

DATE: SEPTEMBER 25, 2024

FROM: LABOR RELATIONS AND GOVERNMENT AFFAIRS

**SUBJECT: RESOLUTION NO. _____ - APPROVAL OF AGREEMENT WITH SHAW
YODER ANTWIH SCHMELZER & LANGE, INC. FOR STATE GOVERNMENT
ADVOCACY SERVICES IN SACRAMENTO, CALIFORNIA**

SUMMARY:

Staff requests approval of an Agreement with Shaw Yoder Antwih Schmelzer & Lange, Inc. for state government advocacy services for the City of Los Angeles Harbor Department (Harbor Department). The proposed Agreement is for a one-year term with two, one-year extension options, for a maximum term of three years and a not-to-exceed amount of \$403,200 (\$134,400 per year or \$11,200 per month). The Harbor Department will be financially responsible for the payment of expenses incurred under the proposed Agreement.

RECOMMENDATION:

It is recommended the Board of Harbor Commissioners (Board):

1. Find that the Director of Environmental Management has determined that the proposed action is administratively exempt from the requirements of the California Environmental Quality Act (CEQA) under Article II Section 2(f) of the Los Angeles City CEQA Guidelines;
2. Find that in accordance with the Los Angeles City Charter (Charter), Section 1022, work under the subject Agreement is temporary in nature and can be performed more feasibly by an independent contractor rather than by City of Los Angeles (City) employees;
3. Approve the proposed Agreement with Shaw Yoder Antwih Schmelzer & Lange, Inc. for a one-year term with two one-year options to extend in a not-to-exceed amount of \$403,200 over the maximum three-year term;
4. Authorize the Executive Director to execute, and the Board Secretary to attest to, the proposed Agreement; and
5. Adopt Resolution No. _____

DISCUSSION:

The Los Angeles City Charter (Charter), Section 231 (h), and Executive Directive No. 1A-2 (Oct. 29, 2004) specifies that the Office of the Mayor holds primary responsibility for City of Los Angeles intergovernmental relations. The Charter provision and the procedures adopted to carry out this provision are designed to ensure a unified voice and coordinated legislative strategy when representing the City's interests.

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The Harbor Department's Labor Relations and Government Affairs Division (LRGA) works closely with the Mayor's Office of Intergovernmental Affairs in Los Angeles and Sacramento to advance the Harbor Department's state legislative agenda, support the Harbor Department's strategic goals, and pursue a broad range of Harbor Department objectives, including protecting and securing funding, and developing policy related to the maritime supply chain and port-related infrastructure, security, workforce development, trade development and environmental protection. State advocacy consultants work under the direction of the Harbor Department's Senior Director of Labor Relations & Government Affairs.

Need for Agreement – Staff has identified a continued need to retain advocacy firms to support the Harbor Department's strategic goals of maintaining and developing stronger relationships with legislators and pursuing legislative or administrative actions to enhance the Port's competitiveness. The Harbor Department requires a consistent, day-to-day presence in Sacramento to provide advocacy services, including but not limited to, the following:

- A. Advance the Port's State Legislative Priorities: Develop and implement strategies related to the Department's state priorities, such as supportive policies and funding for Harbor Department projects and programs, including, but not limited to, major civil works projects, transportation infrastructure, security enhancements, and environmental initiatives. Basic functions include:
 - Developing and proposing changes to laws, regulations, or agency policy to support Harbor Department goals.
 - Securing sponsors and co-sponsors on specific legislative and advocacy initiatives, building support within both State Senate and Assembly, and cultivating support from Members of the State Legislature.
 - Garnering support from state agencies, including the Governor's Office, commissions, boards and their staffs to advance Harbor Department priorities, including obtaining state funding through grants and the state budget. For example, from 2022-2024 the Harbor Department was awarded \$351 million in state funds.
 - Engaging in coalition building to support Harbor Department advocacy objectives, including working with industry, environmental groups, and other interest groups to garner support for specific legislative and policy initiatives.
- B. Conduct Follow-Up and Ongoing Development of State-Level Agenda: The Port of Los Angeles needs to continually develop and maintain positive, productive relationships with existing and incoming Administration officials, State legislators, appointed officials, and various department staff. State advocates will assist the Harbor Department with access to meetings and translate these visits into tangible legislative, administrative activity in Sacramento, and efforts to secure state grant funds. Continued development of these relationships is most effective when staff follow-up is done on a consistent basis.
- C. Expediting Projects and Monitoring Regulations: State advocates will assist in working with State Departments (i.e. California Department of Transportation, California Coastal Commission,

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Governor's Office of Business and Economic Development, etc.) to expedite delivery of major Harbor Department projects, to develop and implement supportive policies, and to support compliance with state regulations.

Consultant Selection – On February 6, 2024, the Harbor Department issued a Request for Proposals (RFP) for State Advocacy Services, in compliance with City Charter requirements and Board policies for open competition for professional services; the RFP was published on the Port of Los Angeles website and posted on the Regional Alliance Marketplace for Procurement (RAMP).

Two firms responded to the RFP. The proposals were evaluated by the selection committee, consisting of two Port staff and one outside representative from the Los Angeles Metro. The evaluation was based on the written proposal which demonstrated the firm's qualifications, experience, and references; project organization, personnel, and staffing; project management; rates, fees, and budget control; and quality and responsiveness of the proposal. The evaluation panel determined that Shaw Yoder Antwih Schmelzer & Lange, Inc. was a qualified firm for providing the requested services based on the firm's background, policy experience and expertise, and bipartisan relationships with relevant government officials. The firm has an office in Sacramento, California.

Proposed Term and Compensation – The proposed Agreement is for a one-year term with two, one-year extension options, for a maximum term of three years and a not-to-exceed amount of \$403,200 (\$134,400 per year or \$11,200 per month). The options to renew are at the discretion of the Executive Director.

ENVIRONMENTAL ASSESSMENT:

The proposed action is the approval of an Agreement with Shaw Yoder Antwih Schmelzer & Lange, Inc. for state government advocacy services, which is an administrative activity. Therefore, the Director of Environmental Management has determined that the proposed action is administratively exempt from the requirements of CEQA in accordance with Article II Section 2(f) of the Los Angeles City CEQA Guidelines.

FINANCIAL IMPACT:

The proposed action relates to the approval of an Agreement with Shaw Yoder Antwih Schmelzer & Lange, Inc. for state government advocacy services over a maximum three-year term and total maximum compensation of \$403,200.

It is anticipated that spending under the proposed Agreement will occur as follows:

Fiscal Year	\$ Amount
2024-2025	\$100,800
2025-2026	\$134,400
2026-2027	\$134,400
2027-2028	\$ 33,600
Total	\$403,200

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Fiscal Year 2024-2025 funding in the amount of \$100,800 is available within Account 54290 (Miscellaneous Professional Services), Center 0260, Program 000. Future fiscal year funding will be requested to be budgeted as part of the annual budgeting process, subject to Board approval. A funding out clause has been included in the proposed Agreement.

CITY ATTORNEY:

The Office of the City Attorney has reviewed and approved this Agreement as to form and legality.

TRANSMITTALS:

- 1. Agreement between the City of Los Angeles and Shaw Yoder Antwih Schmelzer & Lange, Inc.
- 2. RFP Evaluation Score Sheet

FIS Approval: JS
 CA Approval: JC



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