



County of San Mateo

Inter-Departmental Correspondence

Department: COUNTY EXECUTIVE

File #: 26-006

Board Meeting Date: 1/6/2026

Special Notice / Hearing: None
Vote Required: Majority

To: Honorable Board of Supervisors

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

Subject: 2026 State and Federal Advocacy Services Agreements

RECOMMENDATION:

Recommendation to:

- A) Adopt a resolution authorizing the County Executive to execute a fourth amendment to the agreement with Political Solutions, LLC for state advocacy services, extending the term for one year through December 31, 2026, and increasing the amount by \$96,000 for a new not to exceed amount of \$480,000; and
- B) Adopt a resolution authorizing the County Executive to execute a fourth amendment to the agreement with Cruz Strategies, LLC for state advocacy services, extending the term for one year through December 31, 2026, and increasing the amount by \$96,000 for a new not to exceed amount of \$480,000; and
- C) Adopt a resolution authorizing the County Executive to execute a fourth amendment to the agreement with Carpi and Clay, LLC for federal advocacy services, extending the term for one year through December 31, 2026, and increasing the amount by \$96,000 for a new not to exceed amount of \$480,000.

BACKGROUND:

The County has retained Political Solutions, LLC (“Political Solutions”), Cruz Strategies, LLC (“Cruz Strategies”), and Carpi & Clay, Inc (“Carpi & Clay”) to support its state and federal legislative advocacy. Political Solutions and Cruz Strategies have successfully and effectively represented the County in state matters since May 2009 and May 2014, respectively. Carpi & Clay has represented the County at the federal level since 2021.

In the fall of 2021, the County issued Requests for Proposals (RFP) for state and federal advocacy services. A Board sub-committee and County staff conducted interviews and recommended the

County contract with Political Solutions and Cruz Strategies for state lobbying services with a division of policy areas, as follows:

Political Solutions:

- Early Learning and Childcare
- Health and Hospitals
- Human Services
- Housing
- Child Support

Cruz Strategies:

- Elections
- Land Use
- Local Government
- Public Safety
- Tax and Finance
- Transportation
- Environment

The same committee also recommended the County contract for federal lobbying services with Carpi & Clay.

DISCUSSION:

State and Federal Advocacy Teams

Given their strong performance in representing the County and solid expertise in policy areas unique to San Mateo County, the County Executive's Office believes it is in the County's best interest to continue contracting with these lobbying teams for state and federal advocacy services for one additional year.

Political Solutions will continue representing the County in the policy areas agreed upon in 2021. Pursuant to the proposed agreement, Political Solutions will receive a yearly fee of \$96,000 in calendar year 2026.

Cruz Strategies will continue representing the County in the policy areas agreed upon in 2021. Pursuant to the proposed contract amendment, Cruz Strategies will receive a yearly fee of \$96,000 in calendar year 2026.

Carpi & Clay will continue representing the County in all relevant policy areas at the federal level. Pursuant to the proposed contract amendment, Carpi and Clay will receive a yearly fee of \$96,000 in calendar year 2026.

These are the fourth and final amendments to the current agreements with these advocacy firms. Per standing policy, County staff will conduct a new competitive RFP process in the fall of 2026 to solicit state and federal advocacy services.

The resolutions 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).

COMMUNITY IMPACT:

The County's state and federal advocacy efforts support policies that represent the County's interests and further or enhance the needs of County residents.

FISCAL IMPACT:

The terms of the three Agreements are from January 1, 2022, to December 31, 2026, not to exceed an amount of \$96,000 per agreement for the calendar year 2026. Appropriation for these Agreements have been included in the County Executive's Office FY 2025-26 Adopted Budget.