

**REPORT/RECOMMENDATION TO THE BOARD OF SUPERVISORS
OF SAN BERNARDINO COUNTY
AND RECORD OF ACTION**

November 16, 2021

FROM

LEONARD X. HERNANDEZ, Chief Executive Officer, County Administrative Office

SUBJECT

Amendment to State Legislative Advocacy Contract with Platinum Advisors, LLC

RECOMMENDATION(S)

Approve **Amendment No. 3** to **Contract No. 16-947** with Platinum Advisors, LLC to continue to provide state legislative advocacy services extending the term for one year, for a total contract period of January 1, 2017 through December 31, 2022, with no change to the current annual cost of \$224,952.

(Presenter: Bradley Jensen, Governmental and Legislative Director, 387-4821)

COUNTY AND CHIEF EXECUTIVE OFFICER GOALS & OBJECTIVES

Create, Maintain and Grow Jobs and Economic Value in the County.

Improve County Government Operations.

Pursue County Goals and Objectives by Working with Other Agencies.

Provide for the Safety, Health and Social Service Needs of County Residents.

FINANCIAL IMPACT

Approval of this item does not require the use of additional Discretionary General Funding (Net County Cost). Sufficient appropriation to fund the recommended contract extension is included in the County Administrative Office 2021-22 budget and will be included in the 2022-23 recommended budget.

BACKGROUND INFORMATION

The County utilizes advocacy services at both the state and federal level to advance the County's legislative agenda for the benefit of County residents. The recommendation will amend Contract No. 16-947 to extend the term of the contract by one year, from January 1, 2022 through December 31, 2022, with no change to the current scope of the contract or annual cost.

On December 6, 2016 (Item No. 29), the Board of Supervisors (Board) approved Contract No. 16-947 with Platinum Advisors, LLC (Platinum Advisors) for state advocacy services in the amount of \$674,856 for a three-year period of January 1, 2017 through December 31, 2019, with an option to extend the contract for one year. On December 10, 2019 (Item No. 14), the Board approved Amendment No. 1 to the contract, executing the option to extend the contract from January 1, 2020 through December 31, 2020. On November 17, 2020 (Item No. 39), the Board approved Amendment No. 2 to Contract No. 16-947 to extend the term from January 1, 2021 through December 31, 2021, with no change to the annual cost of \$224,952.

Founded in 1998, Platinum Advisors is a full-service government affairs firm that has experience in lobbying the State of California Legislature (State Legislature) and executive branch. New and persisting issues before the State Legislature this year, including housing, homelessness, and equitable funding for the region remain a high priority for the County. Dedicated and effective representation with State administration, agencies and departments is critical to ensure the County's legislative and budget priorities are advanced.

Platinum Advisors has extensive knowledge of the County's programs and policies, which enhances its ability to advance the County's legislative priorities in Sacramento. The following are a few examples of County Administrative Office and Platinum Advisors successes based on both coordinated and individual efforts for the County during the 2021 State Legislative Session.

Significant Budget and Legislation Actions

Advocacy for County Projects in State Budget: Platinum Advisors was essential in helping the County obtain significant project funding for several priorities including \$1.5 million for Ayala Park, \$2 million for the HOPE Team in the Sheriff's Department, \$335,000 for the Department of Public Health to partner with San Bernardino Unified on a Multi-Tiered System of Support, and \$103,000 for the County to support the Medical Assistant Workforce Development Program as part of the Community Health Association Inland Southern Region.

Passage of AB 1138 (Rubio) – Increase in Civil Fines for Illegal Cannabis Activities: Platinum Advisors brought this bill to the County's attention and advocated for its passage and signing in Sacramento. This legislation increases the civil penalties up to \$30,000 for illegal cannabis activities, which the County hopes will deter criminals and provide a recourse for prosecutors in their ongoing fight against illegal cannabis in the high desert.

SB 412 (Ochoa-Bogh) – Definition of "Emergency": With the rise in the number of major wildfires around the state, the legal definition of "emergency" has taken on added significance. Working with our County departments, Platinum Advisors helped move this bill forward in Sacramento. It ended up being a two-year bill due to concerns over language that Platinum Advisors is continuing to work out with Committee staff.

AB 1190 (Mayes) – Big Morongo Canyon Transfer: Platinum Advisors advocated for this County priority legislation that will transfer ownership of Big Morongo Canyon to the Bureau of Land Management. This legislation became a two-year bill due to concerns over language between the state and federal governments. Platinum Advisors is working with the County legislative affairs staff to work out those language issues to allow the bill's passage in 2022.

Passage of AB 428 (Mayes): Platinum Advisors helped the County craft this important legislation, which was carried by Assembly Member Chad Mayes (I-Yucca Valley) that clarifies the terms and compensation of county supervisors in state law.

Defeat of AB 989 (Gabriel) – Housing Accountability Act: Office of Appeals: Platinum Advisors argued against the passage of AB 989, which would have created an appeals office in the Housing and Community Development Department to override local land use decisions. The County opposed this language over concerns of local control by city and county governments.

Passage of SB 60 (Glazer) – Increase in fines for Short-Term Rental Violations: Platinum Advisors lobbied lawmakers to vote in favor of SB 60 (Glazer), a bill that allows local

**Amendment to State Legislative Advocacy Contract with Platinum
Advisors, LLC
November 16, 2021**

governments to increase fines for violations of short-term rental agreements. This was a County priority given the significant increase in short-term rental occupancy, especially in the mountain communities, during the pandemic which has led to complaints about renter behavior.

PROCUREMENT

Under the original Contract No. 16-947, Platinum Advisors was selected to provide state legislative advocacy services as a result of a competitive procurement. The recommended amendment for the period January 1, 2022 through December 31, 2022, is the result of satisfactory performance of Platinum Advisors in delivering its services and meeting the County's needs for state legislative advocacy services. The recommended amendment for the one-year term will allow the continuation of services to deal with several unprecedented items due to the ongoing coronavirus pandemic. However, a Request for Proposal for these services is anticipated to be sent out during the extension term. Per County Policy 11-04, competitive and non-competitive purchases of services in excess of \$200,000 during a single annual period, and in excess of five years must be approved by the Board. County Purchasing recognizes the specialized credentials of the contractor and supports the non-competitive procurement for services with Platinum Advisors.

REVIEW BY OTHERS

This item has been reviewed by County Counsel (Julie Surber, Principal Assistant County Counsel, 387-5455) on October 26, 2021; Purchasing (Michelle Churchill, Supervising Buyer, 387-2070) on October 25, 2021; Finance (Stephenie Shea, Administrative Analyst, 387-4919) on October 20, 2021; and County Finance and Administration (Matthew Erickson, County Chief Financial Officer, 387-5423) on October 27, 2021.

**Amendment to State Legislative Advocacy Contract with Platinum
Advisors, LLC
November 16, 2021**


Record of Action of the Board of Supervisors
San Bernardino County

APPROVED (CONSENT CALENDAR)

Moved: Joe Baca, Jr. Seconded: Dawn Rowe

Ayes: Col. Paul Cook (Ret.), Janice Rutherford, Dawn Rowe, Curt Hagman, Joe Baca, Jr.

Lynna Monell, CLERK OF THE BOARD

BY 
DATED: November 16, 2021



cc: CAO- Jensen w/agree
Contractor- C/O CAO w/agree
File- w/agree
LA 11/19/2021