



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: 12/16/08  
Placement: Administrative  
Estimated Tme:  
Continued Item: No  
If Yes, date from:  
Vote Required: Majority

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**TO:** Board of Supervisors  
**FROM:** Department Michael F. Brown, 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: Select\_Concurrence

**Other Concurrence:** Select\_Other  
As to form: Select\_Concurrence

**Recommended Actions:**

Enter into a contract with Thomas Walters and Associates, Inc. for federal advocacy services for the period of December 29, 2008-December 31, 2011.

**Summary Text:**

On December 19, 2006, the Board of Supervisors entered into a three year contract for federal advocacy services with Tom Walters and Associates, Inc, which is set to expire on December 28, 2008. It is recommended that the Board renew this contract and entered into a 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 awarded a contract for federal advocacy services in December 2006 upon the completion of a competitive selection process. Over the past two years, Thomas Walters and Associates, Inc. have 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. Tom Walters of Thomas Walters and Associates, Inc. has delivered two Interim Annual Reports to the Board of Supervisors (12/11/07 and 12/9/08) highlighting the advocacy efforts undertaken by the firm each year.

**Performance Measure:**

**Federal Advocate Contract (Thomas Walter and Associates, Inc)**

December 16, 2008

Page 2 of 2

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. In Year One of the contract, the County requested federal funding for five projects and secured funding for three of these projects-- Santa Maria Levee, Mission Creek Channel Improvements and Lake Cachuma-- totaling \$1.7 million (30% of request). In Year Two, it is anticipated that the County will receive federal funding for five out of its six submitted projects, which collectively total \$7.8 Million (Senate appropriations), or 43% of the requested funding. These projects include the Levee, Mission Creek, Lake Cachuma, Goleta Beach and the Lompoc Veterans Building.

**Fiscal and Facilities Impacts:**

Budgeted: Should the County enter into contract with Thomas Walters and Associates, Inc., the cost would be \$86,772 (inclusive of retainer and expenses) for the first year, with a stipulated cost-of-living adjustment (COLA) for each of two subsequent years of the contract. 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:**

**Staffing Impacts:**

**Legal Positions:**

**FTEs:**

**Special Instructions:**

**Attachments:**

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

**Authored by:**

Sharon Friedrichsen, Assistant to the CEO, 568.3107

**CC:**

Tom Walters, Thomas Walters and Associates, Inc.

Jette Christiansson, CEO Business Manager