



# County of Monterey

Board of Supervisors  
Chambers  
168 W. Alisal St., 1st Floor  
Salinas, CA 93901

## Board Report

---

**File #: 16-802, Version: 1**

---

Approve and authorize the Contracts/Purchasing Officer to sign Amendment No. 1 to the Professional Services Agreement with Nossaman LLP for the provision of grant services, extending the term of the Agreement for the period of one (1) year from July 1, 2016 through June 30, 2017 and increasing the amount of compensation under the Agreement by \$84,000 to a total not to exceed of \$168,000.

**RECOMMENDATION:**

It is recommended that the Board of Supervisors approve and authorize the Contracts/Purchasing Officer to sign Amendment No. 1 to the Professional Services Agreement with Nossaman LLP for the provision of grant services, extending the term of the Agreement for the period of one (1) year from July 1, 2016 through June 30, 2017 and increasing the amount of compensation under the Agreement by \$84,000 to a total not to exceed of \$168,000.

**SUMMARY:**

Nossaman LLP is a consulting firm with expertise in federal and state grant services. In July 1, 2015, the County entered into an Agreement with Nossaman to provide Monterey County with grant services to improve the County's access to grant funding, facilitate grant applications, and identify new funding sources. The proposed Amendment No. 1 extends the terms of the Agreement by one year and increases compensation by \$84,000. Nossaman will be contracted to work on 12-15 priority projects based on Board of Supervisors' Strategic Initiatives and guidance from the Legislative Program.

**DISCUSSION:**

In September 2014, at the direction of the Board of Supervisors, the County Administrative Office IGLA Division created the County's Strategic Grant Services Program in cooperation with Nossaman. In July, 2015, the County entered into the underlying Agreement to provide grant related services. To date, Nossaman has assisted in the acquisition of approximately \$850,000 in grants for County projects through the Strategic Grant Services Program. Since Nossaman began working with the County, Nossaman has identified new funding sources for Monterey County and provided the County with critical grants services. During this time Nossaman has been instrumental in assisting the County in accomplishing numerous goals set forth by the Board of Supervisors, aided in securing federal funding for County projects and programs, effectively advocated the County's positions on a wide variety of issues to state and federal grantor agency staff and other key decision makers, and fostered direct communication between the County and grantor agencies to build support for numerous County projects and programs. Nossaman has also provided legislative advocacy services for the County, especially as it relates to water issues. This has included bringing the Water Resources Agency (WRA) into California Statewide Groundwater Elevation Monitoring (CASGEM) Compliance for water bond fund eligibility which opens up the way to additional funding, securing funds for Quagga Zebra Mussel Prevention Program, securing funds for the Salinas Valley Groundwater Basin Assessment and Modeling Project, and other positioning on water project funding issues.

Under the proposed Amendment No. 1, Nossaman will continue its efforts to advance the County's Strategic Grant Services Program. Nossaman will provide assistance in acquiring grants for the execution of the Board's Strategic Initiatives, priority County projects, and on other issues in coordination with County departments as appropriate. In addition, Amendment No. 1 slightly expands the description of services provided under the

Agreement to include Legislative Advocacy related to grants (A.13) as shown in the revised Exhibit A-1.

The County has worked with Nossaman since 2014 and is pleased with their performance, responsiveness, and proactive actions related to supporting the County's interests.

**OTHER AGENCY INVOLVEMENT:**

The County Administrative Office - Intergovernmental and Legislative Affairs Division staffs and coordinates the activities of the Strategic Grant Services Program with the guidance from the Legislative Committee and approval by the Board of Supervisors.

**FINANCING:**

Monterey County's Strategic Grant Services Program is funded in County Administrative Office-Department 1050, Intergovernmental & Legislative Affairs Division-Unit 8054. This Agreement provides for a one (1) year contract with Nossaman LLP for the provision of grant services for the term of July 1, 2016 to June 30, 2017 at an annual cost of \$84,000 (\$7,000 per month). Funding for this Agreement is in the amount of \$84,000 and is included in the FY16 -17 Adopted Budget.

Prepared by: Paul Hierling, Management Analyst III, CAO-IGLA

Approved by:

---

Nicholas E. Chiulos  
Assistant County Administrative Officer

**Attachments:**

- Amendment No. 1 to Professional Services Agreement with Nossaman LLP
- Exhibit A-1 - Scope of Services & Payment Provisions