

AGENDA

**IRVINE RANCH WATER DISTRICT
BOARD OF DIRECTORS
REGULAR MEETING**

December 3, 2018

PLEDGE OF ALLEGIANCE

CALL TO ORDER

5:00 p.m., Board Room, District Office
15600 Sand Canyon Avenue, Irvine, California

ROLL CALL

Directors LaMar, Matheis, Swan, Withers and President Reinhart

John Withers will participate via conference call.
Agenda posted at least 72 hours in advance at:
The Citizens Hotel, 926 J Street, Sacramento, CA 95814

*NOTE: All votes at this meeting will be taken by roll call.

NOTICE

If you wish to address the Board on any item, including Consent Calendar items, please file your name with the Secretary. Forms are provided on the lobby table. Remarks are limited to three minutes per speaker on each subject. Consent Calendar items will be acted upon by one motion, without discussion, unless a request is made for specific items to be removed from the Calendar for separate action.

COMMUNICATIONS TO THE BOARD

1. A. Written:

B. Oral:

2. ITEMS RECEIVED TOO LATE TO BE AGENDIZED

Recommendation: Determine the need to discuss and/or take immediate action on item(s).

PRESENTATION

Next Resolution No. 2018- 29

3. RESOLUTION COMMENDING WILLIAM "BILLY" STEWART FOR HIS
DEDICATED AND LOYAL SERVICE TO THE DISTRICT

Reso. No. 2018-

Recommendation: That the Board adopt a resolution commending William "Billy" Stewart for his 30 years of dedicated and loyal service to the District.

CONSENT CALENDAR

Items 4 - 6

4. LAKE FOREST RECYCLED WATER SERVICES ON BAKE PARKWAY AND TOLEDO WAY - FINAL ACCEPTANCE

Recommendation: That the Board accept construction of the Lake Forest Recycled Water Services on Bake Parkway and Toledo Way, Project 07159; authorize the General Manager to file a Notice of Completion; and authorize the payment of the retention 35 days after the date of recording the Notice of Completion.

5. CULVER DRIVE RECYCLED WATER PIPELINE REPLACEMENT BUDGET INCREASE, CONTRACT CHANGE ORDER, AND FINAL ACCEPTANCE

Recommendation: That the Board authorize a budget increase in the amount of \$275,000, from \$717,000 to \$992,000, for Project 10588; authorize the General Manager to execute Contract Change Order No. 1 with E.J. Meyer Company in the amount of \$178,690.17; accept construction of the Culver Drive Recycled Water Pipeline Replacement, Project 10588; authorize the General Manager to file a Notice of Completion; and authorize the payment of the retention 35 days after the date of recording the Notice of Completion.

6. SEAWATCH RECYCLED WATER MAIN REHABILITATION – FINAL ACCEPTANCE

Recommendation: That the Board accept construction of the Seawatch Recycled Water Main Rehabilitation, Project 07099; authorize the General Manager to file a Notice of Completion; and authorize the payment of the retention 35 days after the date of recording the Notice of Completion.

ACTION CALENDAR

7. 2019-20 STATE REGULATORY ADVOCACY AND CONSULTING SERVICES

Recommendation: That the Board authorize the General Manager to execute a sole-source professional services agreement with Cliff Moriyama Consulting for State regulatory advocacy and consulting services for the period of January 1, 2019, through December 31, 2020, at a rate of \$4,000 per month plus reasonable reimbursable direct expenses for a total contract amount not to exceed \$100,000.

ACTION CALENDAR (Continued)

8. 2019-2020 STATE LEGISLATIVE ADVOCACY SERVICES

Recommendation: That the Board authorize the General Manager to execute a Professional Services Agreement with The Oñate Group for State legislative advocacy services for the period of January 1, 2019, through December 31, 2020, at a rate of \$5,000 per month plus reasonable reimbursement of direct expenses for a total contract amount not to exceed \$125,000; and authorize the General Manager to execute a Professional Services Agreement with Quintana, Watts & Hartmann for state legislative advocacy services for the period of January 1, 2019, through December 31, 2020, at a rate of \$5,000 per month plus reasonable reimbursement of direct expenses for a total contract amount not to exceed \$125,000

CLOSED SESSION

9. **CLOSED SESSION CONFERENCE WITH LABOR NEGOTIATORS –**
Pursuant to Government Code Section 54957.6
Designated Agency Representatives: Paul Cook and Jenny Roney
Employee Groups: IBEW Local #47 General Unit Employees and
IBEW Local #47 Non-Exempt Supervisor Unit Employees
10. Open Session
11. Adjourn

Availability of agenda materials: Agenda exhibits and other writings that are disclosable public records distributed to all or a majority of the members of the Irvine Ranch Water District Board of Directors in connection with a matter subject to discussion or consideration at an open meeting of the Board of Directors are available for public inspection in the District's office, 15600 Sand Canyon Avenue, Irvine, California ("District Office"). If such writings are distributed to members of the Board less than 72 hours prior to the meeting, they will be available from the District Secretary of the District Office at the same time as they are distributed to Board Members, except that if such writings are distributed one hour prior to, or during, the meeting, they will be available at the entrance to the Board of Directors Room of the District Office. The Irvine Ranch Water District Board Room is wheelchair accessible. If you require any special disability-related accommodations (e.g., access to an amplified sound system, etc.), please contact the District Secretary at (949) 453-5300 during business hours at least seventy-two (72) hours prior to the scheduled meeting. This agenda can be obtained in alternative format upon written request to the District Secretary at least seventy-two (72) hours prior to the scheduled meeting.

December 3, 2018
Prepared by: S. Malloy/K. Burton
Submitted by: K. Burton *KLB*
Approved by: Paul A. Cook *PAC*

PRESENTATION

RESOLUTION COMMENDING WILLIAM “BILLY” STEWART
FOR HIS DEDICATED SERVICE TO THE IRVINE RANCH WATER DISTRICT

SUMMARY:

Staff recommends commending Mr. William “Billy” Stewart for his dedicated service to the Irvine Ranch Water District over the last 30 years, and has prepared a resolution for presentation at the meeting.

FISCAL IMPACTS:

None.

ENVIRONMENTAL COMPLIANCE:

Not applicable.

COMMITTEE STATUS:

Not applicable.

RECOMMENDATION:

THAT THE BOARD ADOPT THE FOLLOWING RESOLUTION BY TITLE:

RESOLUTION NO. 2018-29

RESOLUTION OF THE BOARD OF DIRECTORS OF
IRVINE RANCH WATER DISTRICT, ORANGE COUNTY,
CALIFORNIA COMMENDING MR. WILLIAM “BILLY” STEWART
FOR HIS DEDICATED AND LOCAL SERVICE TO THE IRVINE
RANCH WATER DISTRICT

LIST OF EXHIBITS:

Exhibit “A” – Resolution

EXHIBIT "A"

RESOLUTION NO. 2018-29

RESOLUTION OF THE BOARD OF DIRECTORS
OF IRVINE RANCH WATER DISTRICT COMMENDING
WILLIAM "BILLY" STEWART FOR HIS DEDICATED AND
LOYAL SERVICE TO THE DISTRICT

WHEREAS, Billy began his career with the Irvine Ranch Water District (District) on March 21, 1988 as an Assistant Engineer; was promoted to Associate Engineer in August 1991; to Engineer in September 1995; and to Senior Engineer in July 1998; and

WHEREAS, Billy who is one of the longest tenured employees at the District, has provided the District with over 30 years of dedicated, loyal, enthusiastic, and spirited service. He is also known for his ability to inspire and work well with fellow employees; and

WHEREAS, Billy is recognized for leading the construction management group for many years, overseeing construction of capital projects and consistently enforcing District standards and ensuring high quality construction; and

WHEREAS, Billy has contributed tremendous added value to design, construction, and successful project startups over the years for countless projects stretching from the Newport Coast to the foothill communities, including the District's two largest capital projects the Michelson Water Recycling Plant (MWRP) Phase 2 Expansion and the MWRP Biosolids and Energy Recovery Facilities; and

WHEREAS, Billy is recognized for his insightful construction management skills, solving field issues and negotiating fair change order solutions with contractors, thus enhancing the District's reputation within the local construction industry; and

WHEREAS, Billy served on the District's Technical Specification and Standard Drawings Committees, providing valuable input in the development of District standards based on his extensive construction experience; and

WHEREAS, Billy is recognized for mentoring many engineering interns over the years, including involvement with the interviewing and selection of the interns, providing leadership, guidance and instruction that positively affected their professional development and success; and

WHEREAS, Billy has tirelessly dedicated his life and career to serve the best interests of the District and the community it serves; and

WHEREAS, all employees who know Billy will genuinely miss him; and

NOW, THEREFORE, BE IT RESOLVED, the Board of Directors of the Irvine Ranch Water District commends Billy for his long and loyal service, and his dedication which he has rendered to the District which stands as an example to all employees. On this occasion the Board extends the best wishes for Billy in his retirement.

SIGNED and APPROVED this 3rd day of December 2018.

President, IRVINE RANCH WATER DISTRICT
and of the Board of Directors thereof

Secretary, IRVINE RANCH WATER DISTRICT
and of the Board of Directors thereof

December 3, 2018
Prepared by: J. Obenshain/M. Cortez
Submitted by: K. Burton
Approved by: Paul A. Cook 

CONSENT CALENDAR

LAKE FOREST RECYCLED WATER SERVICES ON BAKE PARKWAY
AND TOLEDO WAY FINAL ACCEPTANCE

SUMMARY:

The Lake Forest Recycled Water Services on Bake Parkway and Toledo Way is complete. The District's contractor, T.E. Roberts, Inc., has completed the required work and all punch list items. The project has received final inspection and acceptance of construction is recommended.

BACKGROUND:

The City of Lake Forest's irrigation system for the center median and parkways on portions of Bake Parkway, Toledo Way, and Jeronimo Road consists of five two-inch domestic water services. This project converted the existing irrigation system to recycled water, saving approximately 12 acre-feet per year of potable water; the project constructed three new recycled water services and combined two irrigation areas resulting in fewer meter charges. The City of Lake Forest completed plumbing modifications downstream of the new meters and will install beautification improvements to the area in a collaborative effort on this high-profile project.

Staff completed the design in May 2018. T.E. Roberts, Inc. was awarded the construction contract on July 24, 2018 and completed construction of the pipeline on November 8, 2018.

Project Title:	Lake Forest Recycled Water Services on Bake Parkway and Toledo Way
Project No.:	07159
Design Engineer:	JIG Consultants
Construction Management by:	IRWD Staff
Contractor:	T.E. Roberts, Inc.
Original Contract Cost:	\$183,700.00
Final Contract Cost:	\$159,731.90
Original Contract Days:	90
Final Contract Days:	100
Final Change Order Approved on:	November 15, 2018

FISCAL IMPACTS:

Project 07159 is included in the FY 2018-19 Capital Budget. The existing budget is sufficient to fund the final payment for the project.

ENVIRONMENTAL COMPLIANCE:

This project is exempt from the California Environmental Quality Act (CEQA) and in conformance with California Code of Regulations Title 14, Chapter 3, Sections 15301 and 15282. Section 15301 provides exemption for minor alterations of existing structures, facilities, mechanical equipment, or topographical features, involving negligible or no expansion of use beyond that existing at the time of the lead agency's determination. Section 15282 provides exemption for the installation of a new pipeline or maintenance, repair, restoration, removal, or demolition of an existing pipeline as set forth in Section 21080.21 of the Public Resources Code, as long as the project does not exceed one mile (or 5,280 feet) in length. A Notice of Exemption for the project was filed with the County of Orange on July 18, 2017.

COMMITTEE STATUS:

This item was not reviewed by a Committee.

RECOMMENDATION:

THAT THE BOARD ACCEPT CONSTRUCTION OF THE LAKE FOREST RECYCLED WATER SERVICES ON BAKE PARKWAY AND TOLEDO WAY, PROJECT 07159; AUTHORIZE THE GENERAL MANAGER TO FILE A NOTICE OF COMPLETION; AND AUTHORIZE THE PAYMENT OF THE RETENTION 35 DAYS AFTER THE DATE OF RECORDING THE NOTICE OF COMPLETION.

LIST OF EXHIBITS:

None.

December 3, 2018

Prepared by: T. Bonkowski / M. Cortez

Submitted by: K. Burton *K.B.*

Approved by: Paul A. Cook *[Signature]*

CONSENT CALENDAR

CULVER DRIVE RECYCLED WATER PIPELINE REPLACEMENT BUDGET INCREASE, CONTRACT CHANGE ORDER, AND FINAL ACCEPTANCE

SUMMARY:

The Culver Drive Recycled Water Pipeline Replacement constructed a 12-inch recycled water pipeline to replace an eight-inch pipeline in Culver Drive between University Drive and Ethel Coplen Way in Irvine. Construction is complete and the contractor, E. J. Meyer, has completed all punch list items. The project has received final inspection and acceptance of construction is recommended. Staff recommends that the Board:

- Authorize a budget increase in the amount of \$275,000, from \$717,000 to \$992,000;
- Authorize the General Manager to execute Contract Change Order No. 1 with E.J. Meyer Company in the amount of \$178,690.17;
- Authorize the General Manager to file a Notice of Completion; and
- Authorize the payment of the retention 35 days after the date of recording the Notice of Completion for the Culver Drive Recycled Water Pipeline Replacement project.

BACKGROUND:

The Zone A recycled water system in Culver Drive, between University Drive to the south and Ethel Coplen Way to the north, supplies recycled water to the Rancho San Joaquin Golf Course and the City of Irvine's landscaped parkway along southbound Culver Drive. This pipeline segment is composed of eight-inch asbestos cement pipe (ACP) and is approximately 1,200 feet long; it was originally installed in 1976 and has had several repairs in recent years. A forensic analysis on a sample section concluded that the pipe exhibited corrosion of the interior or leaching of the lime component of the ACP, likely caused by high pH levels in recycled water. Hydraulic modeling of the Zone A recycled water system also determined a need to increase the segment's pipe diameter from eight inches to 12 inches to meet maximum velocity criteria.

The design of the 12-inch replacement polyvinyl chloride (PVC) pipeline was completed in June 2018 and a construction contract was awarded to E.J. Meyer Company on July 24, 2018. At this time, all work has been completed and the pipeline is now in service. The location of the replacement pipeline is shown in Exhibit "A".

Contract Change Order No. 1:

E.J. Meyer submitted a change order for additional work and costs due the following:

- Lost pipe installation production was caused by the City of Irvine's shortening of work hours. The City of Irvine changed the start time of the work from 7:00 a.m. to 9:00 a.m.

Consent Calendar: Culver Drive Recycled Water Pipeline Replacement Budget Increase,
Contract Change Order, and Final Acceptance

December 3, 2018

Page 2

to mitigate traffic delays of up to 45 minutes on southbound Culver Drive between Michelson Drive and University Drive due to school traffic (UC Irvine and University High School). The amount of this portion of the change order was \$136,251.25.

- Unknown and differing site conditions, including additional work required to connect an unknown lateral at the golf course meter vault, and the contractor encountering two-sack slurry fill within the pipe alignment during pipeline installation. The amount of this portion of the change order was \$36,399.12.
- Final quantity adjustment for paving in the amount of \$6,039.80.

Staff recommends the Board authorize the General Manager to execute Contract Change Order No. 1 with E.J. Meyer Company in the amount of \$178,690.17 for the Culver Drive Recycled Water Pipeline Replacement. Contract Change Order No. 1 is attached as Exhibit "B".

Final Acceptance:

E.J. Meyer Company was awarded the construction contract on July 24, 2018 and completed construction of the pipeline on November 26, 2018.

Project Title:	Culver Drive Recycled Water Pipeline Replacement Project
Project No.:	10588
Design Engineer:	RCE
Construction Management by:	IRWD Staff
Contractor:	E.J. Meyer Company
Original Contract Cost:	\$707,777.00
Final Contract Cost:	\$886,467.17
Original Contract Days:	120
Final Contract Days:	134
Final Change Order Approved On:	December 10, 2018

FISCAL IMPACTS:

Project 10588 is included in the FY 2018-19 Capital Budget. A budget increase is required as shown in the following table:

Project No.	Current Budget	Addition <Reduction>	Total Budget
10588	\$717,000	\$275,000	\$992,000

ENVIRONMENTAL COMPLIANCE:

This project is exempt from the California Environmental Quality Act (CEQA) and in conformance with California Code of Regulations Title 14, Chapter 3, Sections 15302 and 15282. Section 15302 provides exemption for replacement or reconstruction of existing structures and facilities where the new structure will be located on the same site as the structure replaced and will have substantially the same purpose and capacity as the structure replaced. Section 15282 provides exemption for the installation of a new pipeline or maintenance, repair, restoration, removal, or demolition of an existing pipeline as set forth in Section 21080.21 of the Public Resources Code, as long as the project does not exceed one mile (or 5,280 feet) in length. A Notice of Exemption for the project was filed with the County of Orange on February 22, 2018.

COMMITTEE STATUS:

The budget increase and contract change order items were reviewed by the Engineering and Operations Committee on November 20, 2018. The final acceptance portion was not reviewed by a Committee.

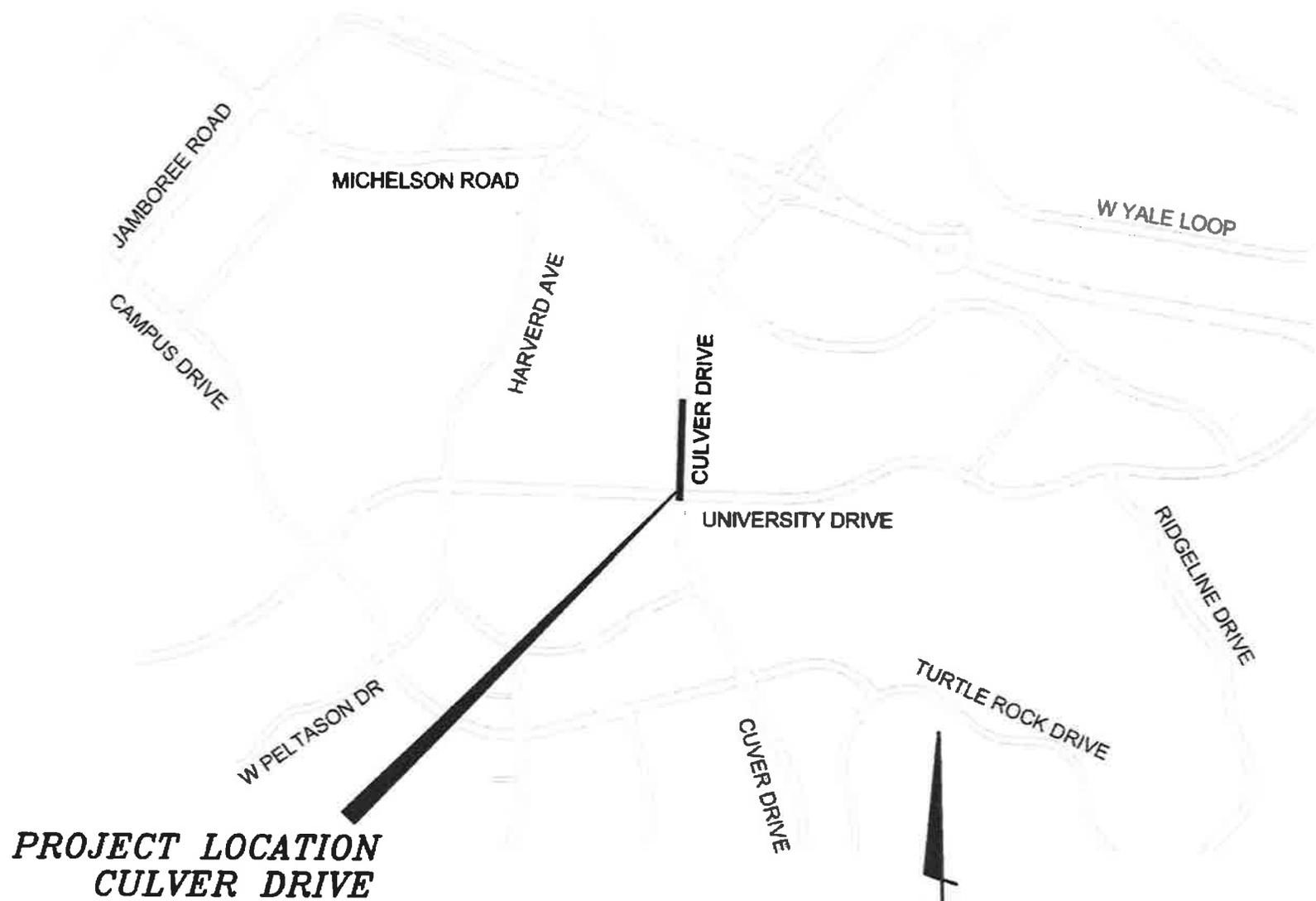
RECOMMENDATION:

THAT THE BOARD AUTHORIZE A BUDGET INCREASE IN THE AMOUNT OF \$275,000, FROM \$717,000 TO \$992,000, FOR PROJECT 10588; AUTHORIZE THE GENERAL MANAGER TO EXECUTE CONTRACT CHANGE ORDER NO. 1 WITH E.J. MEYER COMPANY IN THE AMOUNT OF \$178,690.17; ACCEPT CONSTRUCTION OF THE CULVER DRIVE RECYCLED WATER PIPELINE REPLACEMENT, PROJECT 10588; AUTHORIZE THE GENERAL MANAGER TO FILE A NOTICE OF COMPLETION; AND AUTHORIZE THE PAYMENT OF THE RETENTION 35 DAYS AFTER THE DATE OF RECORDING THE NOTICE OF COMPLETION.

LIST OF EXHIBITS:

- Exhibit "A" – Project Location Map
- Exhibit "B" – Contract Change Order No. 1

EXHIBIT "A"



***PROJECT LOCATION
CULVER DRIVE***

LOCATION MAP
N.T.S.



EXHIBIT "B"

CONTRACT CHANGE ORDER



Irvine Ranch Water District

15600 Sand Canyon Avenue
P.O. Box 57000
Irvine, CA 92619-7000
(949) 453-5300

C.O. No. 1

Final

Project No. 10588

Culver Drive Recycled Water Pipeline Replacement

Project Title

Date: 11/12/2018

THE FOLLOWING CHANGE TO CONTRACT, DRAWINGS AND SPECIFICATIONS IS PROPOSED.	\$ ADDITIONS	\$ DELETIONS	DAYS ±
1. Reduced working hours, standby, City changed start time from 7am to 9am.	\$ 136,251.25	\$ -	9
2. Differing site conditions; pipe connection changes at meter vault tie in and hard digging at University tie in	\$ 36,399.12	\$ -	5
3. Final paving quantity adjustment	\$ 6,039.80	\$ -	
	\$ -	\$ -	
	\$ -	\$ -	
	\$ -	\$ -	
Contract date changed from Nov. 21, 2018 to Dec. 5, 2018			
TOTAL	\$ 178,690.17	\$ -	14

DAYS ±

1. NET AMOUNT THIS CHANGE ORDER	=	\$	178,690.17	14
2. ORIGINAL CONTRACT AMOUNT	=	\$	707,777.00	120
3. TOTAL PREVIOUS CHANGE ORDER(S)	=	\$	-	0
4. TOTAL BEFORE THIS CHANGE ORDER (2+3)	=	\$	707,777.00	120
5. PROPOSED REVISED CONTRACT AMOUNT TO DATE (1+4)	=	\$	886,467.17	134

We hereby agree to make the above change subject to the terms of this change order for the sum of: _____

One Hundred Seventy Eight Thousand Six Hundred Ninety and 17/100 ----- Dollars

Date: 11-13-18 Contractor: E.J. Meyer By: Kristiana Corona
Project Manager

SIGNATURE	DATE	APPROVAL LEVEL REQUIRED
	<u>11/13/18</u>	Department Director Approval Required <input type="checkbox"/>
<u>Melgalm A. Cortez</u> Principal Engineer	<u>11/13/18</u>	Executive Director Approval Required <input type="checkbox"/>
<u>Ken L. Burt</u> Executive Director of Engineering & Water Quality	<u>11/13/18</u>	General Manager Approval Required <input type="checkbox"/>
General Manager	Date	Board Approval Required <input checked="" type="checkbox"/>
		<u>608678</u> Purchase Order No.

NOTE: The documents supporting this Change Order, including any drawings and estimates of cost, if required are attached hereto and made a part hereof. This Change Order shall not be considered as such until it has been signed by the Owner and the Contractor. Upon final approval, distribution of copies will be made as required. The parties mutually agree the pricing set forth in this Change Order are complete and fair compensation for the entirety of the work authorized under this Change Order and that no additional compensation is warranted nor shall it be allowed.

CHANGES: All workmanship and materials called for by this Change Order shall be fully in accord with the original Contract Documents insofar as the same may be applied without conflict to the conditions set forth by this Change Order. The time for completing the contract will not be extended unless expressly provided for in this Change Order.

December 3, 2018
Prepared by: J. Smyth/M. Cortez
Submitted by: K. Burton
Approved by: Paul A. Cook 

CONSENT CALENDAR

SEAWATCH RECYCLED WATER MAIN REHABILITATION – FINAL ACCEPTANCE

SUMMARY:

The Seawatch Recycled Water Main Rehabilitation is complete. The District’s contractor, T.E. Roberts, Inc., has completed the required work and all punch list items. The project has received final inspection and acceptance of construction is recommended.

BACKGROUND:

A ten-inch polyvinyl chloride and ductile iron pipeline supplies recycled water to the Crystal Cove development in Newport Beach; it is the sole supply for Zones E through G in the community. Staff completed a total of 17 repairs on the pipeline since its installation in 2003; the failures have commonly occurred at the pipe bells of polyvinyl chloride pipe. This project rehabilitated 3,900 feet of the pipeline with cured-in-place-pipe and replaced 740 feet of the pipeline with new polyvinyl chloride pipe.

Staff completed the design in January 2018. T.E. Roberts, Inc. was awarded the construction contract on March 13, 2018 and completed construction of the pipeline on December 3, 2018. The delay in completing the work within the original contract time can be attributed to a late start due to numerous submittal corrections on the liner material, repairs to pipe segments lined with completed cured-in-place pipe lining as post-lining video inspection revealed seven locations with liner installation issues such as folds in the liner and air pockets behind the liner and host pipe, and installation of a 600-foot segment of polyvinyl chloride pipeline via trench excavation method within Seawatch due to a failure of the liner during hydrostatic pressure testing.

Project Title:	Seawatch Recycled Water Main Rehabilitation
Project No.:	07099
Design Engineer:	GHD
Construction Management by:	IRWD Staff
Contractor:	T.E. Roberts, Inc.
Original Contract Cost:	\$1,071,940
Final Contract Cost:	\$1,084,540
Original Contract Days:	120
Final Contract Days:	265
Final Change Order Approved on:	November 21, 2018

FISCAL IMPACTS:

Project 07099 is included in the FY 2018-19 Capital Budget. The existing budget is sufficient to fund the final payment for the project.

ENVIRONMENTAL COMPLIANCE:

This project is exempt from the California Environmental Quality Act (CEQA) and in conformance with California Code of Regulations Title 14, Chapter 3, Sections 15301 and 15282. Section 15301 provides exemption for minor alterations of existing structures, facilities, mechanical equipment, or topographical features, involving negligible or no expansion of use beyond that existing at the time of the lead agency's determination. Section 15282 provides exemption for the installation of a new pipeline or maintenance, repair, restoration, removal, or demolition of an existing pipeline as set forth in Section 21080.21 of the Public Resources Code, as long as the project does not exceed one mile (or 5,280 feet) in length. A Notice of Exemption for the project was filed with the County of Orange on May 18, 2017.

COMMITTEE STATUS:

This item was not reviewed by a Committee.

RECOMMENDATION:

THAT THE BOARD ACCEPT CONSTRUCTION OF THE SEAWATCH RECYCLED WATER MAIN REHABILITATION, PROJECT 07099; AUTHORIZE THE GENERAL MANAGER TO FILE A NOTICE OF COMPLETION; AND AUTHORIZE THE PAYMENT OF THE RETENTION 35 DAYS AFTER THE DATE OF RECORDING THE NOTICE OF COMPLETION.

LIST OF EXHIBITS:

None.

December 3, 2018
Prepared and
submitted by: C. Compton
Approved by: Paul A. Cook 

ACTION CALENDAR

2019-2020 STATE REGULATORY ADVOCACY AND CONSULTING SERVICES

SUMMARY:

In June 2018, the District contracted with Cliff Moriyama Consulting for State regulatory advocacy and consulting services. IRWD's current contract with Cliff Moriyama Consulting expires on December 31, 2018. Staff recommends the Board approve a sole-source Professional Services Agreement with Cliff Moriyama Consulting for State regulatory advocacy and consulting services for the 2019-2020 legislative session. The new contract would be in effect from January 1, 2019, to December 31, 2020, and would have a not-to-exceed value of \$100,000, covering a \$4,000 monthly retainer plus reimbursement of direct expenses. The proposed new agreement reflects no increase in the amount of the monthly retainer from the current agreement.

BACKGROUND:

IRWD continues to be a leader in water resources policy and governance. During the 2017-2018 legislative session, the District engaged in a number of State policy discussions regarding water infrastructure, water recycling policy, direct potable reuse regulations, supply reliability and governance. Many of these discussions took place in the regulatory arena, and are expected to carry over into 2019 and 2020.

Some of the regulatory policy areas expected to be of priority for IRWD over the 2019-2020 legislative session are summarized as follows:

- Department of Water Resources' (DWR) and the State Board's implementation of the "Making Water Conservation a California Way of Life" legislation;
- DWR's "The Open and Transparent Water Data Act (AB 1755, Dodd) Implementation Plan;"
- DWR's "California Water Plan: Update 2018;"
- DWR's "Public Draft of Stormwater Targets for Groundwater Recharge and Direct Use in Urban California;"
- State Board's development of a "Cross Connection Policy Handbook;"
- State Board's proposed "Environmental Laboratory Accreditation Program Regulations;"
- State Board's proposed "Mercury TMDL and Statewide Mercury Control Program for Reservoirs" regulations;
- State Board's proposed regulations on "Prohibiting Wasteful Water Use Practices;" and
- State Board's "State Wetland Definition and Procedures for Discharges of Dredged or Fill Material to Waters of the State" regulations.

Cliff Moriyama Consulting has been and is proposed to continue assisting the District in advocating on these regulations and other matters on behalf of the District before State agencies. Cliff Moriyama has provided the District with a high level of service, knowledge, credibility and access in Sacramento. Additionally, Cliff Moriyama has assisted the District in its ongoing efforts to build and maintain relationships with key policy makers and regulators within State agencies.

To aid IRWD in its state regulatory advocacy efforts, staff recommends that the Board authorize the General Manager to execute a Professional Services Agreement with Cliff Moriyama Consulting for a 24-month period, beginning January 1, 2019, through December 31, 2020. Entering into a 24-month contract with Cliff Moriyama Consulting would allow the District to maintain continuity in its current Sacramento representation before State agencies throughout the entire 2019-2020 legislative session.

Attached as Exhibit "A" is the scope of work proposed by Cliff Moriyama Consulting for the 2019-2020 legislative session.

FISCAL IMPACTS:

The current contract with Cliff Moriyama Consulting, which will expire on December 31, 2018, included a \$4,000 monthly retainer plus reimbursement of direct expenses. The proposed contract would run from January 1, 2019, through December 31, 2020, and is proposed at \$4,000 per month plus reimbursable direct expenses. If approved by the Board, the new contract will be charged against the FY 2018-2019, FY 2019-2020 and FY 2020-2021 Operating Budgets. The total requested contract authorization is for \$100,000.

ENVIRONMENTAL COMPLIANCE:

Not applicable.

COMMITTEE STATUS:

This item was not reviewed by a Committee.

RECOMMENDATION:

THAT THE BOARD AUTHORIZE THE GENERAL MANAGER TO EXECUTE A SOLE-SOURCE PROFESSIONAL SERVICES AGREEMENT WITH CLIFF MORIYAMA CONSULTING FOR STATE REGULATORY ADVOCACY AND CONSULTING SERVICES FOR THE PERIOD OF JANUARY 1, 2019, THROUGH DECEMBER 31, 2020, AT A RATE OF \$4,000 PER MONTH PLUS REASONABLE REIMBURSABLE DIRECT EXPENSES FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$100,000.

LIST OF EXHIBITS:

Exhibit "A" – Proposal for Professional Services from Cliff Moriyama Consulting



EXHIBIT "A"

915 L Street, Suite C-193 | Sacramento, CA 95814
Tel: (916) 215-5215 | Fax: (916) 848-3626
E-mail: cliff@cmc-us.com

November 26, 2018

Ms. Christine Compton
Government Relations Officer
Irvine Ranch Water District
15600 Sand Canyon Avenue
Irvine, CA 92618

Re: Irvine Ranch Water District Regulatory Advocacy Proposal

Dear Ms. Compton:

It has been a pleasure working for the Irvine Ranch Water District in 2018. I also appreciate the opportunity to submit a proposal for consideration by the District to continue my regulatory advocacy work in 2019. As we discussed and witnessed in 2018, the regulatory landscape in California can be extremely challenging for a water district. I believe Cliff Moriyama Consulting can continue to build a strong regulatory advocacy foundation to help the District meet those challenges head-on.

Cliff Moriyama Consulting (CMC) is a full service legislative and regulatory advocacy and strategic planning firm. As the owner of the firm, I have more than 25 years of experience working with the California Legislature and a wide array of California natural resources and environmental regulatory agencies including the State Water Resources Control Board, California Department of Fish and Wildlife, Department of Water Resources, Natural Resources Agency, and the California Environmental Protection Agency. Attached is a brief biography.

CMC will continue to use its resources and expertise to advocate on your behalf on the numerous regulatory issues identified in 2018 and anticipated in 2019. At a minimum, CMC will do the following:

- Identify and prioritize regulatory agencies of interest. An initial list of agencies include the State Water Resources Control Board, Department of Water Resources, and the California Water Commission. Additional agencies could include the Department of Fish and Wildlife, California Natural Resources Agency, and the California Environmental Protection Agency.
- Inform key personnel in the various agencies of CMC's role in representing the District. Such action could include introductory meetings with District and agency personnel.

- Identify and prioritize specific regulatory issues within each agency of interest.
- Develop and implement action plans to deal with high priority regulatory issues. Action plans will include metrics in order to gauge progress and meet deadlines.
- Develop and implement action plans to deal with other identified regulatory issues.

In order to provide these services, CMC proposes a general retainer of \$4,000 a month, plus expenses (e.g. pre-approved travel, postage, etc.).

CMC anticipates having three lobbying clients as we enter the 2019-2020 Legislative Session – California Building Industry Association (CBIA), Dart Container Corporation (Dart), and The Gualco Group, Inc. (TGG). As it relates to potential conflicts of interest between CMC’s anticipated clients and the District, I believe there are none based on the scope of work and the issues we are working on for CBIA and Dart. As for TGG, I also believe no conflict of interest exists because the work we will be doing for the TGG clients will focus on the Legislature and legislation.

However, if CMC is asked by TGG to work on a regulatory matter for one of the subcontracted clients, I will commit to the District that we will review the situation together and determine if a potential conflict exists. If that is the case, CMC will decline to work on that issue in an advocacy role. Our goal is to provide the best possible professional regulatory advocacy program for the District and make sure that a potential conflict of interest does not stop us from reaching that goal.

Thanks again for your interest in Cliff Moriyama Consulting. I look forward to the opportunity to continue to work with you and the Irvine Ranch Water District. Please contact me if you have any questions.

Sincerely,



Cliff Moriyama

Attachment

December 3, 2018
Prepared and
submitted by: C. Compton
Approved by: Paul A. Cook 

ACTION CALENDAR

2019 – 2020 STATE LEGISLATIVE ADVOCACY SERVICES

SUMMARY:

On October 8, 2018, IRWD issued a Request for Qualifications (RFQ) for state legislative advocacy services. The District received six responses to the RFQ; staff and the Water Resources Policy and Communications Committee interviewed the top three qualified firms/teams. Based on the analysis of the proposals and the interviews, the highest ranked team was The Oñate Group/Quintana, Watts & Hartmann team, and staff recommends that the Board authorize the General Manager to:

- Execute a Professional Services Agreement with The Oñate Group for state legislative advocacy services. The contract term would be January 1, 2019, through December 31, 2020 – covering the 2019-2020 legislative session – and would include a \$5,000 monthly retainer plus reimbursement of reasonable direct expenses. The not-to-exceed amount of the contract would be \$125,000; and
- Execute a Professional Services Agreement with Quintana, Watts & Hartmann for state legislative advocacy services. The contract term would be January 1, 2019, through December 31, 2020 – covering the 2019-2020 legislative session— and would include a \$5,000 monthly retainer plus reimbursement of reasonable direct expenses. The not-to-exceed amount of the contract would be \$125,000.

BACKGROUND:

IRWD issued an RFQ for state advocacy services on October 8, 2018, with Statements of Qualifications (SOQs) due on November 2. The District received six responses, from which the top three firms/teams were selected for interviews. The list of the firms invited to respond to the RFQ and the list of firms that submitted SOQs is attached as Exhibit “A”.

On November 13 and 19, staff and the Water Resources Policy and Communications Committee, interviewed The Gualco Group, Public Policy Advocates/London & Gonzalez Advocacy and The Oñate Group/Quintana, Watts & Hartmann teams for the provision of state legislative advocacy service to the District. While all three firms/teams are well-qualified, The Oñate Group/Quintana, Watts & Hartman team demonstrated the most comprehensive strategy for accomplishing IRWD’s state policy objectives, and presented the strongest qualifications related to state advocacy on California water policy and on behalf of public agencies.

Qualifications of The Oñate Group/Quintana, Watts & Hartman Team:

The Oñate Group/Quintana, Watts & Hartman team is an advocacy team comprised of two Sacramento lobbying firms: The Oñate Group and Quintana, Watts & Hartmann. The two firms combined have nearly 40 years of experience in legislative affairs.

Ms. Pilar Oñate-Quintana, the sole proprietor of The Oñate Group, would serve as the principal advocate and project manager for the team providing advocacy services to IRWD. Ms. Oñate-Quintana has an extensive legislative and political background. Prior to establishing The Oñate Group, Ms. Oñate worked as a lobbyist and communications professional at Sacramento's largest lobbying firm, KP Public Affairs. At KP Public Affairs, Ms. Oñate provided strategic and lobbying services for a range of clients, including water, resources, tribal gaming, national accounting firms, and other clients. Prior to joining KP Public Affairs, Ms. Oñate-Quintana was a principal legislative representative for the Metropolitan Water District of Southern California (MWD), where she worked on a variety of water supply, water quality, desalination, water recycling, Delta-related, local government and other issues of concern to MWD.

Ms. Oñate-Quintana would be joined by the Quintana, Watts & Hartmann firm in representing IRWD. David Quintana, one of the named partners of Quintana, Watts & Hartman, has over 20 years of experience in the State Capitol representing clients on a wide range of issues and would be a part of the team providing services to IRWD. Melanie Cuevas would also assist the IRWD advocacy team. The Quintana, Watts & Hartmann firm and Mr. Quintana will assist Ms. Oñate-Quintana to ensure that IRWD has the advocacy resources required to be effective in Sacramento.

More detail on the experience and background of The Oñate Group/Quintana, Watts & Hartman team is included in their SOQ, which is attached as Exhibit "B".

The Oñate Group/Quintana, Watts & Hartman Team's Advocacy on IRWD's Behalf:

IRWD strives to be a leader in water resources public policy and governance. During the 2017-2019 legislative session, the District engaged in a number of state policy discussions regarding water infrastructure, water use efficiency, safe and affordable drinking water, and a tax of water. If selected, The Oñate Group/Quintana, Watts & Hartman team would work closely with IRWD to identify the District's state priorities for the 2019-2020 legislative session and to develop an advocacy strategy to accomplish those priorities leveraging the firm's very strong network in the California Legislature and Administration.

The Oñate Group/Quintana, Watts & Hartman team brings decades of experience and key contacts that will provide the District with a high level of knowledge, credibility and access in Sacramento all of which will assist the District in achieving its state policy goals. The firms have a strong record of engaging with clients on proper messaging, tracking and monitoring legislative opportunities, coordinating appropriate advocacy meetings, and communicating with clients.

For these reasons and to aid IRWD in its state legislative advocacy efforts, staff recommends that the Board authorize the General Manager to executive:

- A Professional Services Agreement with The Oñate Group for state legislative advocacy services. The contract term would be January 1, 2019, through December 31, 2020 – covering the 2019-2020 legislative session – and would include a \$5,000 monthly retainer plus reimbursement of reasonable direct expenses; and

- A Professional Services Agreement with Quintana, Watts & Hartman for state legislative advocacy services. The contract term would be January 1, 2019, through December 31, 2020— covering the 2019-2020 legislative session— and would include a \$5,000 monthly retainer plus reimbursement of reasonable direct expenses.

FISCAL IMPACTS:

The current contract with O’Haren Governmental Affairs, the District’s current state legislative advocate, will expire on December 31, 2018. The current contract included a \$6,500 monthly retainer plus reimbursement of direct expenses.

The proposed contracts with The Oñate Group and Quintana, Watts & Hartman would cover the period of January 1, 2019, through December 31, 2020, at a total of \$10,000 per month plus reasonable reimbursable direct expenses. If approved by the Board, the new contracts would have a not-to-exceed amounts of \$125,000 each and will be charged against the FY 2018-2019, FY 2019-2020 and FY 2020-2021 Operating Budgets.

ENVIRONMENTAL COMPLIANCE:

Not applicable.

COMMITTEE STATUS:

The item was discussed by the Water Resources Policy and Communications Committee on November 19, 2018.

RECOMMENDATION:

THAT THE BOARD AUTHORIZE THE GENERAL MANAGER TO EXECUTE A PROFESSIONAL SERVICES AGREEMENT WITH THE OÑATE GROUP FOR STATE LEGISLATIVE ADVOCACY SERVICES FOR THE PERIOD OF JANUARY 1, 2019, THROUGH DECEMBER 31, 2020, AT A RATE OF \$5,000 PER MONTH PLUS REASONABLE REIMBURSEMENT OF DIRECT EXPENSES FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$125,000; AND AUTHORIZE THE GENERAL MANAGER TO EXECUTE A PROFESSIONAL SERVICES AGREEMENT WITH QUINTANA, WATTS & HARTMANN FOR STATE LEGISLATIVE ADVOCACY SERVICES FOR THE PERIOD OF JANUARY 1, 2019, THROUGH DECEMBER 31, 2020, AT A RATE OF \$5,000 PER MONTH PLUS REASONABLE REIMBURSEMENT OF DIRECT EXPENSES FOR A TOTAL CONTRACT AMOUNT NOT TO EXCEED \$125,000.

LIST OF EXHIBITS:

Exhibit “A” – List of Firms Invited and Responsive to the RFQ

Exhibit “B” – SOQ for State Advocacy Services from The Oñate Group/Quintana, Watts & Hartmann

EXHIBIT "A"

Firms Invited to Respond to IRWD's Request for Qualifications (RFQ) for State Legislative Advocacy Services and Firms That Submitted Statements of Qualifications (SOQs)

Firms That Submitted SOQs In Respond to the RFQ:

1. Carpenter Sievers
2. DiMare Brown Hicks & Kessler, LLC
3. Fernández Government Solutions
4. The Gualco Group
5. The Oñate Group/Quintana, Watts & Hartmann
6. Public Policy Advocates/London & Gonzalez Advocacy

Firms Invited to Respond to the RFQ:

1. KP Public Affairs
2. Manatt
3. Precision Advocacy Group, LLC
4. Topp Strategies



November 1, 2018

Paul A. Cook, P.E.
General Manager
Irvine Ranch Water District
15600 Sand Canyon Ave.
Irvine, CA 92618

Dear Mr. Cook,

Thank you for the opportunity to respond to Irvine Ranch Water District's (IRWD) Request for Qualifications.

We are honored to have the opportunity to demonstrate how our experience, history and resources can benefit the interests of IRWD. Additionally, we must note that given IRWD's longstanding high-profile and ongoing engagement in top water-related issues in Sacramento – and given IRWD's extraordinarily capable leadership and staff – it would be both a welcome challenge and pleasure to serve as your lobbying team.

As you will note, our joint proposal offers what we believe to be the best of both worlds – specifically, the personal attention and commitment of a sole proprietor whose individual client's needs are top of mind each day, as well as the broader reach and resources of a larger firm.

While we understand that the transition from a long-term and highly capable lobbyist may present some level of concern with respect to continuity of the reputation IRWD has so carefully built, we are confident that we can work with the IRWD team to continue your work and attain your goals in and around the Capitol – including with the incoming Administration.

Again, thank you for the opportunity to present our qualifications. If you have any questions, please do not hesitate to contact either of us at 916-230-4470.

Sincerely,

Pilar Oñate-Quintana

David Quintana

EXHIBIT "B"

The Oñate Group/Quintana, Watts & Hartmann – Response to RFQ

As a seamless team of well-regarded professionals, we believe that we have the capability to provide all elements of the Scope of Work outlined in the RFQ. As further described in the following specific information, we offer not only decades of experience in and around the Capitol during which we have performed all aspects of the Scope of Work, the proposed team also includes deep knowledge of water policy – including experience with the Metropolitan Water District and beyond.

Additionally, as exhibited by the firms' client lists and by our experience, IRWD will likely note that we bring a breadth of policy and political awareness that strengthen our effectiveness for our clients. Given that broader and seemingly water-unrelated Capitol dynamics so often come into play in effective representation, we believe that we offer a team that can cover all bases for IRWD.

Contact information:

Pilar Oñate-Quintana will serve as the primary contact for purposes of this RFQ:

Address: 621 Capitol Mall, Suite 1900 – Sacramento, CA 95814

Phone: (916) 230-4470

Email: pilar@theonategroup.com

Background information on the firm(s) and the key lobbyists to provide services:

As previously noted, we believe that IRWD's needs can best be served through a combination of forces as provided by both The Oñate Group and Quintana, Watts & Hartmann.

Specific information provided below:

The Oñate Group/Pilar Oñate-Quintana

Pilar Oñate-Quintana would serve as a key and ongoing presence in providing services to IRWD.

She established The Oñate Group in December 2011 after nearly 20 years of a wide range of legislative and public affairs experience. Prior to establishing The Oñate Group, Ms. Oñate worked as a lobbyist and communications professional at Sacramento's largest lobbying firm, KP Public Affairs. At KP, Ms. Oñate provided strategic and lobbying services for a range of clients, including water, resources, tribal gaming, national accounting firms and other clients.

Prior to joining KP, Ms. Oñate-Quintana was a principal legislative representative for the Metropolitan Water District of Southern California, where she worked on a variety of water supply, water quality, desalination, water recycling, Delta-related, local government and other issues of concern to the district.



EXHIBIT "B"

Ms. Oñate-Quintana also served in California's executive branch, most recently as the deputy director for legislative affairs for the California Department of Parks and Recreation, where she developed strategies for fostering political and stakeholder support for the department's mission and activities, served as the department's representative in efforts to develop the California Indian Heritage Center and managed the legislative affairs unit. Other executive branch positions include work as the assistant director for legislative affairs for the Office of Statewide Health Planning and Development, where she worked with legislative offices, lobbyists and key stakeholders on legislation pertaining to hospital seismic safety, healthcare work force, healthcare quality and other issues. Additionally, she served as assistant secretary for legislative affairs for the California Health and Human Services Agency. Prior to her executive branch experience, she worked as legislative staff in the State Capitol for over eight years.

Ms. Oñate-Quintana holds a bachelor's degree in Government and Journalism from the California State University, Sacramento and a master's degree in Political Science from the University of California, Davis

Quintana, Watts & Hartmann/David Quintana

Quintana, Watts & Hartmann (QW&H) currently represents a wide-ranging body of interests, including local and tribal governments, Fortune 500 companies, education and transportation. Despite representing more than 40 clients, QW&H retains the attitude and energy of a start up with a hands-on, personal approach to serving our clients. We are continually educating decision makers on the needs and interests of our clients and monitoring activity to ensure our clients are fully aware of relevant dynamics. Additionally, our firm is highly attuned to the political realm and has crafted and executed multi-faceted political strategy and developed key relationships critical to clients' interests.



David Quintana's professional history spans over 20 years in and around the Capitol. With extensive expertise in a wide range of issue areas, Mr. Quintana provides clients with strategy development, policy analysis, relationship-building, campaign consulting, and unparalleled direct lobbying services. Mr. Quintana's reach extends into numerous sectors, including high-tech/social media, finance, energy, education, health, business districts, and gaming.

A graduate of UC Davis and the Boston College School of Law, Mr. Quintana has a comprehensive understanding of both politics and policy.

In 2017, for the eighth year in a row, Capitol Weekly named Mr. Quintana one of the Capitol's Top 100 "Major Players" in their annual list. In December of 2016 he was also featured in Sacramento Magazine as one of the key power players in state politics. In September of 2015, Mr. Quintana was a featured speaker on the Politics versus Policy Panel for the 2015 Health Care Conference. Mr. Quintana was also a featured speaker annually for the Leadership California Institute's Candidate Forum where he advises incoming legislative candidates on politics and lobbying as part of the Sacramento Decision Makers panel.

In addition to David Quintana, we note that – as the need may arise on particular matters – QW&H also includes well-respected and established partners who may be called upon to assist – including Mark Watts and Audra Hartmann.

EXHIBIT "B"

Lobbying philosophy of the firm(s):

The Oñate Group – Pilar Oñate-Quintana prides herself on personal attention to a limited number of clients and substantial policy knowledge of what she is being asked to lobby. She believes that policy knowledge paired with political awareness brings the best results for clients. Ongoing relationships with longstanding clients are the most satisfying – with a general view of “it’s not about me, it’s about you.”

Quintana, Watt & Hartmann – QW&H have a strong “boots on the ground” approach to advocacy. Their partners and lobbyists spend significant time in the halls and offices of the Capitol, ensuring that they are constantly communicating with decision makers. In fact, they pride themselves on the saying, “when other lobbyists are heading home, we’re heading back for our second shift.”

Experience lobbying on water, wastewater, water recycling, environmental compliance, local government, finance and other budget and funding issues:

As an in-house lobbyist for Metropolitan Water District, Pilar Oñate-Quintana rapidly gained invaluable knowledge and awareness of a wide range of water issues, including Delta-related, conservation, recycled water, wastewater, budget and other matters. As mentored by MWD’s highly capable and knowledgeable lead lobbyist Kathy Cole, this experience provided a solid foundation for future work on behalf of clients at KP Public Affairs (including Mojave Water Agency and Western Municipal Water District). After KP, Ms. Oñate-Quintana’s continuous work in the water world went on to include current and ongoing work for the Yuba County Water Agency, North Bay Water Reuse Authority and East Valley Water District. Specific examples of water-relevant work include:

Mojave Water Agency – Work on behalf of Mojave included playing a key role in maintaining their near-term eligibility for a significant Integrated Water Resources Management grant at a critical juncture in the process and also advancing groundwater legislation at the time to allow for alternative groundwater monitoring practices to comply with the requirements enacted in the 2009 legislative water package.

Western Municipal Water District – Notable efforts on behalf of Western included intensive and detailed work with respect to water conservation mandates and with respect to preserving MWD voting rights.

North Bay Water Reuse Authority – This ongoing work includes gaining and maintaining legislative support for recycled water projects and approaches and identifying policy and funding matters of interest and concern. Past work has included triggering legislation by Assemblymember Levine pertaining to State Water Resources Control Board oversight of recycled water storage ponds (a matter that gained the interest and attention of IRWD) and active engagement in WaterReuse work to shape a recycled water-focused chapter in Proposition 1.

Yuba County Water Agency – Key efforts on behalf of this agriculture water provider have included raising the profile of the agency and advancing their interests pertaining to the primary functions of the agency. Notable successes have included protecting the agency’s interests in the context of complex State Water Resources Control Board-sponsored legislation and substantial, successful engagement in Proposition 1.

East Valley Water District – This client reflects a successful history of cooperation between Pilar Oñate-Quintana and David Quintana. Our work for EVWD has included strategic advice in their years-long and ultimately successful pursuit of a recycled water project, gaining legislative support for the project, etc. Additionally, we have represented EVWD’s

EXHIBIT "B"

position on a broad range of water issues, often in close coordination with the Association of California Water Agencies and WaterReuse.

Additionally, QW&H – and David Quintana in particular – has lobbied on a range of policy and budgetary issues, including the following recent state budget success:

Coalition to Abolish Slavery & Trafficking \$10M Budget Requests – David Quintana and his team have represented this group in the legislative and budget arenas for four years. After several years of success in the budgetary realm, the team overcame substantial hurdles when \$10 million was not included in the 2018 budget. After the exclusion of the funding, the team activated grassroots support and stakeholders - and worked with various key legislators to speak to this issue in budget floor speeches and to have legislation introduced to call attention to the matter (both Democratic and Republican bills were introduced). Ultimately, the money was included in the supplemental budget bill passed at the end of session.

Description of the work plan and approach, including strategy, tools and techniques, proposed for meeting IRWD's legislative and regulatory advocacy needs:

Overall, we would expect significant refinement of the general work plan as included below, based on discussion with IRWD leadership and staff, but we believe that the following will serve as a good basis for such discussions.

Daily:

- Keep abreast of newly introduced or amended legislation - as well as Capitol and key organizations'/associations' dynamics - in order to anticipate and engage in legislative and/or Administration issues of interest or concern to IRWD.
- Convey key or urgent information to IRWD staff as necessary and respond to IRWD inquiries/direction as necessary.

Weekly/Bi-Weekly:

- Attend the majority of weekly ACWA Monday morning lobby group meetings and report information of significance to IRWD.
- During legislative session - monitor issues that come before the relevant legislative committees (water, local government, etc.) and attend and represent IRWD's positions when necessary and appropriate.
- As desired, set weekly or bi-weekly focused update calls with appropriate IRWD staff. Regular topics to be addressed in these meetings would likely include review of status of bills of interest, discussion of Administration activities of interest and status of funding opportunities.
- Provide updated bill tracking list, reflecting district positions, etc.

Monthly:

- If desired, would provide verbal (phone) and/or written updates or reports to appropriate IRWD legislative or external affairs board committees.
- Review ACWA legislative committee materials, coordinate with IRWD as necessary prior to

EXHIBIT "B"

meetings in light of committee materials, attend ACWA legislative committee meetings to the maximum extent possible (understanding these are roughly every three weeks).

- Potentially participate in other organizations' meetings – Including Water Reuse and CMUA – to the greatest extent possible as necessary to advance IRWD's interests.

Annually/Semi-Annually:

- Engage in strategic planning with District leadership and staff as desired and appropriate – including discussion of Sacramento priorities.
- Provide an in-person update to the board or appropriate committee, as requested.
- Work with IRWD to schedule board member visits with area legislators in the Capitol as desired/appropriate.

Other/Ongoing as Necessary and Appropriate:

- Regularly update IRWD's legislative delegation on significant district updates, issues, concerns and positions with respect to Sacramento issues and/or issues about which they may receive questions from their constituents at the local level.
- Provide ongoing implementation of other tasks as directed by IRWD – including drafting correspondence, coordinating meetings, special project facilitation, etc.

Client list and a discussion of potential conflicts, etc.

Attached, please find the current client list for each firm.

Overall, we do not anticipate substantial conflicts with existing clients. However, with respect to potential conflicts, should they arise, IRWD could be assured that:

- We will proactively alert you to any significant conflicts that may arise and seek to determine a resolution of the situation that is satisfactory to all involved parties.
- In a case where either QW&H or The Oñate Group have a conflict, but the other does not, we would anticipate having the firm without a conflict represent IRWD on the issue of concern.
- Should a conflict arise that affects both firms, we would work with IRWD to develop a solution to the issue, even if that involves a temporary outsourcing of that issue to another firm.

Key legislative, regulatory and administration contacts:

The firms can confidently note experience with the key legislative committee staff members with the Senate Natural Resources and Water Committee and the Assembly Water, Parks and Wildlife Committees. Additionally, we have worked with the environmental water quality committees in each house.

We also have experience with other key committee staff related to water policy, including the Appropriations Committees. Moreover, we are familiar with leadership staffers Kip Lipper and Alf Brandt.

With respect to the Administration, we note the transitional nature of the Governor's office at this time, but do

EXHIBIT "B"

have a positive relationship with DWR's Kasey Schimke, who has remained in the legislative role for some time.

We can also speak to significant familiarity with key IRWD area legislators, including Assemblymember Daly and Senators Moorlach, so we would have a running start with respect to relationship-building on that front.

With respect to the regulatory aspect, we do acknowledge Cliff Moriyama's lead role in that realm – and also note some past positive experience with Mr. Moriyama.

List of references:

Following, please find a very brief list of references. Additional references are available upon request.

Wendy Ridderbusch, Director of State Relations, Association of California Water Agencies – (916) 441-4545 – Email: wendyr@acwa.com

Jennifer West, Managing Director, WateReuse California – (916) 669-8401 – Email: jwest@watereuse.org

Kelly Malloy, Public Affairs and Conservation Manager, East Valley Water District – (909) 885-4900 – Email: kmalloy@eastvalley.org

Steve Veres, Trustee, Los Angeles Community College District – (818) 652-2336 – Email: veressf@email.laccd.edu

Suzanne Holley, President & CEO, Downtown Business Center Improvement District – (213) 416-7538 – Email: sholley@downtownla.com

Proposed monthly retainer/fee proposal:

While the final amount is open to negotiation, we would propose a total retainer of \$10,000 per month for both firms' work on behalf of IRWD. This includes the ongoing involvement of QW&H partner David Quintana, The Oñate Group's Pilar Oñate-Quintana, a junior QW&H lobbyist and administrative support from QW&H and The Oñate Group as needed. Additionally, QW&H partners Watts and/or Hartmann may be utilized on specific, targeted matters as needed and appropriate.

Beyond the retainer, we shall not incur any extraordinary expenses without the prior authorization of IRWD. We would request reimbursement for travel outside of the Sacramento area and any unusual expenses – such as FedEx or overnight mail delivery - with approval in advance.

EXHIBIT "B"
Attachment 1– Current List of Clients

Quintana, Watts & Hartmann

American Express	Karuk Tribe
Assurance Learning Academy	Linde, LLC
Ava’s Heart Foundation	Netflix
Beach Cities Health District	Online Lenders Alliance
CA CMA, Inc	Promontory Holdings, LLC
California Bail Agents Association	Ramona Band of Cahuilla Indians
California Cannabis Courier Association	Riverside County Transportation Commission
Californians For Tobacco Harm Reduction	Sacramento Regional Transit District
Commercial Finance Coalition	San Diego County Water Authority (<i>regulatory only</i>)
California Large Energy Consumer Association	San Diego Metropolitan Transit System
Capital Southeast Connector JPA	San Francisco County Transportation Authority
City of Hayward	San Joaquin Council of Governments
Cleanfund Commercial Pace Capital, Inc	Shaw/Yoder/Antwih, Inc
Contra Costa County	Smart Wires
Contra Costa Transportation Authority	Social Compassion in Legislation
Downtown Business Center Improvement District	South Coast Air Quality Management District
Eagle Crest Energy Company	Southern Company Gas
Encore Capital Group	Transportation California
General Motors, LLC	Viejas Band of Kumeyaay Indians
Gerdau	Wareham Property Group
Habematolel Pomo of Upper Lake	

The Oate Group

North Bay Water Reuse Authority
East Valley Water District
Yuba County Water Agency
Barona Band of Mission Indians
National Accounting Firms

EXHIBIT "B"