



BOARD OF SUPERVISORS  
AGENDA LETTER

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

**Agenda Number:**

**Submitted on:**  
**(COB Stamp)**

**Department Name:** County Executive Office  
**Department No.:** 012  
**Agenda Date:** November 4, 2025  
**Placement:** Administrative Agenda  
**Estimated Time:**  
**Continued Item:** No  
**If Yes, date from:**  
**Vote Required:** Majority

**TO:** Board of Supervisors  
**FROM:** Department Director(s): Mona Miyasato, County Executive Officer  
Contact: Brittany Odermann, Deputy County Executive Officer  
**SUBJECT:** State Advocate Contract One-Year Extension (Hurst Brooks Espinosa, LLC)

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**County Counsel Concurrence**

As to form: Yes

**Other Concurrence:** Risk

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors:

- a) Approve and authorize the Chair to execute the attached amendment to the Agreement for Services of Independent Contractor with Hurst Brooks Espinosa, LLC for State advocacy services to extend the contract term to December 31, 2026 and increase the contract amount by \$86,400, for a total not-to-exceed contract amount of \$337,200; 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:**

This item will extend the current contract for state advocacy services with Hurst Brooks Espinosa, LLC (HBE) for one year from January 1, 2026 to December 31, 2026. The extension is the first of two, one-year extension options permitted in the current contract. If approved, HBE will continue state advocacy services through the 2026 legislative session at an annual cost not to exceed \$86,400 and a total contract not-to-exceed amount of \$337,200.

**Discussion:**

Each year the Board of Supervisors identifies specific issues, projects and/or programs (priorities) that warrant targeted legislative advocacy and includes these priorities as part of its legislative platform for the upcoming calendar year. Once the platform is adopted by the Board, staff determines various legislative strategies centered on the identified priorities such as enacting or amending legislation, creating partnerships with federal agencies and exploring funding opportunities. One component of the County's legislative strategy has been to utilize the advocacy services of Hurst Brooks Espinosa (HBE) to assist the County in implementing the legislative platform at the state level.

In December 2022 the Board entered into a three-year contract with HBE for state advocacy services. The initial three-year term expires December 31, 2025. The contract includes an option to extend for two, one-year periods until December 31, 2027. On October 6, 2025 the Legislative Program Committee approved the option to extend the contract for one year and recommended consideration of the contract approval by the Board of Supervisors.

**Background:**

Hurst Brooks Espinosa, LLC (HBE) was awarded their first contract for state advocacy services in December 2022 upon the completion of a competitive selection process. Over the last three years, HBE has served as the County's liaison to the California legislature and state agencies, advocating on behalf of the County on a variety of funding, legislative, and policy issues. The firm has facilitated meetings with state representatives and agencies, participating in monthly Legislative Program Committee meetings, monitored legislative bills and the state budget and researched various issues that have emerged that fall under the guidelines of the County's legislative platform.

**Contract Risk, Renewals and Performance Measure:**

HBE has served the county as a state advocate since 2022. Over the last three years, the firm has successfully advocated on behalf of Santa Barbara County on a wide range of policy issues. The performance of HBE as the County's Sacramento representative will continue to 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 state agencies and the County.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

The total contract cost for HBE for the additional one-year term will be a maximum of \$86,400, inclusive of all costs, including travel to Santa Barbara County, communications, and other overhead. There is no proposed increase in the annual cost of the contract over prior years. In December 2026, there will be an opportunity to extend the contract for a final one-year option.

**Fiscal Analysis:**

<b>Funding Source</b>	<b>FY 2025-2026</b>	<b>Total</b>
General Fund	\$86,400	<b>\$86,400</b>
<b>Total</b>	<b>\$86,400</b>	<b>\$86,400</b>

**Special Instructions:**

Please return one copy of the executed contract amendment to Brittany Odermann, bodermann@countyofsb.org.

**Attachments:**

**Attachment A** – First Amendment to agreement for Services of Independent Contractor with Hurst Brooks Espinosa, LLC

**Attachment B** – Agreement for Services of Independent Contractor with Hurst Brooks Espinosa, LLC December 2022

**Contact Information:**

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