



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

Department Name: CEO
Department No.: 012
For Agenda Of: December 12, 2017
Placement: Administrative
Estimated Time:
Continued Item: No
If Yes, date from:
Vote Required: Majority

TO: Board of Supervisors
FROM: Department Mona Miyasato, County Executive Officer
Director(s)
Contact Info: Dennis Bozanich, Deputy County Executive Officer,
SUBJECT: Federal Advocate Contract (Thomas Walters and Associates, Inc.)

County Counsel Concurrence

As to form: Yes

Other Concurrence: Risk Management

As to form: Yes

Auditor-Controller Concurrence

As to form: Yes

Recommended Actions:

That the Board of Supervisors

- A. Approve and authorize a two-year contract with Thomas Walters and Associates, Inc. for federal advocacy services for the period of January 1, 2018 – December 31, 2019 at a maximum cost of \$190,000 for a two-year term; and
- B. Determine that the above action is not a project under the California Environmental Quality Act (CEQA) pursuant to CEQA Guidelines Section 15378(b)(4) because it consists of the creation of government funding mechanisms or other government fiscal activities which do not involve any commitment to any specific project which may result in a potentially significant physical impact on the environment.

Summary Text:

In January 2015, the Board of Supervisors entered into a three year contract for federal advocacy services with Thomas Walters and Associates, Inc. which expires on December 31, 2017. It is recommended that the Board enter into a new two year with the firm for federal advocacy services,

including advocating for funding of the projects articulated within the County's annual legislative platform.

Background: Thomas Walters & Associates, Inc. was originally awarded a contract for federal advocacy services in December 2006 upon the completion of a competitive selection process. For the first two years of service the contract was renewed annually and ultimately the three year contract was awarded in 2008 and renewed in 2012. During this time, Thomas Walters and Associates, Inc. has served as the County's liaison to Congress and federal agencies, advocating on behalf of the County on a variety of funding legislative and policy issues. The firm has facilitated meeting with federal representatives and agencies, participating in monthly Legislative Program Committee meetings, monitored legislative bills and the federal budget and researched various issues that have emerged that fall under the guidelines of the County's legislative platform.

Performance Measure:

The performance of Thomas Walters & Associates as the County's Washington, DC representative will be assessed based on feedback obtained from members of the County Board of Supervisors, County department directors and the County's elected representatives, as well as success in advocating for projects and programs and facilitating coordination and regulatory issues between federal agencies and the County. Over the Last three years, the firm has continued to successfully advocate on behalf of Santa Barbara County on a wide range of funding and policy issues that have contributed additional funding or savings for County programs and projects.

The County has received additional funding for priority projects, including but not limited to the completion of the Santa Maria Levee, Mission Creek Channel Improvements, and Lake Cachuma. In addition, Thomas Walters and Associates has assisted the County in navigating the Federal grant process and securing Congressional support for the County's efforts, resulting in granting for funding for a variety of local needs including but not limited to: Homeless Assistance and Continuum of Care, impacts of illegal immigration under the State Criminal Aliens Assistance Program, Operations and Quality Improvement at Community Health Centers, Assistance to Firefighters, and Veterans Treatment and Drug Courts programs. The firm has also successfully advocated the County's interests in several key policy measures, including but not limited to: the Moving Ahead for Progress in the 21st Century Act (MAP-21); extension of full funding for the Payments in Lieu of Taxes and Secure Rural Schools Programs; reauthorization of the Workforce Investments Act; reform and modernization of the National Flood Insurance Program; repeal of the mandate that the County withhold 3% of payments to vendors and contractors for Federal income tax purposes; approval for the transfer of excess US Air Force aircraft to the US Forest Service to modernize its air tanker firefighting fleet.

Fiscal and Facilities Impacts: Budgeted

Should the County enter into a contract with Thomas Walters and Associates, Inc., the total cost would be a maximum not to exceed of \$190,000 over a two year term (with the each year not to exceed \$95,000, inclusive of all costs, including travel to Santa Barbara County, Communications,

Shipping, and other overhead , both in Washington, DC and California). Upon the Board's approval of the contract, the cost of the contract will be budgeted in each of the respective fiscal years associated with the contract term. The expenditure for the contract must be adopted as part of the annual countywide budget each fiscal year. The contract agreement may be terminated by the County up-on 30 days' notice "for convenience", or immediately upon contractor's default or material breach.

A request for information process was conducted and of the responders, Thomas Walters & Associates advocacy contract cost was found to be comparable or less expensive that the other respondents.

Key Contract Risks:

The County of Santa Barbara has significant experience with Thomas Walters and Associates, Inc. and there have been no significant issues. The contract has low risk.

Special Instructions: Clerk of the Board to forward one fully executed copy of the contract and minute order to: County Executive Office, Attn.: Kathie Cisek.

Attachments:

Exhibit A: Contract between County of Santa Barbara and Thomas Walters and Associates, Inc.

Exhibit B: Contract Summary

Exhibit C: Indemnification and Insurance Requirements

Authored by:

Anthony Sandoval, CEO Accountant II, County Executive Office, (805) 568-3400

cc:

Thomas Walters and Associates, Inc.

Wesley Welch, CEO Business Manager