



## Town Council Agenda Report

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Date: June 23, 2020 Item No. 5

To: Honorable Mayor and Town Council

Subject: STATE ADVOCACY SERVICES

From: Douglas B. Robertson, Town Manager

Submitted by: Julie Ryan, Special Projects Manager  
Town Manager's Office

Budgeted Item:  Yes  No  N/A

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### RECOMMENDED ACTION

That the Town Council approve a one-year extension to the Professional Services Agreement with Niemela Pappas & Associates for State Legislative Advocacy Services for Fiscal Year 2020-21.

### BACKGROUND

The Town has contracted with state legislative advocacy firm Niemela Pappas & Associates (NPA) since January 2015. NPA acts as the Town's liaison with the California Legislature and Administration in Sacramento advocating for the Town's position on legislative, regulatory, and programmatic matters of interest and facilitates meetings with various State agencies to discuss funding opportunities and grant programs. The Town has also benefited from their presence in Sacramento due to the strong working relationships with the Governor, Legislature, and agencies of the State government by communicating and broadening the understanding of the Town's priorities and needs.

### ANALYSIS

NPA has met with Town staff on several occasions to discuss specific legislative issues and potential grant projects and has maintained a presence with legislators and agencies regarding the Virgin Trains project. In addition, the Town is regularly updated on legislative issues and activity in Sacramento, including assisting in monitoring and tracking the progress of specific legislation and attending legislative hearings before various Senate and Assembly committees on the Town's behalf.

The Town's contract with NPA expires June 30, 2020 and staff recommends approval of the contract extension through June 30, 2021, allowing the State Advocacy Service contract to align with the fiscal year calendar and believes that their Scope of Work and

monthly fee is commensurate with the work they have performed since 2015. Attached is the Scope of Services and Schedule of Compensation.

**FISCAL IMPACT**

NPA has a current fee of \$3,000 per month plus reimbursement for approved expenses, or \$36,000 for FY 2020-21. Funding has been included in the proposed FY 2020-21 budget for State Legislative Advocacy Services.

**ATTACHMENTS**

- A. Scope of Services and Schedule of Compensation

ATTACHMENT "A"  
TO  
TOWN OF APPLE VALLEY AGREEMENT FOR LOBBYING SERVICES  
**SCOPE OF SERVICES**

The scope of work to be provided by Consultant to the Town will include advice and counsel, strategic planning, intelligence gathering, and lobbying related to the Town's efforts to garner State funds for infrastructure improvements. In addition, our firm will monitor California's legislative, regulatory, and administrative processes to identify potential legislation and administrative actions affecting the Town's interests.

Our role in the monitoring and intelligence gathering area will also be directed to frequent contact with legislators, the Governor's Office, the state agencies and key staff of primary committees affecting the Town. This contact is essential in order to obtain early notice regarding development of future legislation and administrative actions affecting your interests. Through the establishment of a continued dialogue with legislators and agency representatives, our Firm will keep policy makers aware of the potential effect of specific legislation and actions of relevance to the Town.

**SCHEDULE OF COMPENSATION**

Total compensation for all work under this contract shall not exceed Three Thousand Dollars (\$3,000.00) per month, plus approved expenses, beginning July 1, 2020 through June 30, 2021.