



Memorandum

COUNTY EXECUTIVE OFFICE

DATE: November 1, 2021

TO: Legislative Program Committee

FROM: Jasmine McGinty
Legislative Coordinator

SUBJECT: Report on Federal and State Advocacy Services Contract

CC: Thomas Walters, Thomas Walters & Associates
Cliff Berg, Governmental Advocates

Background:

Federal and State advocacy services have provided meaningful and timely representation of the County's interest in Washington, DC and Sacramento for almost the past ten years. The County does have a current set of fiscal challenges that requires thoughtful decisions about future expenditures. The advocate contracts will expire at the end of the calendar year.

Discussion:

Staff recommends a one-year contract extension of current state and federal legislative advocates with contracts set to expire in December 2022. The proposed contract extension for the time period of January 2022 through December 2022 for Thomas Walters & Associates is \$100,800. The proposed contract extension for the time period of January 2022 through December 2022 for Governmental Advocates is \$68,300. Staff recommends the Legislative Program Committee receive and file information on one-year contract extensions for current state and federal advocacy services and recommend bringing forth the contract extensions for consideration from the full County Board of Supervisors. Staff plans to do a competitive bidding process in 2022 for both federal and state legislative advocates.

Findings:

- Current Federal and State Advocacy contracts were approved by the Board on January 15, 2015. The term for each began on January 1, 2015 and ends on December 31, 2017.
 - County of Santa Barbara contracts for federal legislative and administrative advocacy services from Thomas Walters and Associates.
 - County of Santa Barbara contracts for state legislative and administrative advocacy services from Governmental Advocates.
- Previous contract terms and actual expenditures:
 - Thomas Walters and Associates
 - December 2006 – November 2009; \$243,082 total or average of \$81,027 annually

- December 2009 – December 2011; \$189,050 total or average of \$94,525 annually
 - January 2012 – December 2014; \$274,610 total or average of \$91,537 annually
 - January 2015 – December 2017; \$189,349 or \$94,674 annually through first two years
 - January 2018 – December 2020; \$195,700 or \$97,850 annually
- Governmental Advocates
 - January 2010 – December 2011; \$117,158 total or average of \$58,579 annually
 - January 2012 – December 2014; \$177,435 total or average of \$59,145 annually
 - January 2015 – December 2017; \$123,468 or \$61,734 annually through first two years
 - January 2018 – December 2020; \$132,700 or \$66,350 annually
- Contracted advocacy expenditure data collected in fall of 2014 from comparable counties:
 - Marin - \$75,000 for federal and \$180,000 for state
 - San Luis Obispo - \$72,000 for federal and \$60,000 for state
 - Tulare - \$86,250 for federal and \$63,000 for state
 - Monterey - \$125,000 for federal and \$144,000 for state

Recommended Action:

- 1) Receive and file information on one-year contract extensions for current Federal and State Advocacy services and recommend contract extensions for consideration of full County Board of Supervisors.

Attachments:

- 1) Agreement for Services of Independent Contractor for Thomas Walters
- 2) Agreement for Services of Independent Contractor for Governmental Advocates, Inc