



County of Monterey

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

Board Report

File #: 14-642, **Version:** 1

- a. Approve and authorize the Contracts/Purchasing Officer to sign a Professional Services Agreement with Nossaman LLP for the provision of federal legislative advocacy services at a cost of \$125,000, for the one (1) year period of July 1, 2014 through June 30, 2015; 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 \$500,000.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a) Approve and authorize the Contracts/Purchasing Officer to sign a Professional Services Agreement with Nossaman LLP for the provision of federal legislative advocacy services at a cost of \$125,000, for the one (1) year period of July 1, 2014 through June 30, 2015; 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 \$500,000.

SUMMARY:

Nossaman LLP is a Washington D.C. based law firm with expertise in federal legislative advocacy services. This Agreement with Nossaman provides Monterey County with legislative advocacy services at the federal level, thereby enhancing the County's opportunities to influence federal legislation and regulation, 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 issues a Request for Proposals (RFP) for federal legislative advocacy services. Four 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 Nossaman LLP.

Since January 2010, Brent Heberlee, an attorney/partner with Nossaman LLP, has represented Monterey County's interests in Washington D.C. and provided the County with strategic legislative advocacy and governmental affairs 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 legislators, agency staff, and other key decision makers, and fostered direct communication between the County and its representatives in Washington D.C. to build support for numerous County projects and programs.

Under the proposed Agreement, Nossaman will continue its efforts to advance the County's existing federal legislative priorities. Nossaman 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 Nossaman for several 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 Nossaman LLP 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 Nossaman LLP for the provision of federal legislative advocacy services for the term of July 1, 2014 to June 30, 2015 at an annual cost of \$125,000 (\$10,416.66 per month). Funding for this Agreement in the amount of \$125,000 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 \$500,000.

Prepared by:

Annette D'Adamo
Management Analyst III

Approved by:

Nicholas E. Chiulos
Assistant County Administrative Officer

Attachments: Professional Services Agreement with Nossaman LLP; Exhibit A - Scope of Services & Payment Provisions; Exhibit B - Disclosure of Conflicts of Interest; and Exhibit C - Insurance Exemption Justification.