager's office will issue a Request for Proposals for the services being provided.

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

PERFORMANCE MEASURE:

Measure	FY 2018-19 Anticipated	FY 2019-20 Projected
State/Federal Measures analyzed and acted on	150	200

FISCAL IMPACT:

The Net County Cost for both amendments have been included in the FY 2019-20 Adopted Budget and the FY 2020-21 Preliminary Recommended Budget and appropriations will be made in the FY 2021-22 to cover the period from July 1, 2021, through December 31, 2021.