

BOARD MEETING DATE: December 4, 2015

AGENDA NO. 9

PROPOSAL: Amend Contracts for Legislative Representation in Sacramento, California

SYNOPSIS: The current contracts for legislative representation in Sacramento expire on December 31, 2015 for Gonzalez, Quintana & Hunter, LLC, and Joe A. Gonsalves & Son. Based upon the firms' effective performance during the first year of their current contracts, this action is to approve the first one-year extension of each consultants' contract for legislative lobbying services in Sacramento for Calendar Year 2016 at the current contract amounts.

COMMITTEE: Administrative, November 13, 2015; Recommended for Approval

RECOMMENDED ACTIONS:

1. Approve a one-year extension of the contract with Gonzalez, Quintana & Hunter, LLC at the current contract amount of \$207,000.
2. Approve a one-year extension of the contract with Joe A. Gonsalves & Son at the current contract amount of \$143,000.

Barry R. Wallerstein, D.Env.
Executive Officer

LBS:DJA:WS

Background

In 2015, the lobbying firms of Gonzalez, Quintana & Hunter, LLC and Joe A. Gonsalves & Son professionally represented the SCAQMD in Sacramento to a very high standard of performance.

SCAQMD has benefited from our continued association with Gonzalez, Quintana and Hunter. The firm's Principal, Will Gonzalez, has represented the SCAQMD since 2006. With over 15 years of legislative and political experience, he specializes in legislative advocacy on transportation, environmental, and energy issues. Mr. Gonzalez repeatedly demonstrates his policy expertise and the effectiveness of his close bipartisan relationships with state legislators, their lead staffers, and key committee staff members.

Prior to starting his own lobbying firm, he served as Legislative Director to then Assemblyman Darrell Steinberg. Mr. Gonzalez also served as Consultant to the Assembly Labor Committee and the Native American Repatriation Select Committee. Before representing the SCAQMD, he was the lobbyist for the California Air Pollution Control Officers Association.

Joe A. Gonsalves & Son is a Sacramento lobbying firm with decades of experience and strong ties to legislators on both sides of the aisle, as well as many cities throughout the state, including several cities within SCAQMD's jurisdiction. With over 30 years of experience, the firm's principals are well-respected and knowledgeable on many local and statewide issues. They also have proven to work well with both Democratic and Republican Governors and their administrations. During multiple occasions, while representing our Agency, this consulting team has secured SCAQMD staff and Board Members access to legislators and key staff at critical junctures. Time and time again they demonstrate their creativity in providing solutions and alternatives to legislation challenging our Agency's ability to complete its mission.

Throughout the year, both firms have closely coordinated with each other and SCAQMD to advance the Board's interests and policies. With great effectiveness, they have moved the Board's legislative agenda forward by meeting with legislators and staff, testifying in committees, and keeping SCAQMD's Legislative Committee and staff apprised of the latest developments in Sacramento. They have successfully negotiated language with legislative offices and committee staff and, when necessary, worked to have bills held in committee or otherwise not move forward if they were detrimental to SCAQMD Board's legislative/policy positions.

The two firms also worked closely with SCAQMD to ensure that staff was aware of all policy and political considerations related to legislative proposals. The constant communication among the firms and SCAQMD was also essential in ensuring that SCAQMD communicated the correct message to Sacramento legislators and staffers in a timely fashion. Most recently, they contributed significantly to collaborative support legislation to update the Carl Moyer program and protect our Agency from unintended consequences in other bills that moved through the Legislature in 2015. Their diligent efforts and ability to gather and communicate key information in a highly time-sensitive atmosphere were critical to the Agency's interests.

In summary, the two firms have forged together to create an efficient and effective consultant team for SCAQMD. Their policy and political insights inform SCAQMD and strengthen the Agency's presence, creditability, and ability to support the Board's policy priorities in Sacramento. At this critical point in time, it is important that the momentum and political and stakeholder partnerships continue in the coming year as we continue to work towards successful outcomes pertaining to air quality related legislation, consistent with SCAQMD's mission and policy goals.

Proposal

The contracts with the two firms expire on December 31, 2015. SCAQMD staff is highly satisfied with the performance of the two firms and recommend that the Board retain them for Calendar Year 2016.

The present contracts, based on a competitive selection process, have options for two one-year extensions that may be exercised at the Board's discretion pursuant to the original RFP. This proposal is to approve the first one-year extension for each of the contracts.

Resource Impacts

The Legislative & Public Affairs Budget for FY 2015-16 contains sufficient funds for legislative advocacy in Sacramento.