



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: January 17, 2012  
Placement: Administrative  
Estimated Tme:  
Continued Item: No  
If Yes, date from:  
Vote Required: Majority

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**TO:** Board of Supervisors  
**FROM:** Department Chandra Wallar, County Executive Officer  
Director(s)  
Contact Info: Terri Nisich, Assistant County Executive Officer  
**SUBJECT:** Federal Advocate Contract (Thomas Walter and Associates, Inc)

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**County Counsel Concurrence**

As to form: Yes

**Auditor-Controller Concurrence**

As to form: Yes

**Other Concurrence:** Risk Management

As to form: Yes

**Recommended Actions:**

That the Board of Supervisors approve a three year contract with Thomas Walters and Associates, Inc. for federal advocacy services for the period of January 1, 2012 – December 31, 2014 at a maximum cost of \$90,000 per year.

**Summary Text:**

On December 29, 2008, the Board of Supervisors entered into a three year contract for federal advocacy services with Tom Walters and Associates, Inc, which expired on December 31, 2011. It is recommended that the Board renew this contract and enter into a new three year contract 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 and Associates, Inc. was originally awarded a contract for federal advocacy services in December 2006 upon the completion of a competitive selection process. Over the past five years, 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 meetings with federal representatives and agencies, participated in monthly Legislative Program Committee meetings, monitored legislative bills and the federal budget and researched various issues that have emerged the fall under the guidelines of the County's legislative platform.

**Performance Measure:**

The firm's performance is 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. Since retaining Tom Walters and Associates, the County has received funding for priority projects including but not limited to the Santa Maria Levee, Mission Creek Channel Improvements, Lake Cachuma and the Lompoc Veterans' Building. In addition the firm was instrumental in working with our delegation to waive the 20% local match requirement originally required for the Santa Maria Levee Project saving the County over \$4.5 million in potential costs. In addition Tom Walters and Associates Inc. has facilitated communications on multiple federal grant process resulting in funding for various program including but not limited to Homeless Assistance and Continuum of Care Grants, State Criminal Aliens Assistance Program, and Drug Courts. In addition he has continued to represent the County's interest in key funding reauthorization packages including SAFETEA-LU transportation funding.

In the area of advocacy Tom Walters and Associates Inc was also instrumental in bringing the Lake Cachuma Resource Management Plan to a close at the federal level allowing County to again retain concessionaires to provide for visitor serving amenities and derive appropriate revenue for services.

**Fiscal and Facilities Impacts:**

Budgeted: Should the County enter into a contract with Thomas Walters and Associates, Inc., the annual cost would be a maximum of \$90,000 (inclusive of retainer, expenses and any increase in CPI) 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 upon 30 days notice "for convenience", or immediately upon contractor's default or material breach.

**Fiscal Analysis:**

**Special Instructions:**

**Attachments:**

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

**Authored by:**

Terri Nisich, Asst. CEO

**cc:**

Tom Walters, Thomas Walters and Associates, Inc.  
Jette Christiansson, CEO Business Manager