

# AGENDA STAFF REPORT

MEETING NAME: REGULAR BOARD MEETING(S)

MEETING DATE(S): DECEMBER 11 & 15, 2025

FROM: MARION CHAMPION – ASSISTANT GENERAL  
MANAGER

FOR: ACTION X DIRECTION \_\_\_\_\_ INFORMATION \_\_\_\_\_



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## AWARD OF CONTRACT TO CA LOBBY FOR STATE ADVOCACY SERVICES

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### STAFF RECOMMENDATION

It is recommended to authorize the General Manager to execute a 12-month agreement with CA Lobby, LLC for advocacy services at a rate of \$5,000 per month, commencing January 1, 2026. The contract may be renewed for up to two additional years, with the total cost not to exceed \$180,000.00.

### SUMMARY

CA Lobby, LLC has supported MSWD in its state legislative and regulatory advocacy for the past year. These services include monitoring legislation, drafting position letters, providing monthly reports, setting up meetings with legislators, engaging with relevant associations, and offering strategic counsel. The team is led by Rosanna Carvacho Elliott, who has extensive experience in California's political landscape and is supported by seasoned lobbyists with solid backgrounds in water/energy, climate policy, and legislative processes.

### ANALYSIS

The proposed scope of work covers all necessary legislative and regulatory advocacy aspects, ensuring the district's interests are well-represented. Engaging CA Lobby, LLC will provide MSWD with strategic counsel and timely updates on legislative and regulatory matters, enhancing the district's ability to navigate complex policy environments.

### FISCAL IMPACT & STRATEGIC PLAN IMPLEMENTATION

The annual cost will be \$60,000 per year. This item is consistent with strategic plan smart goals #1.4 and #2.1, ensuing excellence in regulatory compliance and engaging and building stronger relationships with regulators and the legislature.

FINANCIAL DATA		
Cost Associated with this action:	\$60,000	
Current FY cost:	\$30,000	
Future FY cost:	\$30,000	
Is it covered in the current year budget:	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
Budget adjustment needed:	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>
If yes, the year needed:	NA	
All previous contracts, including dates, amounts and board approvals are attached or have been made available.		
FUNDING SOURCES		
Source of funds:	101	
BID/Job#	702	
Current BID/Job balance	\$181,000	
Balance remaining if approved:	\$151,000	

### ATTACHMENTS

Attachment A - Contract/Proposal