



A Tradition of Stewardship  
A Commitment to Service

Agenda Date: 9/9/2014

Agenda Placement: 7Y

## NAPA COUNTY BOARD OF SUPERVISORS Board Agenda Letter

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**TO:** Board of Supervisors

**FROM:** Lawrance Florin - Director  
Housing and Intergovernmental Affairs

**REPORT BY:** Nancy McDonnell, STAFF SERVICES ANALYST II - 707-253-4825

**SUBJECT:** Professional Service Agreement with Van Scoyoc and Amendment No. 3 to Agreement 6402 with Platinum Advisors for Federal Lobbying Services

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### **RECOMMENDATION**

Director of Housing and Intergovernmental Affairs requests approval of and authorization for the Chairman to sign the following agreements to provide Federal legislative and other governmental assistance:

1. Agreement with Van Scoyoc Associates for the term September 1, 2014 through June 30, 2015 for a maximum amount of \$80,000; and
2. Amendment No. 3 to Agreement No. 6402 with Platinum Advisors for the term July 1, 2014 through June 30, 2015, for a maximum amount of \$35,000.

### **EXECUTIVE SUMMARY**

Housing and Intergovernmental Affairs (HIA) recommends that the Board expand its lobbying efforts by entering into an Agreement with Van Scoyoc and Associates. This firm will provide federal lobbying services with a fiscal year contract maximum of \$80,000. Additionally, HIA staff recommends approval of an amendment with Platinum Advisors in order to reduce the scope of work and to maintain services related to tribal affairs with a fiscal year contract maximum of \$35,000.

Neither firm is a local vendor.

### **FISCAL IMPACT**

Is there a Fiscal Impact?	Yes
Is it currently budgeted?	Yes
Where is it budgeted?	Funds are available in the General Expenditure division.
Is it Mandatory or Discretionary?	Discretionary
Discretionary Justification:	This item is needed in order to obtain the services of the federal lobbying firm, Van Scoyoc Associates; as well as to continue services with Platinum Advisors. Increasingly important legislation is contemplated in Congress that has important consequences to the County.
Is the general fund affected?	Yes
Future fiscal impact:	Funding will be included in future years recommended budgets for the Board to consider.
Consequences if not approved:	Federal lobbying on behalf of County interests will not occur. Currently there are a number of critical issues being considered by Congress that will impact the County such as tribal recognition and management of Lake Berryessa. Approval of these contracts will provide needed assistance in assuring County interests.
Additional Information:	

### **ENVIRONMENTAL IMPACT**

ENVIRONMENTAL DETERMINATION: The proposed action is not a project as defined by 14 California Code of Regulations 15378 (State CEQA Guidelines) and therefore CEQA is not applicable.

### **BACKGROUND AND DISCUSSION**

Napa County Director of Housing and Intergovernmental Affairs recommends County retain a federal lobbyist. In 2011, Congress put an end to the practice of "earmarking" funds for specific projects in members districts. With this and other changing dynamics in the federal arena, many localities are finding it prudent to retain the assistance of a federal lobbying firm. Staff finds it in the best interest of the County to add federal services and to continue with the current firms: Platinum; and Yoder, Shaw, and Antwih for State services. Both firms provide expertise in different areas in which the County requires legislative counsel.

County conducted an RFP process for the purpose of selecting a firm to provide federal lobbying services. Twelve firms replied and Van Scoyoc Associates was selected as they had the most comprehensive experience in the areas of specialty desired by the County. Van Scoyoc Associates will provide the following services: assist with developing the County's Legislative Platform, participation in Legislative Subcommittee meetings, assistance in monitoring and drafting legislation, making recommendations to Staff, and coordinating meetings with top officials. Van Scoyoc will present an annual report to the Board of County Supervisors at the end of session. This contract will total \$80,000 for FY 2014-15 with an \$8,000 monthly retainer for the term of September 1, 2014 through June 30, 2015. This Agreement will be partially funded with a contribution of \$20,000 from the Napa County Transportation Planning Agency (NCTPA) and will provide for lobbying services on their behalf in conjunction with County goals. Both a revenue reimbursement agreement and a budget adjustment of \$20,000 will be brought before the Board on September 16, 2014. NCTPA and the County find that working in collaboration with one Federal lobbyist will provide the most effective representation in Washington on transportation needs.

Amendment No. 3 to Agreement No. 6402 with Platinum Advisors is for State lobbying services related to tribal issues. The monthly retainer will be reduced from \$4,000 per month to a monthly retainer of \$2,916.66 per month. This is due to a reduction in the scope of work where previously, the scope included assistance with housing legislation. The County also maintains a contract with Shaw, Yoder Antwih Inc, who works in collaboration with Platinum Advisors on State issues and State reporting requirements on behalf of Napa County.

**SUPPORTING DOCUMENTS**

None

CEO Recommendation: Approve

Reviewed By: Helene Franchi