



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: 12/19/2006  
Placement: Departmental  
Estimate Time: 15 minutes  
Continued Item: NO  
If Yes, date from:  
Vote Required: Majority

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**TO:** Board of Supervisors  
**FROM:** Department Director(s) Michael F. Brown, CEO, 568.3400  
Contact Info: Terri Maus Nisich, Assistant CEO, 568.3400

**SUBJECT: Selection of Federal Advocate/Lobbyist, All Districts**

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**County Counsel Concurrence:**

As to form:  Yes  No  N/A

**Auditor-Controller Concurrence:**

As to form:  Yes  No  N/A

**Other Concurrence:** N/A

As to form:  Yes  No  N/A

**Recommended Action(s):**

- A) Enter into a contract with Thomas Walters and Associates for federal advocacy/lobbying services for the period of December 23, 2006 through December 28, 2008.  
B) Approve the attached budget revision transferring \$84,000 from Contingency to pay for the cost of one year of the federal lobbyist contract.

**Summary:**

On November 21, 2006, the Board of Supervisors authorized the CEO to assess the feasibility and cost of retaining a federal lobbyist by conducting a "Request for Qualification" (RFQ) process. Based on the responses the County received from its RFQ, staff is recommending that the Board enter into a contract with Thomas Walters and Associates, Inc, for a period of December 23, 2006-December 28, 2008 for an amount of \$84,000 for the first year and inclusive of a cost of living adjustment for the second year.

**Background:**

This item is on the Board's agenda in order to allow the County to enter into contract with Thomas Walters and Associates for federal advocacy/lobbyist services. A RFQ was issued on November 29, 2006 and eight proposals were received by the December 6, 2006 deadline. The firm, Thomas Walters and Associates, was selected based on the evaluation criteria outlined in the RFQ (firm's background and qualifications, expertise/understanding of the County's legislative priorities, fees, client list and references and writing sample). The RFQ and the response from the firm are attached.

**Performance Measures:**

The evaluation of the performance of the contractor will be based on the firm's ability to garner legislative support and funding for key projects and issues facing the County as identified in the County's 2007 legislative priorities.

**Fiscal and Facilities Impacts:**

Budgeted:  Yes  No

**Fiscal Analysis:**

<u>Funding Sources</u>	<u>Current FY Cost:</u>	<u>Annualized On-going Cost:</u>	<u>Total One-Time Project Cost</u>
General Fund	\$ 84,000.00		
State			
Federal			
Fees			
Other:			
Total	\$ 84,000.00	\$ -	\$ -

The contract amount for one calendar year is an all-inclusive fee of \$84,000, which will be paid from Contingency, as reflected in the attached budget revision. The contract amount for the second year of the contract is a base of \$84,000 plus a cost of living adjustment based on the Consumer Price Index.

**Staffing Impact(s):**

**Legal Positions:**  
0

**FTEs:**  
0

**Special Instructions:**

**Attachments:**

Santa Barbara County Request for Qualification  
Response to RFQ by Thomas Walters and Associates  
Budget Revision  
Contract between the County and Thomas Walters and Associates

**Authored by:**

Sharon Friedrichsen, Project Manager, 568.3107

**cc:** Thomas Walters, Thomas Walters and Associates