



**BOARD OF SUPERVISORS
AGENDA LETTER**

Agenda Number:

Clerk of the Board of Supervisors
105 E. Anapamu Street, Suite 407
Santa Barbara, CA 93101
(805) 568-2240

Submitted on:
(COB Stamp)

Department Name: General Services
Department No.: 063
Agenda Date: July 14, 2026
Placement: Administrative Agenda
Estimated Time: N/A
Continued Item: No
If Yes, date from: N/A
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Director(s): Kirk Lagerquist, Director
Contact: Lynne Dible, Assistant Director
SUBJECT: Multi-Department Master Service Agreements – All Districts

DocuSigned by:
Kirk Lagerquist
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County Counsel Concurrence

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Other Concurrence: Procurement, Risk Management

As to form: Yes

Recommended Actions:

That the Board of Supervisors:

- a) Approve, and direct the Chief Procurement Officer (“Purchasing Agent”) to execute and administer the fiscal year 2026-2027 Master Service Agreements (“MSAs”) with the contractors, and in the amounts, set forth in the attached Master Service Agreement Listing – July 14, 2026 (Attachment 1) for the services specified in the respective Statement(s) of Work attached as Exhibit A to such MSAs (Attachment 2); and
- b) Determine that the above action is not a “project” and is exempt from California Environmental Quality Act (CEQA) pursuant to section 15378(b)(5) of the CEQA guidelines because it is an organization or administrative activity of government that will not result in direct or indirect physical changes to the environment.

Summary Text:

The MSA being established for fiscal year 2026-2027 contains specific services widely used amongst all County Departments that the Purchasing Agent will manage throughout the Term. The MSAs listed on the Master Service Agreement Listing – July 14, 2026 (Attachment 1) are substantially similar to the template Master Service Agreement for independent contractor services exceeding \$200,000 in

annual aggregate cost approved by the Board of Supervisor on January 10, 2023 (“MSA Template”). Each MSA listed on Master Service Agreement Listing – July 14, 2026 provides for certain independent contractor services as specified in the Statement(s) of Work attached as Exhibit A to such MSAs (Attachment 2), and may include other terms and conditions on file and approved by County Counsel and Risk Management, as appropriate. Below and included as Attachment 1 is a brief summary of the services to be provided:

1. **BMI Imaging Systems, Inc.** – Contractor digitizes physical County documents, create digital images, and provides management and workflow solutions. All documents and data are securely transported from County locations and properly tracked throughout the entire duration of services.
2. **BMAK, Inc. dba CompuWave Inc** - Contractor is a distributor of software licenses for multiple products used Countywide. The functionality of the software purchases include, but are not limited to, Adobe licenses for document editing, document storage and filling, eSignature, Workload platform utilizing cloud features, Microsoft applications (Word, Excel, PowerPoint, etc.), IT security, and data integrations.
3. **Granicus, LLC.** - Contractor provides online services, website & CMS, digital communications strategies, public meeting experience, and record managements. This includes, but not limited to, software such as CampaignDocs, Legistar, DisclosureDocs, and VostCast.
4. **Padre Associates, Inc.** - Contractor provides environmental science services and geo-environmental engineering services, including, but not limited to, archaeological surveys, Tribal land surveys, tree surveys, habitat conservation plans, and stormwater pollution prevention plans. Services also include environmental consultation and assisting County with presentation of environmental findings.
5. **Cellco Partnership dba Verizon Wireless** - Contractor provides cellular services and equipment throughout the County. This includes department specific phones, respective service plans, and customer support.

Background:

The County’s Procurement Services Division (“Purchasing”) is focused on analyzing contracts, vendors, and spend amounts across County departments, and working on a Countywide level to make informed decisions on strategic sourcing opportunities. Purchasing leads the process of evaluating whether to participate in cooperative purchasing agreements, creating and managing certain countywide purchasing contracts.

Pursuant to County Code §2-42, the Purchasing Agent is authorized to engage independent contractors to perform services, with or without the furnishing of materials, within the limits provided by state law. Contracts for services of independent contractors with an annual aggregate cost in excess of \$200,000 are subject to Board approval.

On January 10, 2023, the Board of Supervisors approved the MSA Template and administrative changes to streamline the process for Board approval of such MSAs. Under such streamlined MSA procedures, Purchasing drafts, packages, presents for Board approval, and administers multi-Department MSAs exceeding the aforementioned \$200,000 threshold using the Board-approved MSA Template, and Statement(s) of Work attached thereto specifying the services to be provided thereunder as requested by participating County departments, and other terms and conditions on file and approved by County Counsel and Risk, as appropriate.

The updated MSA process enables Purchasing to propose that the Board approve an MSA with a contractor who is routinely being utilized by multiple County departments for similar services when the annual aggregate amount of County payments to such contractor exceeds, or is expected to exceed, \$200,000.

Purchasing then tracks and manages the aggregate dollar amounts of payments made under each Board-approved MSA on an ongoing basis throughout the term of such MSA, and recommends Board approval of amendments to such MSA as needed in order to increase the aggregate expenditure amount authorized under such MSA, and/or to provide for additional services thereunder, e.g., in the event that additional County departments desire to procure such services thereunder during the term of such MSA.

Fiscal and Facilities Impacts:

MSAs allow departments to procure services without the concern of approaching the \$200,000 aggregate spend threshold per contractor. Procurement Services implementation of the MSA for high spend contractors significantly reduces the associated costs of County departments developing their own individual contract which include:

- Terms and Conditions negotiations
- Board Approval Process
 - Board Letter development
 - Number of Board Letter Submissions
 - County Review from Risk Management, CEO, Auditor-Controller, County Counsel

Fiscal Analysis:

The price(s) and other terms and conditions for specific services to be provided pursuant to an MSA are set forth in Statement(s) of Work attached as Exhibit A to such MSA (Attachment 1). Each County department is responsible for ensuring that sufficient appropriations are included in their respective adopted budget prior to submitting to Purchasing a request for inclusion in an MSA a Statement of Work for the services that such department desires to procure under such MSA.

Special Instructions:

Please send one (1) copy of the minute order to Lynne Dible, General Services at ldible@countyofsb.org and 1 (one) copy to Phung Loman, General Services at ploman@countyofsb.org.

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Austin Venezia to docket a fully executed agreement to the Clerk of the Board upon execution.

Attachments:

Attachment 1 – Master Service Agreement Listing – July 14, 2026

Attachment 2 – FY26-27 MSAs

Contact Information:

Austin Venezia
Senior Procurement Specialist, General Services
auvenezia@countyofsb.org