



## Legislation Text

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**File #:** 2021-0024, **Version:** 1

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**To:** Board of Supervisors

**Department or Agency Name(s):** County Administrator's Office

**Staff Name and Phone Number:** Marissa Montenegro 707-565-3771

**Vote Requirement:** Majority

**Supervisory District(s):** Countywide

**Title:**

State and Federal Advocacy Services

**Recommended Action:**

Receive presentations on proposed services from state and federal advocacy firms.

**Executive Summary:**

On December 11, 2020, the County Administrator's Office issued Request for Proposals (RFP) for State and Federal Advocacy Services. Written Proposals were evaluated on January 11, 2021. Top ranked firms have been invited to present proposed services to your Board.

**Discussion:**

State and Federal advocacy services are critical to maintaining and generating new sources of funding for Sonoma County. The county's budget is comprised of a significant amount of federal and state revenue, much of which is under constant threat from legislative or programmatic reductions. Additionally, the County has continually used its legislative advocacy to advance key issues and programs such as housing and homelessness, climate action, and wildfire resiliency.

The County's current state advocacy firm is Shaw Yoder Antwih Schmelzer and Lange. The County's current federal advocacy firms are Alcalde & Fay for general federal advocacy and Van Scoyoc and Associates for Transportation, Health and Tribal Affairs.

Selection Process

On December 11, 2020, Sonoma County issued two separate Request for Proposals (RFP) for state and federal advocacy services to a broad range of firms and posted it to the Sonoma Purchasing Department website. Sonoma County received three (3) responses to the state RFP and seven (7) responses to the federal RFP. The following firms submitted proposals:

**State Firms:**

1. Capitol Core Group
2. CrisCom Company
3. Shaw Yoder Antwih (SYASL)

**Federal Firms:**

1. Alcalde & Fay
2. Carpi & Clay, Inc.

3. Kadesh & Associates
4. The Madison Group LLC
5. Platinum Advisors
6. Van Scoyoc Associates
7. VNF Solutions, LLC

Written proposals were evaluated by separate state and federal panels comprised of local government staff familiar with state and federal advocacy. Panelists rated proposals on the agency's qualifications as outlined in Request for Proposal.

The firms below have been invited to present to your Board.

Note: Firms are listed in alphabetical order.

**State Firms:**

1. Capitol Core Group
2. Shaw Yoder Antwih Schmelzer & Lange

**Federal Firms:**

1. Alcalde & Fay
2. Carpi & Clay
3. Kadesh & Associates
4. Van Scoyoc Associates
5. Van Ness Feldman

Finalists will present a brief proposal overview and be available to answer questions. Staff plan to return to your Board with a recommendation for award on February 9, 2021.

**Prior Board Actions:**

6.24.2014 Federal Advocacy Services

9.1.2009 Federal and State Advocacy Request for Proposals

**FISCAL SUMMARY**

<b>Expenditures</b>	<b>FY 20-21 Adopted</b>	<b>FY21-22 Projected</b>	<b>FY 22-23 Projected</b>
Budgeted Expenses			
Additional Appropriation Requested			
<b>Total Expenditures</b>			
<b>Funding Sources</b>			
General Fund/WA GF			
State/Federal			
Fees/Other			
Use of Fund Balance			

Contingencies			
<b>Total Sources</b>			

**Narrative Explanation of Fiscal Impacts:**

N/A

<b>Staffing Impacts:</b>			
<b>Position Title (Payroll Classification)</b>	<b>Monthly Salary Range (A-I Step)</b>	<b>Additions (Number)</b>	<b>Deletions (Number)</b>

**Narrative Explanation of Staffing Impacts (If Required):**

N/A

**Attachments:**

Alcalde & Fay Firm Overview and Resumes  
Carpi & Clay Firm Overview and Resumes  
Kadesh & Associates Firm Overview and Resumes  
Van Scoyoc Associates Firm Overview and Resumes  
Van Ness Feldman Firm Overview and Resumes  
Capitol Core Group Firm Overview and Resumes  
Shaw Yoder Antwih Schmelzer & Lange Firm Overview and Resumes

**Related Items "On File" with the Clerk of the Board:**

N/A