



**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:** County Executive Office  
**Department No.:** 012  
**For Agenda Of:** November 16, 2021  
**Placement:** Administrative  
**Estimated Tme:** NA  
**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: Nancy Anderson, Assistant County Executive Officer. 568-3400  
**SUBJECT:** **State Advocate Contract (Governmental Advocates, Inc.)**

DocuSigned by:  
*Mona Miyasato*  
41846F5C725B460...

---

**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:

- A. Approve and authorize the Chair to execute the attached Agreement for the services of independent contractor Governmental Advocates, Inc. to provide State advocacy services for the period of January 1, 2022 to December 31, 2022 for a total amount not to exceed \$68,300 for a one-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:**

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 Governmental Advocates, Inc. to assist the County in implementing the legislative platform at the state level.

**State Advocates Contract (Governmental Advocates)****Background:**

In 2017, County staff conducted a request for information process to review qualifications and expenses of potential consultants to help assist the County. Governmental Advocates was identified as the best qualified for our needs and was recommended by the Legislative Program Committee. The County plans to complete a competitive bidding process in 2022.

This item is before your Board to approve and authorize the Chair to execute a contract with Governmental Advocates, Inc. for State advocacy services for a one-year term not to exceed \$68,300. A state advocate is advantageous to the County because there are approximately 5,000 bills introduced by the State legislature each year, with the bills representing the key issues and interests of legislators from the entire State. The content of many of these bills change when they enter the political arena in Sacramento. During the last several years, the budget process in Sacramento has been fluid and resulting in the introduction of various budget proposals that impact the County. Governmental Advocates, Inc. helps County staff stay abreast of the specific bills and budget proposals that would either benefit or adversely impact the County and advocates on behalf of the County to the Legislature and the Governor.

**Performance Measure:**

The performance of the advocate will be assessed by obtaining feedback from members of the Board of Supervisors, department directors and the County's elected representatives regarding the professionalism, timeliness and quality of assistance rendered by the advocate in performing the scope of work articulated above. Other measures that will be examined include the number of bill sponsors secured, the number of bills enacted and the deviation from original conceptual language to the enacted version of the legislation should the County submit legislative language/propose new bill for consideration as part of its annual legislative platform. The achievement of objectives contained within the legislative platform (such as maintained or increased program funding, legislative or regulatory changes, improved relationships with agencies, etc.) will also be examined annually.

**Fiscal and Facilities Impacts:**

Budgeted: Yes

**Fiscal Analysis:**

The total contract cost for Governmental Advocates, Inc. for a one-year term will be a maximum of \$68,300, which includes an annual travel expense allowance not to exceed \$2,500, which is budgeted for.

**Key Contract Risks:**

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

**Special Instructions:**

Clerk of the Board to forward one fully executed original contract to County Executive Office, ATTN: Jasmine McGinty

**Attachments:**

**State Advocates Contract (Governmental Advocates)**

Attachment A: Agreement for Services of Independent Contractor with Governmental Advocates

**Authored by:**

Jasmine McGinty, Principal Analyst

Cc: Cliff Berg, Governmental Advocates, Inc  
Kristina Gallagher, Governmental Advocates, Inc