



County of El Dorado

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Legislation Text

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Chief Administrative Office recommending the Board make findings that federal advocacy services are more economically and feasibly performed by outside independent consultants in accordance with El Dorado County Charter, Section 210 (b) (6); and Chairman be authorized to sign retroactive Agreement for Services 548-S0811 with Potomac Partners, LLC in an amount not to exceed \$120,000 for the period January 2, 2008 through January 1, 2009 to provide legislative advocacy services.

RECOMMENDED ACTION: Approve.

BUDGET SUMMARY:		
Total Estimated Cost		\$120,000
Funding		
Budgeted	\$120,000	
New Funding	\$	
Savings	\$	
Other	\$	
Total Funding Available	\$120,000	
Change To Net County Cost		

Fiscal Impact/Change to Net County Cost: The contract establishes a billing rate of \$10,000 per month for one year. The total amount of this Agreement shall not exceed \$120,000.

Reason for Recommendation: The Board provided direction at its April 19, 2005 meeting that it was necessary to obtain a Consultant to provide legislative advocacy services at the nation's Capitol and directed the Chief Administrative Office to conduct a search for a Federal lobbyist firm and make a selection recommendation. After months of research and discussion with interested firms the Board initially entered a contract with Potomac Partners in October of 2005.

Under Section 7.5 of the Procurement Policy and Procedure Policy Manual, the Board of Supervisors may contract for services without advertising for bids or seeking proposals. Potomac Partners is familiar with the County's needs and priorities. Over the time the firm has represented the County, they have built relationships with key Members of Congress and their staffs on our behalf. Therefore, the county has more than just money invested in this contract, it has the accumulation of time and relationships that prove valuable when trying to secure federal funding for important projects. Based on this, I have determined that it is in the best interest of the County to continue its contractual relationship with Potomac Partners. Consequently, there is no need to perform an outside review of the scope of services and the contractor's professional qualifications as provided in Section 7.10 of the Procurement Policy and Procedure Policy Manual.

The Board is asked to make findings that state advocacy services are more economically and feasibly performed by outside independent consultants in accordance with El Dorado County Charter, Section 210 (b) (6) because the necessary specialized skills are not are not currently available through County staff.

The Agreement is retroactive to January 2, 2008 due to delays in obtaining current certificates of insurance from the consultant.

Action to be taken following Board approval: Upon execution by the Board Chair, the Chief Administrative Office will administer the agreement.

Contact: Laura S. Gill (5530)

Concurrences: The contract has been approved by County Counsel and Risk Management.