



County of Monterey

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

Board Report

File #: 14-643, **Version:** 1

- a. Approve and authorize the Contracts/Purchasing Officer to sign a Professional Services Agreement with JEA & Associates for the provision of state legislative advocacy services at a cost of \$144,000, for the one (1) year period of July 1, 2013 through June 30, 2014; and
- b. Authorize the Contracts/Purchasing Officer to extend the Agreement for up to three (3) additional one (1) year periods, subject to budget approval, at a total cost not to exceed \$576,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts/Purchasing Officer to sign a Professional Services Agreement with JEA & Associates for the provision of state legislative advocacy services at a cost of \$144,000, for the one (1) year period of July 1, 2013 through June 30, 2014; and
- b. Authorize the Contracts/Purchasing Officer to extend the Agreement for up to three (3) additional one (1) year periods, subject to budget approval, at a total cost not to exceed \$576,000.

SUMMARY:

JEA & Associates (JEA) is a Sacramento based firm with expertise in state legislative advocacy services. This Agreement with JEA provides Monterey County with legislative advocacy services at the state level, thereby enhancing the County's opportunities to influence legislation, access funding, and to work with legislators, agencies, and their staffs, to implement the Board of Supervisors' Legislative Program.

DISCUSSION:

In March 2014, the County issued a Request for Proposals (RFP) for state legislative advocacy services. Three responsive proposals were received, reviewed and scored by an internal selection committee. The Board's Legislative Committee met on May 19, 2014, reviewed the selection committee's rankings, and took action to recommend that the Board approve a contract with JEA & Associates (JEA).

Since 1997, JEA has represented Monterey County's interests in Sacramento and provided the County with strategic legislative advocacy and governmental affairs services. During this time JEA has been instrumental in assisting the County in accomplishing numerous goals set forth by the Board of Supervisors, aided in securing millions of dollars in state funding for County projects and programs, effectively advocated the County's positions on a wide variety of issues to legislators, agency staff, and other key decision makers, and fostered direct communication between the County and its representatives in Sacramento to build support for numerous County projects and programs.

Under the proposed Agreement, JEA will continue its efforts to advance the County's existing state legislative priorities. JEA will provide strategic advice and assistance in development and execution of the Board of Supervisors' Legislative Program, and on other issues as directed by the Board's Legislative Committee, in coordination with Committee staff and County departments as appropriate. A detailed description of services provided under this Agreement and terms of payment is provided in Exhibit A.

The County has worked with JEA & Associates for many years and is pleased with their performance, responsiveness, and proactive actions related to the County's interests.

OTHER AGENCY INVOLVEMENT:

The County Administrative Office - Intergovernmental and Legislative Affairs Division staffs and coordinates the activities of the Board of Supervisors' Legislative Committee and executes the Board's Legislative Program. On May 19, 2014, the Board's Legislative Committee recommended approval of a contract with JEA & Associates by the Board of Supervisors

FINANCING:

Monterey County's Legislative 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 JEA & Associates for the provision of state legislative advocacy services for the term of July 1, 2014 to June 30, 2015 at an annual cost of \$144,000 (\$12,000 per month). Funding for this Agreement in the amount of \$144,000 is included in the FY14-15 Recommended Budget. Additionally, if approved this Board action authorizes the Contracts/Purchasing Officer to extend the Agreement for up to three (3) additional one (1) year periods, subject to budget approval, at a total cost not to exceed \$576,000.

Prepared by:

Annette D'Adamo
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Approved by:

Nicholas E. Chiulos
Assistant County Administrative Officer

Attachments: Professional Services Agreement with JEA & Associates; Exhibit A-Scope of Services & Payment Provisions; and Exhibit B-Disclosure of Conflicts of Interest.