

**SUBMITTAL TO THE BOARD OF SUPERVISORS
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**



ITEM
3.53
(ID # 3363)

MEETING DATE:

Tuesday, January 17, 2017

FROM : EXECUTIVE OFFICE:

SUBJECT: EXECUTIVE OFFICE: Approve an agreement with Hurst Brooks Espinosa, LLC, for State Legislative Advocacy and Consulting Services for two years with the option to renew for three additional one-year periods, and authorize and direct the Purchasing Agent to sign the agreement; All Districts [\$661,500 Total] [\$132,300 annually]; General Fund

RECOMMENDED MOTION: That the Board of Supervisors:

1. Approve an agreement with Hurst Brooks Espinosa, LLC, for State Legislative Advocacy and Consulting Services and authorize and direct the Purchasing Agent to sign the agreement, as approved by County Counsel, in the amount of \$132,300 annually for two years with the option to renew for three additional one-year periods; and,
2. Authorize the Purchasing Agent, based on the availability of fiscal funding, and as approved by County Counsel to sign amendments that do not change the substantive terms of the agreement.

ACTION: Policy


Brian Nestande 1/9/2017

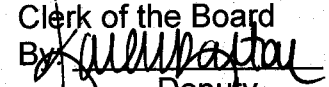
| FINANCIAL DATA | Current Fiscal Year: | Next Fiscal Year: | Total Cost: | Ongoing Cost |
|--------------------------------------|----------------------|-------------------|---------------------------------------|--------------|
| COST | \$ 132,300 | \$ 132,300 | \$ 661,500 | \$ 132,300 |
| NET COUNTY COST | \$ 132,300 | \$ 132,300 | \$ 661,500 | \$ 132,300 |
| SOURCE OF FUNDS: General Fund | | | Budget Adjustment: No | |
| | | | For Fiscal Year: 16/17 – 21/22 | |

C.E.O. RECOMMENDATION: [CEO use]

MINUTES OF THE BOARD OF SUPERVISORS

On motion of Supervisor Tavaglione, seconded by Supervisor Jeffries and duly carried by unanimous vote, IT WAS ORDERED that the above matter is approved as recommended.

Ayes: Jeffries, Tavaglione, Washington and Ashley
Nays: None
Absent: None
Date: January 17, 2017
xc: E.O., Purchasing

Kecia Harper-Ihem
Clerk of the Board
By 
Deputy
3.53

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BACKGROUND:

Summary

As per Board Policy A-27, the purpose of Riverside County's Legislative Program is to secure legislation that benefits the county and its residents, and to oppose/amend legislation that might adversely affect the county. Recognizing the need for consistency in conveying official positions on legislative matters, the county has instituted a coordinated process involving interaction between the Board of Supervisors, the County Executive Office, county agencies/departments, and the county's legislative advocates in Sacramento and Washington, D.C.

The County of Riverside has utilized legislative advocates in both Sacramento and Washington D.C. for over thirty years. In 2011, the County spent \$547,000 on state lobbying and \$187,000 on federal advocacy. In an analysis submitted to the Board in 2015, Riverside County ranked among the lowest spending in urban counties within the state, a combined state and federal cost of \$430,000. For comparison, in 2015 our neighboring counties spent the following: San Bernardino (\$354,000) and Orange (\$525,000). Following the analysis report to the Board, the executive office further consolidating costs thereby saving an additional \$92,000 per year.

Riverside County is currently spending a combined \$338,000 per year (lowest of urban counties) for lobbying.

The Executive Office believes that periodic analysis of County advocacy programs is prudent in order to effectively and efficiently promote the Board's vision in both Sacramento and Washington D.C. For this reason, the executive office worked with purchasing to seek competitive bids upon the expiration of the contract with Nielson, Merksamer Parrinello, Gross and Leoni for State advocacy and consulting services.

Results from the formal RFP process resulted in the identification of Hurst Brooks Espinosa, LLC as the best candidate to provide services in the area of state advocacy and consulting for Riverside County. The contract with HBE will result in an approximately \$6000 per year savings.

Impact on Residents and Businesses

The proposed state lobbying structure will improve efficiency, consolidate costs, and provide better services for the county.

Contract History and Price Reasonableness:

County Purchasing Department released a Request for Proposal (RFP) EOARC-040, soliciting proposal for special tax assessment services on behalf of the Executive Office. The RFP was sent to seventeen (17) potential bidders and was advertised on the Purchasing web site. Two (2) bid responses were submitted in response to the RFP. The proposals were reviewed by the evaluation team from the Executive Office. Each bid response was evaluated based on the criteria set forth in the RFP: overall responses to the RFP requirements, bidders experience and technical ability, references, credentials, resumes, licenses, certifications and financials. The

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cost proposal submitted ranged from \$126,000 to \$147,000. County Purchasing entered into Best and Final negotiations and the recommended awarded vendor reduced their annual cost down to \$132,300. Based on the overall summation of the proposals submitted, it is the recommendation of the evaluation team to select Hurst Brooks Espinoza, LLC, as the most responsive/responsible bidder for these services.