



**Contra
Costa
County**

To: Board of Supervisors
From: David Twa, County Administrator
Date: January 8, 2013

Subject: Contract for Federal Legislative Advocacy Services with Alcalde & Fay

RECOMMENDATION(S):

APPROVE and AUTHORIZE the County Administrator, or his designee, to execute, on behalf of the County a contract with Alcalde & Fay in an amount not to exceed \$205,392, to provide professional federal legislative advocacy and related services, for the period from January 1, 2013 through December 31, 2014.

FISCAL IMPACT:

This contract is funded 100% by the County General Fund.

BACKGROUND:

At its December 11, 2012 meeting, the Board of Supervisors considered the recommendation from the Legislation Committee to authorize a contract with Alcalde & Fay for federal advocacy services for the period January 1, 2013 through December 31, 2014 in an amount not to exceed \$205,392. The proposed monthly retainer is \$8,458 per month. There is an estimated additional monthly cost of \$100 for expenses such as telephone bills, copying, messenger services, parking, and transportation. The total annual cost of services is \$102,696 per year. The contract terms specified in the RFP indicated a two-year contract with three one-year renewal options.

☒ APPROVE

☐ OTHER

☒ RECOMMENDATION OF CNTY ADMINISTRATOR

☐ RECOMMENDATION OF BOARD COMMITTEE

Action of Board On: **01/08/2013** ☒ APPROVED AS RECOMMENDED ☐ OTHER

Clerks Notes:

VOTE OF SUPERVISORS

AYE: John Gioia, District I Supervisor
Candace Andersen, District II Supervisor
Mary N. Piepho, District III Supervisor
Karen Mitchoff, District IV Supervisor
Federal D. Glover, District V Supervisor

I hereby certify that this is a true and correct copy of an action taken and entered on the minutes of the Board of Supervisors on the date shown.

ATTESTED: January 8, 2013

David Twa, County Administrator and Clerk of the Board of Supervisors

By: Carrie Del Bonta, Deputy

Contact: L. DeLaney,
925-335-1097

cc:

BACKGROUND: (CONT'D)

Alcalde & Fay, a minority-controlled/employee-owned firm, is the County's current federal representative. Paul Schlesinger, the County's point person at Alcalde & Fay, has established the County's presence in Washington, D.C. and developed excellent relationships with staff of our congressional delegation. The result has been a very positive return on investment for the County for its appropriation and authorization requests.

The firm's services to the County include (but are not limited to) the following:

- * Assisting the County in developing and implementing an effective federal advocacy strategy and annual legislative program to influence federal laws and policies as they relate to County priorities, programs, and operations, and increase funding for County priorities, programs, and operations.

- * Research, monitor, and provide information to the County on such matters as federal bills and laws, congressional hearings, reports and testimony, funding opportunities and availability, federal regulations, guidelines, directives and other administrative policies, and technical memoranda and reports impacting County operations.

Alcalde & Fay has provided these services on retainer to the County since December 2001. After a solicitation and review process that culminated in the recommendation by the County Selection Committee to the Legislation Committee that Alcalde & Fay be retained for the state advocacy contract, the Board of Supervisors concurred with the recommendation.

CONSEQUENCE OF NEGATIVE ACTION:

Without this contract approval and authorization, the County will not have representation by a firm for federal advocacy services.

CHILDREN'S IMPACT STATEMENT:

None.