

# COUNTY OF CONTRA COSTA



## Response to Request for Qualifications for State Legislative Advocacy Services

RFQ No. 1902-329

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April 24, 2019

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April 24, 2019

State Legislative Advocacy Services  
RFQ #1902-329  
Contra Costa County, County Administrator's Office  
651 Pine Street, 10th floor  
Martinez, CA 94553

**Re: Proposal to Provide State Legislative Advocacy Services – The County of Contra Costa**

Dear Ms. Delaney:

On behalf of Nossaman LLP ("Nossaman"), we are pleased to submit this response to the County of Contra Costa ("County") Request for Qualifications ("RFQ") for State Legislative Advocacy Services. Nossaman understands the needs of the County and we would dedicate ourselves to proactively supporting, defending, or opposing any legislative or budget actions that impact County resources, operations, or goals.

Nossaman is a limited liability partnership, founded in 1942. We have more than 30 years of experience in Sacramento legislative advocacy. The Firm holds a strong public policy legacy and is well-regarded by the Legislature and the Administration. We believe Nossaman is well-suited to provide the County with legislative advocacy services for the following reasons:

- **Keen insight into the unique needs of public policy.** Nossaman's public policy advisors have a strong track record of successful legislative, administrative, and funding advocacy.
- **Experienced lobbyists.** Based on our firm's extensive legal and legislative representation of more than 200 public agencies at the local, state, and federal levels over the past 75 years, Nossaman has an in-depth understanding of the political, policy, and funding issues confronting public entities.
- **Grant-funding success.** A proven track record of obtaining in excess of \$300 million for clients ranging from community-based organizations, cities, local municipalities, and government agencies, to public corporations and private developers.

State Legislative Advocacy Services  
April 24, 2019

Nossaman has more than 170 attorneys and public policy advisors across eight offices located in Sacramento, Los Angeles, San Francisco, Irvine, San Diego, Seattle, Austin, and Washington, D.C. We are headquartered in Los Angeles; however, if selected, the services requested would be performed out of our Sacramento office.

<b>Nossaman Locations in Support of Contra Costa County</b>	
<b>Nossaman – Los Angeles (Headquarters)</b> 777 South Figueroa Street, 34 <sup>th</sup> Floor Los Angeles, California 90017	<b>Nossaman – Sacramento</b> 621 Capitol Mall, 25 <sup>th</sup> Floor Sacramento, CA 95814

Nossaman's state legislative advocacy team has experience directly relevant to the Scope of Work outlined in the County's RFQ. Highlights of our state advocacy team's credentials include:

- An in-depth knowledge of the County's Legislative Program and priority policy issues.
- A proven track record of benefiting our clients by successfully creating and lobbying legislation to become law.
- Extensive experience amending or stopping legislation adverse to our client's interests.
- A robust understanding of the issues facing counties and experience working with statewide coalitions important to the success of the County's state advocacy goals.
- Deep and long-lasting relationships with key Legislative Members representing Contra Costa.

Our Federal Employer Identification Number is 95-2219542.

Ashley Walker and Jennifer Capitolo will serve as the primary points of contact for this engagement and contact information is set forth below:

Ashley S. Walker  
Senior Policy Advisor  
621 Capitol Mall, Suite 2500  
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Phone: 916.930.7706  
Email: [jcapitolo@nossaman.com](mailto:jcapitolo@nossaman.com)

Nossaman and all policy advisors proposed to perform the services outlined in the RFQ are in good standing in the State of California and all have the necessary licenses, permits, certifications, approvals, and authorizations.

We accept the conditions and requirements contained in the RFQ. Our response details our relevant expertise and experience in providing the services requested.

Nossaman would be honored to represent the County. We appreciate your consideration of our proposal and look forward to discussing it with you soon. In the meantime, please do not hesitate to contact us if you have any questions.

Sincerely,



Ashley S. Walker  
Nossaman LLP



Jennifer Capitolo  
Nossaman LLP

## I. QUALIFICATIONS AND EXPERIENCE

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Nossaman has maintained a well-respected and seasoned California lobbying practice since 1986. We have attracted into our ranks former senators and Assemblymembers, as well as California's longest serving legislative counsel, the late Byron Gregory. A powerful combination of public policy advisors and skilled attorneys in California and Washington, D.C., gives us the capability to navigate the complexities of local, state, and national public policy issues.



Nossaman's core professional values of integrity, excellence, and service set us apart from many of the lobbying firms in Sacramento. We have a strong record of delivering quality work products that are timely and responsive to our clients' needs. All of our public policy advisors have strong political acumen, which hones the results of our research and analysis of key issues and strengthens the strategies we propose for accomplishing our clients' public policy agendas. We are accomplished public speakers, regularly testifying before legislative and administrative hearings, and providing oral legislative updates to clients. We are also talented writers, crafting persuasive communications from position letters to fact sheets to effectively advocate for clients' interests.

The Nossaman approach to representation starts with creating a strong team relationship with clients. Legislative and regulatory decision-making can be hectic, last minute, and done outside the public eye. We have the technological capability to track legislative and regulatory developments in real time, and work with clients to quickly determine an appropriate response. By creating a strong on-call relationship, we help clients respond quickly to developments in order to shape state decisions to fit their goals.

Our approach to protecting and advancing clients' interests is innovative and effective. Specifically, we:

- assist in formulating and implementing sophisticated legislative strategies.
- build coalitions to shape legislation and regulations at the state and federal level.
- draft legislation, testimony, position papers, and legal and regulatory analyses.
- link public advocacy to federal and state rulemaking and related regulatory matters.
- help clients establish a political profile through the formation of political action committees and grassroots lobbying networks.
- assist clients in all aspects of compliance with federal and state ethics law and government ethics.

- develop and implement regulatory and legislative initiatives that implement our client's policy positions and goals.

### Client Commentary

*"I'm extremely pleased with Nossaman. The client service is first rate. The expertise and advice are second to none. I can think of no improvements. The firm is better than all other firms I've dealt with in this market."*

Nossaman has direct experience advocating on behalf of county-related issues. Nossaman has provided the County of Monterey with state legislative advocacy services for nearly two years, and has been successful in achieving the goals outlined in the County's Legislative Program. Nossaman has worked with the County to implement comprehensive legislative reporting and communication protocols to ensure members of the Board of Supervisors as well as county staff members are kept up to date on priority legislative issues.

Some specific examples of county-related issues we have engaged in include:

- 911 Sustainment Budget Proposal
- Adult Protective Services Funding
- Affordable Housing Legislation
- Cannabis Enforcement Grants
- Census Funding
- Court Construction Funding
- In-Home Supportive Services Budget Proposal
- Voting System Replacement Funding
- Accessory Dwelling Units Legislation
- Disaster Relief Legislation
- Homelessness Related Funding and Legislative Proposals
- Lead Based Paint Legislation
- Mental Health Services Legislation
- Preschool for All Budget and Legislative Proposals
- Safe and Affordable Drinking Water Budget and Legislative Proposals

We can provide the County with several other advocacy-related services, including:

- Engagement with CSAC: Nossaman attends weekly legislative meetings with CSAC and advocates for counties across the State. In these meetings, we discuss the most important issues facing counties and coordinate strategy for supporting, opposing or amending legislation or budget proposals.
- Engagement with County Board of Supervisors and Staff: Nossaman will meet with each Member of the Board of Supervisors to ensure the County's legislative program reflects the Board's vision.



- Engagement with Legislative Delegation and Staff: Nossaman will meet with the County's legislative delegation and/or staff on an almost weekly basis to discuss legislative proposals and positions, budget issues, and priority projects within the County.
- Analysis of Ballot Propositions: Nossaman will provide the County with analysis of key ballot measures that impact the County.
- Nossaman attends relevant Informational Hearings on behalf of the County. Examples in the past have included:
  - 2017 Wildfires and Moving Forward
  - Cannabis regulation: An update on statewide implementation
  - Cybersecurity and California Elections
  - Homelessness, California's Climate Adaptation, Mission-Based Budgeting
  - Impacts of SB 1
  - Implementation of the 2017 Housing Package
  - Ready or Not: Emergency Communications Networks in the Face of Wildfires, Mudslides, and Public Safety Threats

Based on our in-depth experience working on county-related issues, we believe Nossaman can successfully implement the County of Contra Costa's Legislative Program.

## **II. KEY PERSONNEL – QUALIFICATIONS AND EXPERIENCE**

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We will utilize a team approach in representing the County, whereby all of the Firm's appropriate resources will be made available to ensure success in achieving the County's goals and objectives. Our team members have substantive expertise in each of the County's priority areas. Our policy professionals are also well-versed in all aspects of the legislative process and administrative rulemaking process. **Ashley Walker and Jennifer Capitolo** — Senior Policy Advisors in our Public Policy Group — would be the lead lobbyists for the County and would have the primary responsibility for this engagement and for managing the Nossaman team in achieving the County's objectives.

The following is a brief summary of the Nossaman policy advisors who would be most involved in your representation. The full resumes of each of these individuals, including their contact information and education, are included in Appendix A.





**Ashley Walker** is a Senior Policy Advisor who provides legislative, regulatory, and grant-funding solutions for variety of clients, including local governments, water districts, community college districts, nonprofits, and affordable housing developers. Ashley is one of the lead lobbyists for the County of Monterey and has a decade of experience effectively representing public agency interests before the California Legislature and Administration. Ashley has in-depth knowledge of the state budget process. She excels at building strategic coalitions and leverages her deep-rooted relationships in Sacramento to assist clients in forming meaningful collaborations.

In 2013, Ashley built a coalition of community college and adult education stakeholders across the State to take positions on issues pertaining to adult education funding and proposed policies. Through coordination of this coalition, she successfully advocated for a change to the Governor's initial 2013-14 State budget proposal that addressed adult education in a way that was harmful to the funding for noncredit programs in community colleges. The change resulted in a final enacted budget that presented a favorable system for adult education and noncredit delivery that community colleges could fully support.

In 2015, Ashley worked with the City of East Palo Alto and Senator Jerry Hill to successfully negotiate a Letter to the Journal regarding SB 107 to clarify that intent of the bill be interpreted in a way that would allow repayment for transferred money to the former redevelopment agency, for use by the former redevelopment agency, for lawful purpose. This resulted in a repayment to the City of East Palo Alto of nearly \$12 million.

In addition to legislative advocacy, Ashley has been extremely successful with grant funding and advocacy for clients. She has secured millions of dollars in public funding for a wide range of community projects across the State, including parks and trails, cultural and recreational facilities, sustainable communities strategy planning, environmental enhancements, and vital public safety equipment. For example, in 2015, she secured a \$6.7 million Affordable Housing and Sustainable Communities grant for the City of West Sacramento. In 2016, she secured a \$7.3 million California Department of Transportation grant for the City of Alameda.



**Jennifer Capitolo** is a Senior Policy Advisor who assists clients with a wide range of issues including water, infrastructure, health and human services, housing, and economic development. Jennifer is one of the lead lobbyists for the County of Monterey and has served as a legislative advocate for dozens of other public agencies, including the City of Oakland, which she began working with under then Mayor, and former Governor, Jerry Brown. She currently serves as the lead government affairs representative for the California Water Association ("CWA"), a statewide association of water utilities that are regulated by the Public Utilities Commission and lobbies both the State Legislature and State Water Resources Control Board on behalf of the organization. Jennifer provides real-time political and legislative updates to the members of CWA, develops strategies

for achieving legislative priorities, drafts advocacy materials, secures meetings with legislators and their staff and Administration officials and their staff, and testifies at legislative and administrative hearings.

In 2014, Jennifer worked with the State Legislature to ensure that all customers of public water utilities had the opportunity to benefit from State Water Bond funding. Early drafts of the water bond excluded certain types of public water utilities from eligibility. Access to these water bond funds will result in lower water rates for all public water utility customers. In 2016, she assisted CWA with a legislative proposal to allow all utility customers the choice in using credit and debit cards when paying their utility bills. Despite early opposition from the banking industry, Jennifer was able to educate the banking industry about public utility regulation and negotiate amendments that changed their position from oppose to support.

On an as-needed basis, Jennifer provides legislative and regulatory advocacy services to a national teleradiology practice working in partnership with California-based radiology centers and hospitals to provide subspecialty services. Her work on behalf of vRad has focused on the State's interpretation of outdated laws that were written prior to the advent of telemedicine. Jennifer's services on behalf of vRad include legislative and administrative advocacy in support of vRad's public policy priorities; maintaining contact with the key decision makers on healthcare policy in the Governor's office, Legislature, legislative committees, and state agencies and departments; monitoring legislation; and providing written and in-person reports on legislative and budget activities.

Jennifer also has expertise in navigating state agency funding programs. Her largest funding achievement to date was a State of California grant award for \$47 million in infrastructure funding for the City of Hayward to develop a transit oriented mixed use development project at the South Hayward BART Station. She assisted the City of Bakersfield and the City of Lancaster in securing grants for local road improvements totaling over \$10 million through the State and Local Partnership Program administered by the California Transportation Commission ("CTC"). Jennifer has since assisted numerous cities in drafting successful grant applications for millions of dollars for infill infrastructure, planning efforts, and transit-oriented development.

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**Richard Harris** is a Senior Policy Advisor who would assist on an as-needed basis in the delivery of services for the County. Richard is located in Nossaman's Sacramento office. His extensive practice has been shaped by his prior career in public service. He is proud to have represented municipalities and public-sector clients in the areas of transportation, water, natural resources, operations, and finance over the last 21 years at Nossaman. In this time, he has built a reputation of credibility and success in achieving results for local public agencies.

Richard is a veteran of the public policy arena, having spent more than 15 years in public service prior to joining Nossaman, and as a former local-elected school board member. Early in his career, he served as a senior consultant to the Assembly Economic Development and New

Technologies Committee under Chairman Sam Farr, worked for two former Majority Leaders of the State Assembly, and was the District Director for former Congressman Vic Fazio, who at the time was the third-ranking member of the House of Representatives.

Richard has maintained close ties with the staff of the Democratic Caucus. He has excellent relationships with a significant number of legislators statewide due to his representation of water and transportation clients from all over the state. Most recently, he developed solid relationships with the Assembly Central Valley and Latino Moderates, especially Cooper, Dodd, Gray, Rodriguez, and Salas, while working to change the state's alcohol statutes for the California Artisanal Distillers Guild.

Since 1997, Richard has been the legislative advocate for WateReuse California. The association is comprised primarily of public agencies such as water districts and sanitation districts that treat effluent to water-quality standards for non-potable and potable uses. The Board of WateReuse is comprised of the general managers of several of the largest public water systems in the state, including the Orange County Water District, West Basin Municipal Water District, East Bay Municipal Water District, and the Irvine Ranch Water District. Other agencies and active participants in WateReuse include the City of Burbank, the Los Angeles Department of Water and Power, and the San Francisco Public Utilities Commission. Richard has drafted and lobbied every piece of legislation advocating water recycling for the past two decades. WateReuse is now a leader in regulatory and statutory authority to create new water supplies by recycling effluent.

Additionally, Richard has successfully led coalitions on behalf of the Transportation Corridor Agencies of Orange County that defeated legislation detrimental to the completion of the agencies' publicly-owned toll road network. He has also lobbied such issues as habitat management planning, personal information privacy, air quality and land use planning, and the siting of wireless communications towers and solar projects.

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**Nate Solov** would assist on an as-needed basis in the delivery of services for the County and is located in Nossaman's Sacramento office. Nate has more than 17 years of experience working in the capitol, with the last 10 spent as chief of staff for State Senator Jerry Hill. He has helped broker deals on many high-profile legislative reforms and successfully secured millions in budget funding for county programs.

Nate has served the counties of San Francisco, Marin, San Mateo, and Santa Clara during his 17 years of service in the legislature. He is well-respected in the legislature and governor's office for his knowledge, work ethic, and ability to find compromise and get results. He has staffed more than 125 bills during his career and helped Senator Hill get the most bills signed into law of any current legislator. Nate helped secure millions of dollars for San Mateo County to use for public parks, \$18 million for Bay Counties to use for flood control and prevention, and hundreds of millions of dollars for Caltrain public transit service.

Nate recently worked directly with cities and counties along the Peninsula that had concerns with affordable housing mandate legislation to incorporate their amendment ideas into the legislative process. He's also helped cities and counties with unique legislative requests, including a bill to help a city secure funding for a budget shortfall and prioritization of a county's jail funding application with the Department of Corrections. Nate's extensive relationships in the legislature and governor's office allow him to achieve results for clients.

### **III. DESCRIPTION OF THE PROPOSED SERVICES**

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Our proposed team of highly experienced policy advisors is dedicated to providing the services outlined in the Scope of Work in a manner that consistently delivers an exemplary work product. If selected, we will make it our top priority to provide the County with timely, high-quality legislative services. All proposed team members will be available to assist on matters throughout the course of our contract. We will leverage the varied areas of expertise of our seasoned professionals, as well as their key relationships with legislators, Administration officials, and other stakeholders, to successfully advance the County's legislative goals and objectives.



At the onset of the contract, our team's leads, Ashley Walker and Jennifer Capitolo, will meet with the County to establish an effective system that will foster open communication among everyone involved and result in prompt response times from our team members. Ashley and Jennifer will work with the County and its members to identify and prioritize legislation affecting their policy interests, recommend a dynamic legislative strategy for promoting or defending their interests, and upon approval, implement the strategy with the Nossaman team under the County's supervision.

Ashley and Jennifer will proactively monitor potential legislative and regulatory opportunities and threats related to the County's interests, and promptly bring any developments to the attention of the County and its members with a recommended course of action. In order to maximize both efficiency and cost-effectiveness in advancing the County's interests, the Nossaman team — with the County's approval — may join efforts with the California State Association of Counties, the Urban Counties of California, the County Welfare Directors Associations, the California Association of Public Authorities, the County Health Executives Association of California, the County Behavioral Health Directors Association, the Association of California Water Agencies the California Conference of Directors of Environmental Health, the California County Planning Directors Association, the California State Sheriffs Association, California Associations of Clerks and Election Officials, and others with the same interests to advocate legislative positions, secure language in legislation, and impact Administrative outcomes.

We will provide the following state legislative advocacy services, while working under the direction of the County Administrator and Board of Supervisors:

- Serve as the County's liaison to key State agencies and the Administration. We will develop or enhance the County's relationship with priority Executive Branch entities, which may include: the Governor's Office, the Department of Health Care Services, the Department of Social Services, State Water Resources Control Board, Transportation Commission, Department of Transportation, Environmental Protection Agency, Department of Resources Recycling and Recovery (CalRecycle), Natural Resources Agency, Air Resources Board, and the Department of Toxic Substances Control, among others.
- Arrange meetings for County Supervisors, the County Administrator or other designated County staff, with members of the Legislature, chairpersons and staff of all relevant legislative committees, and senior Legislative and Regulatory staff at relevant executive-branch agencies, as needed.
- Lead the County in developing an effective State advocacy strategy and annual legislative program. Our team will work with the County's Intergovernmental & Legislative Affairs Division to identify and prioritize the County's near-term and long-term objectives, requirements and concerns. We will help staff host a productive annual Legislative kickoff meeting with the County's agencies and departments, and facilitate the translation of the issues identified in the meeting into a valuable State advocacy strategy and dynamic legislative program.
- Assist the County in the development and adoption of an annual County Legislative Program. Our team will identify and recommend to the County-specific legislative, budgetary, and regulatory opportunities and threats, as well as potential grant-funding opportunities.
  - Our proposed strategies, developed in consultation with the County's Intergovernmental & Legislative Affairs Division, will outline multiple paths for achieving the County's near-term and long-term objectives through legislation, state budget maneuvers, administrative rulemaking, and funding opportunities.
  - Elements of the proposed action and defense strategies may include: sponsorship or support of legislation that will accomplish specific County goals; opposition to legislation that will threaten County priorities, programs, and operations; advocacy intended to secure amendments that will either neutralize the negative impacts of legislation or achieve positive outcomes for the County; early identification and intervention with the Administration and legislative budget subcommittees regarding potential state budget problems or opportunities; identification of potential allies among related interest groups, including the California State Association of Counties or other statewide associations; and consideration of broader statewide issues that may impact the County's objectives.



In our efforts to achieve the County's state legislative advocacy goals and objectives, we will perform the usual and customary tasks associated with a robust government-relations program:

- **Monitor and report on legislation of interest to the County.** We will monitor all legislative bills as they are introduced and amended, and will provide the County with electronic copies of legislation relevant to the County's stated priorities. We will work with the County to determine which bills to support, oppose, or monitor as they move through the legislative process. We will submit weekly legislative reports to the County, indicating the current status of bills and other relevant information regarding legislation that the County has identified as being of interest. One or more Nossaman team members will present legislative issues to the full County Board of Supervisors as needed or upon request.
- **Keep the County apprised of ongoing legislative developments.** We will keep regular communication with the County and participate in weekly calls on legislative activities, pending action items, and the evolution of key legislation during the legislative process. We also will participate in regular planning and coordination meetings with the County staff for consideration of legislative strategy, potential amendments, and other developments during the legislative process.
- **Undertake direct advocacy on behalf of the County.** Our team members will meet with legislators and staff on legislation of interest to the County, draft legislation and amendments, coordinate or provide County testimony at legislative and administrative agency hearings, attend meetings, and otherwise represent the County's positions in the public policy arena.
- **Coordinate and cooperate with other organizations,** such as the California State Association of Counties, and firms representing other municipalities with similar legislative objectives as the County. Where appropriate and with the County's approval, we will work with these organizations to advocate and secure positions and language in legislation to advance the County's public policy interests.
- **Assist the County with its external communications relating to state legislative and administrative issues,** including position letters, briefing packets, and talking points. The Nossaman team will also assist in preparing County Supervisors, the County Administrator, or other designated County staff, for meetings with legislators or testimony before the Legislature, Administration and agencies, commissions and departments.
- **Identify grants and provide the County with assistance,** advice and guidance regarding grant opportunities, the submission of state grant requests, assistance in preparing submissions, letters of support, and other supporting materials, advocate with relevant members and staff for County funding priorities, communicate with relevant committees and agencies, staff and members, to secure approval of grant applications, and to keep the County apprised of the status of these submissions.

## Client Commentary

*"I really love working with Nossaman Staff. They are courteous, personal, professional, rigorous and a pleasure to work with. The working relationship feels like a friendship."*

## IV. REFERENCES

The following references can attest to the quality of service we provide to clients. We encourage you to contact the individuals to learn more about Nossaman's skill set and dedication to providing the highest caliber representation to our public policy clients.

Current Clients	Former Clients
<p><b>County of Monterey</b>            Nick Chiulos, Assistant County            Administrative Officer            168 W. Alisal Street            Salinas, CA 93901            (855) 755-5145            Dates of Service: September 2014 – Present</p>	<p><b>County of Yolo</b>            Alex Tengolics, Legislative &amp; Government            Affairs Specialist            625 Court Street #202            Woodland, CA 95695            (530) 666-8068            Dates of Service: 2014-2015</p>
<p><b>California Water Association (CWA)</b>            (a formal association of CPUC-regulated            water companies)            Jack Hawks, Executive Director            601 Van Ness Ave., Suite 2047            San Francisco, CA 94102            (415) 561-9650            Dates of Service: 1988 – Present</p>	<p><b>City of Irvine</b>            Christina Shea, Mayor of Irvine            City Council            1 Civic Center Plaza            Irvine, CA 92606            (949) 724-6233            Dates of Service: 1999 – 2010</p>
<p><b>North Orange County Community            College District</b>            Dr. Cheryl Marshall, Chancellor            1830 W Romneya Drive            Anaheim, CA 92801            (714) 808-4500            Dates of Service: February 2015 – Present</p>	<p><b>Port of Oakland</b>            Mathew Davis, Governmental Affairs            530 Water Street            Oakland, CA 94607            (510) 627-1430            Dates of Service: 2002- 2012</p>

## V. RELATIONSHIPS

Nossaman anticipates that the County will want to develop or enhance its relationships with key members and staff of the Assembly and Senate policy committees that consider legislation pertaining to local government, governance and finance, revenue and taxation, housing and



community development, transportation, human services, public safety, elections, appropriations, budget, and possibly others, depending upon the County's stated priorities.

Nossaman will assist the County in developing and maintaining strong and productive relationships with the County legislative delegation, legislative leaders, key members from both parties, and the Administration. Nossaman will leverage our strong relationships on behalf of the County to develop or enhance the County's relationship with priority Executive Branch entities, including but not limited to: the Governor's Office, the Department of Health Care Services, the Department of Social Services, State Water Resources Control Board, Transportation Commission, Department of Transportation, Environmental Protection Agency, Department of Resources Recycling and Recovery (CalRecycle), Natural Resources Agency, Air Resources Board, and the Department of Toxic Substances Control, among others.

Nossaman has strong relationships and has worked with the County's delegation on legislative proposals. Those relationships include, but are not limited to:

- Senator Dodd
- Senator Glazer
- Senator Skinner
- Assemblymember Bauer-Kahan
- Assemblymember Frazier
- Assemblymember Grayson
- Assemblymember Wicks

Other key legislators with whom Nossaman has established working relationships include:

- Senate President Pro Tempore Toni Atkins (D-San Diego)
- Assembly Speaker Anthony Rendon (D-Lakewood)
- Senate Budget Committee Chair Holly Mitchell (D-Los Angeles)
- Assembly Budget Committee Chair Phil Ting (D-San Francisco)
- Assembly Rules Committee Chair Ken Cooley (D-Rancho Cordova)
- Senate Minority Leader Shannon Grove (R-Bakersfield)
- Assembly Minority Leader Maria Waldren (R-Escondido)

Nossaman's advocacy team not only enjoys excellent relationships with each house's key legislators, but also with rank-and-file legislators who are likely to become committee chairs or leadership as they move up in seniority and influence with their colleagues in the years ahead.

Specifically, Ashley and Jennifer have developed strong relationships with the key members of the Legislature through their work on County legislative and funding issues. Ashley and Jennifer are well-regarded in the Capitol as prepared, honest, and effective advocates; qualified and respected “faces” of county issues before the Legislature and Administration.

As examples of the Nossaman team’s strong personal relationships, Richard Harris and Senator Glazer served in student government together while in college and maintain a close personal relationship. Richard has also worked very closely with Assemblyman Frazier on transportation issues and matters of importance in Solano County due to Richard’s long-time political and personal relationships in that county. Richard, a former elected official in Davis was an early supporter of Senator Dodd and has worked with him and Senator Skinner on issues related to the Governmental Organization Committee and his district.

Ashley and Jennifer are in regular communication and have built a strong relationship with Former Majority Leader, Senator Monning. Ashley and Jennifer are currently working with the Senator on a sponsored bill and a budget request on behalf of County of Monterey.

Nate Solov recently came to Nossaman and has extensive personal relationships with all of the current key Senate and Assembly staff and Members due to his long-time tenure as Chief of Staff for Senator Hill. He worked on every major issue of importance to the Bay Area delegation during the past decade.

## **VI. FEE SCHEDULE – EXHIBIT A**

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As requested, we have proposed a flat monthly fee in Appendix B that we feel is commensurate with the scope of work contained in the RFQ. We also remain open to discussing alternative fee arrangements with the County should budgetary issues require it.

## **VII. EVIDENCE OF INSURANCE**

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We have included Nossaman’s proof of insurance as Appendix C.

### **Client Commentary**

*“My questions are always answered in a timely manner. I have had numerous positive interactions with Nossaman. I have a high level of confidence in Nossaman's ability to thoroughly research the issue and provide an analysis in a timely manner. I cannot begin to count all of the times that Nossaman has helped us out when we needed an answer in less than 24 hours.”*

Proposal to the County of Contra Costa

## Appendix A – Nossaman Resumes

## Appendix A: Nossaman Resumes



621 Capitol Mall  
25<sup>th</sup> Floor  
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awalker@nossaman.com

#### **Practice Areas & Industries**

- Public Policy
- Education

#### **Professional Affiliations**

- Member, Capitol Network
- Member, Institute of Governmental Advocates
- Member, Metro EDGE, Professional Development Committee

#### **Education**

- B.A., California State University, Sacramento, 2009

## **Ashley S. Walker | Senior Policy Advisor**

Ashley Walker is a Senior Policy Advisor providing legislative and regulatory solutions for a variety of clients with interests in education, sustainable communities, housing, and water issues in the State of California. She is one of the lead lobbyists for the County of Monterey and is based in Nossaman's Sacramento office.

She has a decade of experience effectively representing public agency client interests before the California Legislature, and has in-depth knowledge of the state budget process. Ms. Walker excels at building strategic coalitions and leverages her deep rooted relationships in Sacramento to assist clients in forming meaningful collaborations.

Ms. Walker excels at grant writing and advocacy, and has secured millions of dollars in public funding honing her creative writing skills, for a wide range of community projects across the State, including parks and trails, cultural and recreational facilities, sustainable communities strategy planning, environmental enhancements, and vital public safety equipment.

### **Representative Work**

- **County of Monterey.** Serves as the lead public policy representative for the County of Monterey and identifies legislative proposals that align with or are at odds with the County's priorities. Recommends strategies on the County's positions on legislative proposals, and when necessary, drafts position letters and provides testimony in legislative hearings. Additionally, assists the County in providing real time updates to their legislative delegation and coordinates communications with all the other members of the State Legislature. Provides local, state, and federal grant consulting services for the County, including researching grant programs, assisting in the development of competitive applications and narrative, developing relationships with key decision makers, and securing community and political support for projects.
- **City of East Palo Alto.** In 2015, worked with Senator Jerry Hill to successfully negotiated a Letter to the Journal regarding SB 107 to clarify intent of the bill be interpreted in a way that would allow the repayment for transferred money to the former redevelopment agency for use by the former redevelopment agency for lawful purpose, and where the former redevelopment agency was obligated to repay the money it received pursuant to a required repayment schedule. This resulted in a repayment to the City of East Palo Alto of nearly \$12 million.
- **North Orange County Community College District.** Serves as the State advocate for the District and provides support for the District's public policy priorities and grant needs. Maintains relationships on behalf of the District with the Governor's office, Legislature, legislative committees, and the California Community College Chancellor's Office, monitoring legislation, regulations, and grant programs in a proactive manner.

## Appendix A: Nossaman Resumes

- **City of Alameda.** In 2015, worked with the City of Alameda to secure a \$2 million grant through the Land and Water Conservation Fund program administered by the Department of Parks and Recreation. The funding allowed the City to complete Jean Sweeney Park which will be the first open space style park in the City. The park will serve the low-income housing developments nearby, and will connect to a larger project called the Cross Alameda Trail that will allow users to cross the entire city by foot or bike.
- **City of West Sacramento.** In 2015, worked with the City of West Sacramento to secure a \$6.7 million grant through the Affordable Housing and Sustainable Communities grant program administered by the Strategic Growth Council and the Department of Housing and Community Development. The funding allowed the City to make necessary transportation infrastructure-related updates to support a new mixed use affordable housing project and a street car line servicing multiple cities in the region.
- **Community College Noncredit Coalition Building.** Built a coalition of community college and adult education stakeholders across the State to take positions on issues pertaining to adult education funding and proposed policies. Through coordination of this coalition, successfully advocated for a change to the Governor's initial 2013-14 State budget proposal that addressed adult education in a way that was harmful to the funding for noncredit programs in community colleges. The change resulted in a final enacted budget that presented a favorable system for adult education and noncredit delivery that community colleges could fully support.
- **California Association of Continuing Care Retirement Communities.** In 2014, played a key role in drafting significant amendments to AB 1751 (Bloom) on behalf of the Association. The amendments ensured for-profit Continuing Care Retirement Communities were able to successfully implement the new legislative proposal.

## Appendix A: Nossaman Resumes



621 Capitol Mall  
25th Floor  
Sacramento, CA 95814  
T 916.930.8888  
F 916.442.0382  
jcapitolo@nossaman.com

#### **Practice Areas & Industries**

- Public Policy
- Water

#### **Awards & Honors**

- Named to *Sacramento Business Journal's* 40 Under 40 list, 2014
- Selected for the 2015 California Water Education Foundation's Water Leaders Fellowship

#### **Community Activities**

- Board Member, West Sacramento Community Foundation
- Board Member, National Association of Social Workers, California Chapter
- Sacramento Outreach Coordinator, Emerge California
- Fundraising Committee, Bridgeway Play
- Member, Capitol Network
- Member, California Women Lead
- Member, Institute of Government Advocates
- Member, League of Women Voters
- Member, National Women's Political Caucus

#### **Education**

- M.A., University of California, Berkeley, 2003
- B.S., Colorado State

## **Jennifer M. Capitolo | Senior Policy Advisor**

For more than a decade, Jennifer Capitolo has been assisting clients with a wide range of advocacy issues including water, healthcare, infrastructure and housing.

Ms. Capitolo currently serves as the lead government affairs representative for the California Water Association. In that role she represents public water utilities that are regulated by the Public Utilities Commission with the Governor, legislature and state agencies. She also on the Board of Directors for the California Foundation on the Environment and Economy and in 2015 she participated in the California Water Education Foundation's 2015 Water Leaders fellowship program for water policy professionals around the state.

In 2014, the *Sacramento Business Journal* named Ms. Capitolo one of the "Top 40 Under 40" awarded to the Sacramento region's most influential leaders under the age of 40.

Ms. Capitolo is one of a select few legislative advocates in Sacramento who understands the state agency funding programs. Ms. Capitolo has helped secure hundreds of millions of dollars in state and federal funding for water infrastructure, parks, higher education, museums and libraries, transportation projects, and infill and transit-oriented developments throughout California. Her largest funding achievement to date was a State of California grant award for \$47 million in infrastructure funding for City of Hayward to develop a new mixed use project at the Hayward BART Station.

Her experience in state government includes serving as a senior field representative for former Assemblymember and Senator Ellen Corbett (D) Hayward, and as a budget analyst in the Department of Finance under former Governor Gray Davis.

Ms. Capitolo also maintains close relationships with decision makers at federal level from her work as a district representative for Congresswoman Barbara Lee (D) Oakland.

#### **Representative Work**

- **County of Monterey.** Serves as the lead public policy representative for the County of Monterey. Ms. Capitolo identifies legislative proposals that align with or are at odds with the County's priorities. Ms. Capitolo recommends strategies on the County's positions on legislative proposals, and when necessary, drafts position letters and provides testimony in legislative hearings. Additionally, Ms. Capitolo assists the County in providing real time updates to their legislative delegation and coordinates communications with all the other members of the State Legislature. In 2016, Ms. Capitolo led a successful coalition to secure \$10 million from the State's General Fund for the County's Interlake Tunnel project, which would connect to reservoirs. Additionally, in 2018 and again in 2019, Ms.

## Appendix A: Nossaman Resumes

Capitolo has led the County's efforts to engage on two sponsored bills related to cannabis.

- **California American Water Company (CalAm).** Serves as the primary lobbyist for Cal-Am, a public water utility. Cal-Am serves approximately 630,000 customers in 50 communities across the State. In 2014, Ms. Capitolo assisted Cal-Am with a sponsored bill to provide financing for a multimillion dollar project. In addition to legislative advocacy, Ms. Capitolo provides funding advocacy services to Cal-Am and recently assisted with a \$1 million grant from the Department of Water Resources for a demonstration project involving desalination in Monterey County.
- **California Water Association (CWA).** Serves as the lead government affairs representative for the California Water Association, a statewide association of water utilities that are regulated by the Public Utilities Commission. Ms. Capitolo provides real-time political and legislative updates to the members of CWA, develops strategies for achieving legislative priorities, drafts advocacy materials, secures meetings with legislators and their staff and Administration officials and their staff, and testifies at legislative hearings. In 2014, Ms. Capitolo worked with the State Legislature to ensure that all customers of public water utilities had the opportunity to benefit from State Water Bond funding. Early drafts of the water bond excluded certain types of public water utilities from eligibility. Access to these water bond funds will result in lower water rates for all public water utility customers.
- **Cities of Arcata, Fortuna and County of Humboldt in Partnership with DANCO Communities.** Worked with DANCO Communities to secure over \$5.3 million in grant funding for affordable housing development projects in the County of Humboldt and the Cities of Arcata and Fortuna. These funds will create new housing opportunities for low income families and seniors in rural California.
- **United Surgical Partners International (USPI).** Provides California State advocacy services for the largest network of ambulatory surgery centers in California including legislative and administrative advocacy in support of USPI's public policy priorities; maintaining contact with the key decision makers on healthcare policy in the Governor's office, Legislature, legislative committees, and state agencies and departments; monitoring legislation; and providing written and in-person reports on legislative and budget activities. In 2012, played a key role in drafting amendments to the Workers Compensation Reform Proposal to ensure the legislative proposal was in line with the interests and business plans of USPI.
- **Virtual Radiologic (vRad).** Provides regulatory advocacy services to a national teleradiology practice working in partnership with California based radiology centers and hospitals to provide subspecialty services. Work on behalf of vRad has focused on the State's interpretation of outdated laws that were written prior to the advent of telemedicine.



## Appendix A: Nossaman Resumes



621 Capitol Mall  
25th Floor  
Sacramento, CA 95814  
T 916.930.7743  
F 916.442.0382  
rharris@nossaman.com

#### Practice Areas & Industries

- Public Policy Law
- Energy
- Transportation
- Water

#### Community Activities

- Davis Joint Unified School District Board of Education, 2007 – 2012  
President 2010 - 2011.
- Appointee, Yolo County Board of Supervisors, Redistricting Advisory Committee (RAC) in 2001 and 2011.

#### Education

- B.A., San Diego State University, 1977

#### Awards & Honors

- Received the "President's Award" from WaterReuse Californian 2011 for his lifetime achievements in advancing water recycling.

## Richard C. Harris | Senior Policy Advisor

Richard C. Harris is a Senior Policy Advisor with a practice of representation shaped by his prior career in public service. He has advised municipalities and public-sector clients in the areas of water, transportation, natural resources, operations and finance over the last 21 years at Nossaman. Mr. Harris has built a reputation of credibility and success in achieving results for local public agencies and others.

Mr. Harris spent over 15 years in public service prior to joining Nossaman and served as a locally elected school board member. Early in his career, he was a senior consultant to the Assembly Economic Development and New Technologies Committee under Chairman Sam Farr, worked for two former Majority Leaders of the State Assembly, and was the long-time District Director for former Congressman Vic Fazio, the third ranking Member of the House of Representatives. He was Fazio's chief policy and political liaison to all local government agencies in seven Sacramento valley counties.

As a school board member he was credited by the Editorial Board of the *Sacramento Bee* for proposing "a truly smart idea" on school funding in 2012 that in the *Bee's* view, "If other officials thought in similar terms, schools would be in far better shape."

### Representative Work

- **San Diego Regional Airport Authority.** The San Diego Airport is the third largest in the state and one of a few airports managed by an appointed board established with statutory authority separate from municipal oversight. Mr. Harris led the advocacy coalition in 2018 to protect the Authority's governance autonomy and has successfully lobbied operational issues such as rental car financing and taxi cab regulation.
- **Transportation Corridor Agencies of Orange County.** Nossaman represents the first privately-financed and publicly-owned toll roads in California. As a result of Nossaman crafted legislation, three toll roads – currently 51 miles complete – were built at a cost of more than \$3 billion. Mr. Harris has led every successful fight of legislative attempts to stop the completion of the system, the final leg of the toll roads connecting Orange and San Diego counties. Recent legislative issues have included restrictions on planning and finance authority, habitat management planning, toll user personal information privacy, tolling inter-operability, toll collection, state historical designations, Caltrans maintenance agreements and financial audits.
- **California Artisanal Distillers Guild.** Mr. Harris negotiated the most significant change to the state's tied house alcohol laws since prohibition. Representing the state's small craft distillers, Mr. Harris drafted changes to law allowing distillers to sell small quantities of their products on the distillery premises, leading to development of rural and urban distilleries and expanded tourism.

## Appendix A: Nossaman Resumes

- **WaterReuse Association.** Mr. Harris had a direct role in every piece of legislation and strategic decision affecting the association for two decades, including conceiving or drafting every bill, lobbying for their success and coordinating water industry support of the association's efforts. He successfully led the coalition supporting \$725 million for water recycling in Proposition 1 of 2014. He also wrote funding and language for Proposition 13 of 2000, providing more than \$100 million in loans and grants to fund water recycling projects.
- **Natural Resources Banking Coalition.** Nossaman established this coalition in 2012 to successfully lobby for the reinstatement of the mitigation and conservation banking program at the state Department of Fish and Game. Mr. Harris served as the spokesperson for the group and negotiated program funding and implementation language to benefit private and public banks.
- **Olivenhain Municipal Water District.** Mr. Harris successfully lobbied to set aside of funds for water districts in the parks/water bond (SB 5) of 2017 as well as spearheading efforts to exempt recycled water investments from long-term conservation regulations and drought-response actions.
- **Padre Dam Municipal Water District.** Mr. Harris fought for funding in several water bonds and pushed protections of potable reuse recycled water investments through negotiations over conservation and drought-response regulations.
- **Fallen Leaf Lake Community Services District.** Mr. Harris drafted legislation changing the district's governance and voting structure to create a hybrid landowner/resident district now under review by the State Auditor.
- **Ontario-Montclair School District.** Mr. Harris serves the District on administrative and legislative initiatives to access funding and he was instrumental in garnering state support for the creation of an OMSD single district SELPA.
- **Lake Elsinore.** Mr. Harris was directly responsible for Proposition 13 (2000) including \$15 million for water quality and watershed improvements at Lake Elsinore.
- **Port of Oakland.** While the chief lobbyist for this agency that owns and operates the Oakland International Airport, Jack London Square and the third largest seaport in the state, Mr. Harris was their chief advocate on transportation, job creation, air quality and other issues. He wrote legislation to put a Bond before the voters to finance infrastructure and security measures in the state.
- **Sacramento Area Council of Governments.** Mr. Harris drafted legislation to secure \$50 million in state funding for the Sacramento Emergency Clean Air Transportation Plan allowing state, federal, and local funding to be used to reduce NOx emissions by retrofitting heavy-duty diesel fleets in the Sacramento area.
- **City of Irvine.** Mr. Harris represented the City on issues related to the El Toro Marine Corps Air Base reuse and the development of the Orange County Great Park.
- **Water Districts.** Mr. Harris represented municipal water districts on matters related to hydroelectric power generation, funding of recycling and water projects and governance.

## Appendix A: Nossaman Resumes



621 Capitol Mall  
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F 916.442.0382  
nsolov@nossaman.com

**Practice Areas & Industries**

- Public Policy

**Education**

- B.A., San Diego State University, 2001

**Professional Affiliations**

- Board of Directors, Oak Park Neighborhood Association (2005-2007)
- Co-Chair, Sacramento City Unified School District, Bond Oversight Committee (2002-2006)

**Nate Solov | Policy Advisor**

Nate Solov is a Policy Advisor providing legislative and regulatory solutions relating to a number of areas critical to the health of California's economy—including transportation, water, higher education, land use, renewable energy, and health care. Mr. Solov also worked over the course of his career on issues including elder care, workers' compensation, and insurance.

Immediately prior to joining Nossaman, Mr. Solov served as the Chief of Staff for California State Senator Jerry Hill. He served Senator Hill for over a decade, and prior to joining his staff served as the Legislative Director for Assemblymembers Jared Huffman and Fran Pavley. He spent more than 17 years working in various capacities in the capitol, and staffed 125 bills over the course of his career. He also has an extensive background in researching and analyzing complex proposed legislation. Mr. Solov excels at forming tactical alliances and leverages his expansive network in Sacramento to build vital partnerships.

Proposal to the County of Contra Costa

## Appendix B – Fee Schedule/Exhibit A

**EXHIBIT A**

**COUNTY OF CONTRA COSTA**

RFQ No. 1902-329  
for

**STATE LEGISLATIVE ADVOCACY SERVICES**

**FEE SCHEDULE**

Fees shall be submitted on Exhibit A as is. No alterations or changes of any kind are permitted. Responses that do not comply will be subject to rejection in total. The fees quoted below shall include all taxes and all other charges and is the cost the County will pay for the three-year term of any contract that is a result of this RFQ.

Prices shall include everything necessary for the completion of and fulfillment of the contract including but not limited to furnishing all materials, equipment, tools, facilities and all management, labor, services, taxes, licenses, permits and an estimated cost for two (2) trips to Contra Costa County per year required to complete the work in accordance with the contract documents, except as may be provided otherwise in the contract documents.

Responder agrees that the prices quoted are the maximum they will charge during the term of any contract awarded.

Description	Unit of Measure	No. Units	1st Year		2nd Year		3rd Year		Total for Three (3) Years
			Charge per Unit	Extension	Charge per unit	Extension	Charge per unit	Extension	
	A	B	C	D = B * C	E	F = B * E	G	H = B * G	I = (D + F + H)
Monthly service charge for State Legislative Advocate program	Per month	12	\$17,500	\$210,000	\$17,500	\$210,000	\$17,500	\$210,000	\$630,000
<b>TOTAL COST FOR SERVICES</b>									<b>\$630,000</b>

FIRM: Nossaman LLP SIGNATURE: Ashley Walker DATE: 04/22/19

PRINTED NAME: Ashley S. Walker TITLE: Senior Policy Advisor

## Appendix C – Proof of Insurance



NOSSA-1

OP ID: LY

# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/22/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Narver Associates Ins Agcy P.O. Box 1509 San Gabriel, CA 91778-1509 Wesley G. Hampton	<b>CONTACT NAME:</b> Samantha Ogura <b>PHONE (A/C, No, Ext):</b> 626-943-2200 <b>FAX (A/C, No):</b> 626-299-1010 <b>E-MAIL ADDRESS:</b> sogura@narver.com														
<b>INSURED</b> <b>Nossaman LLP</b> 777 S. Figueroa St, 34th Floor Los Angeles, CA 90017	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: center;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: center;">NAIC #</th> </tr> <tr> <td><b>INSURER A : Lloyds of London</b></td> <td style="text-align: center;"><b>15792</b></td> </tr> <tr> <td><b>INSURER B :</b></td> <td></td> </tr> <tr> <td><b>INSURER C :</b></td> <td></td> </tr> <tr> <td><b>INSURER D :</b></td> <td></td> </tr> <tr> <td><b>INSURER E :</b></td> <td></td> </tr> <tr> <td><b>INSURER F :</b></td> <td></td> </tr> </table>	INSURER(S) AFFORDING COVERAGE	NAIC #	<b>INSURER A : Lloyds of London</b>	<b>15792</b>	<b>INSURER B :</b>		<b>INSURER C :</b>		<b>INSURER D :</b>		<b>INSURER E :</b>		<b>INSURER F :</b>	
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<b>INSURER F :</b>															

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS												
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$												
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$												
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	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y / N	N / A				<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="width: 5%;">PER STATUTE</th> <th style="width: 5%;">OTH-ER</th> <th style="width: 90%;">LIMITS</th> </tr> <tr> <td></td> <td></td> <td>E.L. EACH ACCIDENT \$</td> </tr> <tr> <td></td> <td></td> <td>E.L. DISEASE - EA EMPLOYEE \$</td> </tr> <tr> <td></td> <td></td> <td>E.L. DISEASE - POLICY LIMIT \$</td> </tr> </table>	PER STATUTE	OTH-ER	LIMITS			E.L. EACH ACCIDENT \$			E.L. DISEASE - EA EMPLOYEE \$			E.L. DISEASE - POLICY LIMIT \$
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		E.L. DISEASE - POLICY LIMIT \$																	
<b>A</b>	<b>Professional Liability</b>			<b>B1636N171728</b>	<b>08/14/2018</b>	<b>02/14/2020</b>	<b>Per Claim 40,000,000</b> <b>Aggregate 80,000,000</b>												

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**LAW OFFICE.**

CLAIMS MADE POLICY - RETROACTIVE DATE: FULL PRIOR ACTS

**CERTIFICATE HOLDER****CANCELLATION**

<b>CONTRA-</b>  Contra Costa County Administrator's Office ATTN: Lara Delaney, Senior Deputy County Administrator 651 Pine Street, 10th Floor Martinez, CA 94553	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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# CERTIFICATE OF LIABILITY INSURANCE

10/1/2019

Attachment A

DATE (MM/DD/YYYY)

4/22/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Lockton Insurance Brokers, LLC 777 S. Figueroa Street, 52nd Fl. CA License #0F15767 Los Angeles CA 90017 (213) 689-0065	<b>CONTACT NAME:</b> <b>PHONE (A/C, No, Ext):</b> _____ <b>FAX (A/C, No):</b> _____ <b>E-MAIL ADDRESS:</b> _____	
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> 1358311 Nossaman LLP 777 South Figueroa Street, 34th Floor Los Angeles CA 90017	<b>INSURER A :</b> Vigilant Insurance Company <b>NAIC #</b> 20397	
	<b>INSURER B :</b> Federal Insurance Company <b>NAIC #</b> 20281	
	<b>INSURER C :</b>	
	<b>INSURER D :</b>	
	<b>INSURER E :</b>	
<b>INSURER F :</b>		

**COVERAGES** NOSSA01 **CERTIFICATE NUMBER:** 16034007 **REVISION NUMBER:** XXXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:	Y	N	35767154	10/1/2018	10/1/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	70205924	10/1/2018	10/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
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B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	71643605	10/1/2018	10/1/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 THIS CERTIFICATE SUPERSEDES ALL PREVIOUSLY ISSUED CERTIFICATES FOR THIS HOLDER, APPLICABLE TO THE CARRIERS LISTED AND THE POLICY TERM(S) REFERENCED.

**CERTIFICATE HOLDER**

16034007

Contra Costa County Administrator's Office  
 ATTN: Lara Delaney, Senior Deputy County Administrator  
 651 Pine Street, 10th Floor  
 Martinez CA 94553

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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## Appendix D – Standard Contract Amendments

## State Legislative Advocacy Services (RFQ No. 1902-329) Clarifications, Comments and/or Changes to Standard Contract

### Form P-1 (Page 1), Right to Withhold, Point "4"

*Right to Withhold.* County has the right to withhold payment to Contractor when, in the **reasonable** opinion of County expressed in writing to Contractor, (a) Contractor's performance, in whole or in part, either has not been carried out or is insufficiently documented, (b) Contractor has neglected, failed or refused to furnish information or to cooperate with any inspection, review or audit of its program, work or records **by the County or its representatives**, or (c) Contractor has failed to sufficiently itemize or document its demand(s) for payment.

**Comment:** Please note the addition of the bolded text above.

### Form L-5 (Page 1), Inspection, Point "2"

*Inspection.* Contractor's performance, place of business, and records pertaining to this Contract are subject to monitoring, inspection, review and audit **upon reasonable advanced notice** by authorized representatives of the County, the State of California, and the United States Government.

**Comment:** Please note the addition of the bolded text above.

### Form L-5 (Page 2), Written Notice, Point "5,a"

*Written Notice.* This Contract may be terminated by either party, in its sole discretion, upon thirty-day advance written notice thereof to the other, and may be cancelled immediately by written mutual consent. **No termination for convenience shall prejudice Contractor's right to receive payment for all services rendered up to the effective date of termination.**

**Comment:** Please note the addition of the bolded text above.

### Form L-5 (Page 3), No Waiver by County, Point "12"

*No Waiver by County.* Subject to Paragraph 9. (Disputes) of these General Conditions, inspections or approvals, or statements by any officer, agent or employee of County indicating Contractor's performance or any part thereof complies with the requirements of this Contract, or acceptance of the whole or any part of said performance, or payments therefor, or any combination of these acts, do not relieve Contractor's obligation to fulfill this Contract as prescribed; nor is the County thereby prevented from bringing any action for damages or enforcement arising from any failure to comply with any of the terms and conditions of this Contract.

**Comment:** We would appreciate clarification to understand how it would be determined when Nossaman work product/deliverables have been accepted.

Proposal to the County of Contra Costa  
Appendix D

**Form L-5 (Page 4), Commercial General Liability Insurance, Point "19,a"**

*Commercial General Liability Insurance. For all contracts where the total payment limit of the contract is \$500,000 or less, Contractor will provide commercial general liability insurance, including coverage for business losses and for owned and non-owned automobiles, with a minimum combined single limit coverage of \$500,000 for all damages, including consequential damages, due to bodily injury, sickness or disease, or death to any person or damage to or destruction of property, including the loss of use thereof, arising from each occurrence. Such insurance must be endorsed to include County and its officers and employees as additional insureds as to all services performed by Contractor under this Contract. Said policies must constitute primary insurance as to County, the state and federal governments, and their officers, agents, and employees, so that other insurance policies held by them or their self-insurance program(s) will not be required to contribute to any loss covered under Contractor's insurance policy or policies. Contractor must provide County with a copy of the endorsement making the County an additional insured on all commercial general liability policies as required herein no later than the effective date of this Contract. For all contracts where the total payment limit is greater than \$500,000, the aforementioned insurance coverage to be provided by Contractor must have a minimum combined single limit coverage of \$1,000,000.*

**Comment:** While Nossaman's automobile liability insurance meets the coverage requirement, it is limited to hired and non-owned vehicles. The Firm does not own any vehicles. As a result, such coverage is not necessary.