COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 902279

### for

STATE LEGISLATIVE ADVOCACY SERVICES

**Networking/Bidders Conference Held on March 22, 2023**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via email. Email addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate email address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.**  |

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Thank you for your participation and interest in the County of Alameda Request for Proposal (RFP) for State Legislative Advocacy Services.

All the questions are taken verbatim from written questions emailed by potential Bidders. The County of Alameda shall be noted as “County” in the answers to these questions. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

1. Regarding the Small Local Emerging Business (SLEB) requirement: if the responding entity is not a certified SLEB and is not subcontracting with a certified SLEB, is an exception allowed? And would the respondent explain the rationale for the need for that exception in the exceptions and clarifications found in exhibit A to meet the requirements of the RFP?
	1. **Yes. Page 2 of the Exhibit A - Bid Response Packet, Item 9, states:**

***Any clarifications or exceptions to policies or specifications of this RFP, including all Addenda and other documents must be submitted in the Exceptions and Clarifications form of the Bid Response Packet.***

**Bidder must list all exceptions and clarifications on page 15 of the Exhibit A - Bid Response Packet. However, the County is under no obligation to accept any exceptions and clarifications; any such exceptions and clarifications may be a basis for bid proposal disqualification.**

1. In the RFP (page 7) it states: "Bidders must have had successful state legislative service contracts in California with at least one (1) public agency, for at least two (2) years.  Bidder is required to provide references and be verified in demonstrating experience. Bidder is to provide (e.g., draft of proposed new or amended legislation, position letters, samples of introduction of new legislation, example of State Budget analysis of county program, service and revenue impacts, letter of support and opposition on legislation, legislative update reports) in Exhibit A – Bid Response Packet, Description of Proposed Services.” My company has not been in existence for two years.  Can I request a waiver for this provision based upon my time in business?  I do have a public agency contract.
	1. **Bidder is required to meet the Minimum Qualifications to be considered to pass the initial Evaluation Criteria.**

**Page 12 of the RFP, Section H. (EVALUATION CRITERIA / SELECTION COMMITTEE), Item 1, states:**

***Initial Evaluation (Completeness of Response and Debarment and Suspension). All proposals will first be reviewed to determine if they pass the initial Evaluation Criteria (Section A), which are determined on a pass/fail basis.***

**Page 15 of the RFP, Section Section H. (EVALUATION CRITERIA / SELECTION COMMITTEE), Item 14. A., states:**

***Responses to this RFP must be complete. Responses must address all the requirements identified within this RFP and all related documents, including any Addenda. Failure to meet the Bidder Minimum Qualifications may also be considered an incomplete response and may result in the disqualification of the Bidder.***

VENDOR BID LIST

 **RFP No. 902279 – State Legislative Advocacy Services**

This Vendor Bid List is being provided for informational purposes to assist bidders in contacting other businesses as needed to develop local small and emerging business subcontracting relationships to meet the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) requirement.

This Q&A is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conference.

| **RFP No. 902279 - State Legislative Advocacy Services** |
| --- |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **State** | **Email** |
| 360 Total Concept | Shonda Scott | ( 510 ) 836-0360 | 555 12th Street, Suite 1670 | OAKLAND | CA | Shonda@360tcpr.com |
| Advocation Strategies | Celeste Heritage | 916-447-8229 | 1029 J Street, Ste 150 | Sacramento | CA | cheritage@advostrat.com |
| Amstutz Associates | Marcus Johnson | ( 510 ) 290-8300 | 1520 Willow St | OAKLAND | CA | marcus.johnson@amstutzassociates.com |
| Arnold & Associates | Michael Arnold | 916-446-2646 | 1127 11th Street, Ste 820 | Sacramento | CA | nsears@mjarnold.com |
| Aroner, Jewel & Ellis Partners | Elisabeth Jewel | 510-849-4811 | 1803 6th St, Suite B | Berkeley | CA | elisabeth@ajepartners.com |
| Aroner, Jewel & Ellis Partners | Dion Aroner | 510-849-4811 | 1803 6th St, Suite B | Berkeley | CA | dion@ajepartners.com |
| August Varner Media - Varner PR | Sandra Varner | ( 510 ) 910-5652 | 3005 82nd Ave | OAKLAND | CA | varnerpr@sbcglobal.net |
| Bay Area Marketing | Victoria Smith | ( 510 ) 832-1544 | 655-12th Street, #209 | OAKLAND | CA | vsmith@bayareamarketing.us |
| Bellecci & Associates, Inc. | Daniel Leary | ( 925 ) 681-4880 | 7077 Koll Center Pkwy, Ste 210 | PLEASANTON | CA | dleary@bellecci.com |
| Best Best & Krieger LLP | Syrus Devers | 916-329-3681 | 500 Capitol Mall, Suite 1700 | Sacramento | CA | Syrus.devers@bbklaw.com |
| Brock & Associates | Holly Brock-Cohn | ( 510 ) 531-7087 | 6114 LaSalle Avenue, #296 | OAKLAND | CA | hibc60@gmail.com |
| Brownetein Hyatt Farber Schreck LLP | Rosanna Carvacho | 916-594-9700 | 1415 L Street, Suite 800 | Sacramento | CA | rcarvacho@bhfs.com |
| California Health Collaborativ | Stephen Ramirez | ( 559 ) 224-4524 | 519 17th Street | OAKLAND | CA | sramirez@healthcollaborative.org |
| CALTROP Corporation | Peter Owen | ( 510 ) 601-1700 | 2200 Powell Street, Suite 1125 | EMERYVILLE | CA | powen@caltrop.com |
| Carol H Williams Advertising | Carol Williams | ( 510 ) 763-5200 | 1625 Clay Street, Suite 800 | OAKLAND | CA | carol@carolhwilliams.com |
| Carpi & Clay | Jonathan Clay | 916-441-0202 | 110 K Street, Ste 100 | Sacramento | CA | jclay@carpiclay.com |
| CDA Consulting Group | Cathy Adams | ( 510 ) 653-4085 | PO Box 23511 | OAKLAND | CA | CDAGROUP@AOL.COM |
| Central Valley Media Center | janeiro freeda | ( 209 ) 818-3163 | 110 Santa Barbara Avenue | ALAMEDA | CA | janeirofreeda@yahoo.com |
| Christine Buck Communications | Christine Buck | ( 510 ) 521-9892 | 1131 Bay Street | ALAMEDA | CA | mcbuck@comcast.net |
| Circlepoint | Alma Victoria | ( 510 ) 285-6700 | 200 Webster Street, Suite 200 | OAKLAND | CA | a.victoria@circlepoint.com |
| Clifford Moss LLC | Tom Clifford | ( 510 ) 847-7155 | 4307 Shafter Avenue | OAKLAND | CA | tom@cliffordmoss.com |
| Cline & Duplissea | William Duplissea | 916-447-9884 | 1127 11th Street, Ste 544 | Sacramento | CA | bill@cline-duplissea.com |
| Conley Consulting Group | Denise Conley | ( 510 ) 625-1448 | 1624 Franklin St, Ste 1102 | OAKLAND | CA | mconley@conley-group.com |
| Convey, Inc. | Sybil Hatch | ( 510 ) 558-8825 | 1250 45th Street, Suite 250 | EMERYVILLE | CA | s.hatch@conveyinc.com |
| Craig Communications Inc | Rossana Peniche | ( 510 ) 443-0277 | 70 Washington Street, #425 | OAKLAND | CA | rossana@craig-communications.com |
| Crowell and Associates | Gloria Crowell | ( 510 ) 913-5694 | 16 Maggiora Drive | OAKLAND | CA | croglo@pacbell.net |
| Cruz Strategies | Steve |   |   |   |   | Steve@cruzstrategies.com |
| Cruz Strategies | Audrey |   |   |   |   | Audrey@cruzstrategies.com |
| CY Partners | Xinyuan Yang | ( 510 ) 292-6963 | 1615 Broadway, Suite 600 | OAKLAND | CA | catherineyang9@gmail.com |
| Davis & Associates Communications, Inc. | Darolyn Davis | ( 415 ) 274-1821 | 3719 Brunell Drive | OAKLAND | CA | darolyn@davis-pr.com |
| Debra Kaufman Consulting | Debra Kaufman | ( 415 ) 519-5507 | 1300 Oxford Street | BERKELEY | CA | dkaufmanconsulting@gmail.com |
| DuDell & Assoc | Laura DuDell | ( 510 ) 704-3888 | 2855 Telegraph Ave # 503 | BERKELEY | CA | info@dudell.com |
| e21 Corporation | Joseph Sun | ( 510 ) 226-6780 | 41900 Christy Street | FREMONT | CA | joe@e21corp.com |
| Ebbetts and Briggs, Inc. | Carol Dickinson | ( 925 ) 327-1920 | 5990 Stoneridge Dr., Ste. 101 | PLEASANTON | CA | carol@cwsfba.com |
| Enomik Business Group | Kimone Gooden | ( 408 ) 406-8775 | 80 Swan Way, Suite 275-C | OAKLAND | CA | kgooden@enomik.com |
| Envirocom Comm Strategies LLC | Surlene Grant | ( 510 ) 352-7826 | 13804 Bancroft Avenue | SAN LEANDRO | CA | sggrant@envirocommunications.com |
| Expert Marketing, Inc. | David Spencer | ( 510 ) 289-8989 | 6114 La Salle Ave., Suite 241 | OAKLAND | CA | David@ExpertMarketing.net |
| Fischer Communications | Roberta Fischer | ( 510 ) 868-3355 | 2140 Shattuck Ave., Suite 808 | BERKELEY | CA | bobbi@fischercommunications.com |
| Full Court Press Communications, Inc. | Dan Cohen | ( 510 ) 271-0640 | 1624 Franklin Street, Suite 1200 | OAKLAND | CA | dan@fcpcommunications.com |
| Full Court Press Communications, Inc. | Dan Cohen | ( 510 ) 271-0640 | 1624 Franklin Street, Suite 500 | OAKLAND | CA | dan@fcpcommunications.com |
| Full Moon Strategies | Amy Costa | 916-384-9648 | 3209 Monte Vista Ave | Alameda | CA | amy@fullmoonstrategies.com |
| Gigantic Idea Studio, Inc. | Lisa Duba | ( 510 ) 451-5500 | 580 2nd Street, Suite 230 | OAKLAND | CA | lisa@gigantic-idea.com |
| Government Advocates, Inc | Scott Govenar | 916-448-8240 | 1127 11th Street, Ste 400 | Sacramento | CA | sgovenar@govadv.com |
| Gray, Greer, Shelby & Vaughn LLC | Melanie Shelby | ( 855 ) 447-8552 | 737 2nd Street, Unit 101J | OAKLAND | CA | mmshelby@ggsvllc.com |
| Gunderson Design | Mike Gunderson | ( 510 ) 749-0054 | 2033 Clement Avenue, Bldg 31, Ste. 228 | ALAMEDA | CA | mike@gundersondesign.com |
| Harden Communications Partners | Patricia Harden | ( 510 ) 635-4150 | 11881 Skyline Blvd, #F | OAKLAND | CA | pharden@hardenpartners.com |
| HBE Advocacy |   |   |   |   |   | jkh@hbeadvocacy.com |
| HBE Advocacy |   |   |   |   |   | kbl@hbeadvocacy.com |
| Hill & Company Communications, Inc. | James Hill | ( 510 ) 427-4623 | 1072 Martin Luther King Blvd. | HAYWARD | CA | jhill@hillpr.com |
| Hurst Brooks Espinosa | Jean Hurst | 530-803-4754 | 1127 11th Street, Suite 805 | Sacramento | CA | jkh@hbeadvocacy.com |
| Isobel White Consulting | Isobel White | ( 510 ) 828-3554 | 1734 Francisco Street | BERKELEY | CA | isobelwhite1@gmail.com |
| J. Haynes Enterprises | Gwendolyn McClain | ( 510 ) 470-3515 | 3357 Shawn Way | HAYWARD | CA | gwendolyn@jhaynesenterprises.com |
| JGC Governent Relations, Inc. | Jonathan G. Clay | 916 441-0202 | 1100 K Street, Suite 100 | Sacramento | CA | jclay@jgcconsulting.com |
| Jones & Stokes Associates | Randy Zopfi | ( 510 ) 433-8962 | 268 Grand Avenue | OAKLAND | CA | rzopfi@jsanet.com |
| Khouri Consulting | Gus Khouri | 916-605-8975 | 1215 K Street, Suite 1700 | Sacramento | CA | gus@khouriconsulting.com |
| Kneal Resource System Inc | Kathy Neal | ( 510 ) 430-1252 | 7141 Homewood Dr. | OAKLAND | CA | kathy@kneal.com |
| lajones&associates | LaNiece Jones | ( 510 ) 568-5899 | 3871 Piedmont Avenue #53 | OAKLAND | CA | lajpr@aol.com |
| Leslie McFadden | Leslie McFadden | 916-447-9884 | 1127 11th Street, #208 | Sacramento | CA | mcfadden@saccounty.net |
| Littleton Consulting Group | Leslie Littleton | ( 510 ) 393-9685 | 300 Frank H Ogawa Plaza, Suite 228 | OAKLAND | CA | leslie@littletonconsultinggroup.com |
| Margolin Group | Burt Margolin | 310-282-6848 | 1875 Century Parl East, Ste. 1000 | Los Angeles | CA | bmargolin@margolingroup.com |
| Mason Tillman Associated Ltd | Eleanor Ramsey | ( 510 ) 835-9012 | 1999 Harrison Street, Suite 2000 | OAKLAND | CA | eramsey@mtaltd.com |
| Merry Selk | Merry Selk | ( 510 ) 708-0820 | 1016 Evelyn Ave | ALBANY | CA | merryselk@selkcommunications.com |
| Michael Y Corbett & Associates | Michael Y Corbett | 916-449-3936 | 770 L Street, Suite 950 | Sacramento | CA | Mycorbett@yahoo.com |
| MIG, Inc. | Susan Goltsman | ( 510 ) 845-7549 | 800 Hearst Avenue | BERKELEY | CA | marketing.mig@gmail.com |
| Moore Iacofano Goltsman, Inc | Mindy Craig | ( 510 ) 845-7549 | 800 Hearst Avenue | BERKELEY | CA | mindyc@migcom.com |
| Nielsen Merksamer Parrinello Gross & Leoni LLP | James Gross | 916-446-6752 | 1415 L Street, Ste 1200 | Sacramento | CA | jgross@nmgovlaw.com |
| Nossaman, LLP | Richard Harris | 916-930-7743 | 621 Capitol Mall, Floor 25 | Sacramento | CA | rharris@nossaman.com |
| Nossaman, LLP | Ashley Setoudeh | 916-930-7780 | 621 Capitol Mall, Floor 25 | Sacramento | CA | asetoudeh@nossaman.com |
| Pacific Municipal Consultants | Philip O. Carter | ( 510 ) 272-4491 | 500 12th Street, Suite 250 | OAKLAND | CA | pcarter@pmcworld.com |
| PK Consultants Inc | Barbara Price | ( 510 ) 263-9399 | 2027-A Clement Avenue | ALAMEDA | CA | barbara@pkconsultants.com |
| Planet Relations | Jeff Stephens | ( 510 ) 663-4462 | 1349 Barrows Road | OAKLAND | CA | jeff@planetrelations.com |
| Platinum Advisors | Darius Anderson | 916-443-8891 | 1215 K Street, Ste 1150 | Sacramento | CA | dwa@platinumadvisors.com |
| Political Solutions | Stacy Dwelley | 916-492-2766 | 1414 K Street, Ste 400 | Sacramento | CA | stacy@politicalsolutions.us |
| Political Solutions | Kristin Beard-King | 916-492-2766 | 1414 K Street, Ste 400 | Sacramento | CA | kristin@politicalsolutions.us |
| Political Solutions | Devon Anderson | 916-492-2766 | 1414 K Street, Ste 400 | Sacramento | CA | devon@politicalsolutions.us |
| Precision Advocacy | Amy |   |   |   |   | amy@precisionadvocacy.co |
| Precision Advocacy | Nicole |   |   |   |   | nicole@precisionadvocacy.co |
| Project Management and Consulting, LLC | Bryan Rock | ( 800 ) 971-3194 | 1901 Harrison Street, Suite 1100 | OAKLAND | CA | brock@pmcva.com |
| Purple Lynx Inc | Karen Auguste | ( 510 ) 251-8800 | 300 Frank Ogawa Plaza, #175 | OAKLAND | CA | karen@purplelynx.com |
| RBA Creative LLC | Randolph Belle | ( 510 ) 842-7871 | 3718 MacArthur Blvd | OAKLAND | CA | randolph@rbacreative.com |
| Redwood Resources Consultancy | Schenae Rourk | ( 510 ) 516-0349 | 7901 Oakport St., Ste 4900 | OAKLAND | CA | outreach@redwoodresources.net |
| Rose & Kindel | Berverly Johnson | 916-441-1034 | 916 L Street, Ste 1210 | Sacramento | CA | bjohnson@rosekindel.com |
| S. Groner Associates Inc | Stephen Groner | ( 510 ) 224-5086 | 317 Washington Street, Suite 204 | OAKLAND | CA | sgroner@sga-inc.net |
| Sacramento Advocate | Barry S. Brokaw | 916-448-1222 | 1215 K STreet, Ste 2030 | Sacramento | CA | barrybrokaw@sacramentoadvocates.com |
| Shaw/Yoder/Antwih, inc | Paul J. Yoder | 916- 446-4656 | 1415 L Street, Ste 1000 | Sacramento | CA | paul@shawyoderantwih.com |
| Smith, Watts & Company | DJ Smith  | 916-446-5508 | 1111 L St | Sacramento | CA | djsmith@swmconsult.com |
| Smith, Watts & Company | Mark Watts | 916-446-5508 | 1111 L St | Sacramento | CA | mwatts@swmconsult.com |
| Social Dynamism LLC | Walter Wallace | ( 909 ) 746-6721 | 425 28th Street, #201A | OAKLAND | CA | walter.christopher.wallace@gmail.com |
| SOTIRI | Sotirios Zografos | ( 415 ) 215-6113 | 2475-B West 12th Street, Suite B | OAKLAND | CA | szografos@gmail.com |
| Strategy Driver Inc | Ellen Cross | ( 510 ) 316-9657 | 7015 Elverton Drive | OAKLAND | CA | crosse@strategydriver.com |
| Sweetwine Consultant Services | Patricia Sweetwine | ( 510 ) 326-3476 | 710 E. 22nd St., Suite 101 | OAKLAND | CA | patriciasweetwine@comcast.net |
| Tasini and Associates | Dina Tasini | ( 510 ) 909-5020 | 2126 Grant Street | BERKELEY | CA | dinatasini@comcast.net |
| The Allen Group LLC | Egle Maria Sirre | ( 510 ) 658-8750 | 5640 Martin Luther King Jr. Way | OAKLAND | CA | maria.sirre@the-allen-group.com |
| The Kos Read Group, Inc. | Isaac Kos-Read | ( 510 ) 292-5715 | 347 Wayne Avenue | OAKLAND | CA | isaac@kosreadgroup.com |
| Townsend Public Affairs, Inc | Christopher Townsend | ( 510 ) 835-9050 | 1436 14th Street, Suite 723 | OAKLAND | CA | ctownsend@townsendpa.com |
| Tramutola LLC | Ann Tramutola | ( 510 ) 658-7003 | 191 Ridgeway Avenue | OAKLAND | CA | annt@tramutola.com |
| TWR ENTERPRISES | Timothy W. Roberts | ( 510 ) 733-9038 | 24316 Machado Court | HAYWARD | CA | twrenterprises@comcast.net |
| Urban Planning Partners Inc | Lynette Dias | ( 510 ) 251-8210 | 388 17th Street, Suite 230 | OAKLAND | CA | invoice@up-partners.com |
| VRPA Technologies, Inc. | Georgiena Vivian | ( 510 ) 387-0996 | 2625 Piedmont Avenue | BERKELEY | CA | gvivian@vrpatechnologies.com |
| VSCE Inc | Jesus Vargas | ( 510 ) 835-5001 | 1610 Harrison Street, Suite E-West | OAKLAND | CA | jvargas@vsceinc.com |
| Wallace Consulting | Ann Wallace | ( 510 ) 482-0481 | 3908 Huntington Street | OAKLAND | CA | wallacex2@comcast.net |
| Write Place | Rhonda Rigenhagen | ( 510 ) 648-0103 | 38092 Parkmont Drive | FREMONT | CA | HelpMeRhonda@writeplace.biz |
|   |   |   |   |   |   | jlang@lhom.com |
|   |   |   |   |   |   | bgiroux@lhom.com |