



OFFER AND ACCEPTANCE RFP PC-120817 Lobbyist Services

PINAL COUNTY
wide open opportunity

OFFER AND ACCEPTANCE FORM

TO PINAL COUNTY:

The undersigned hereby offers and agrees to furnish the material, service, or construction in compliance with all terms, conditions, specifications, and amendments in the Solicitation.

<i>Mark Barnes</i>	<i>President, Barnes + Associates</i>
Authorized Signature	Title
<i>Mark Barnes</i>	<i>9/21/12</i>
Printed Name	Date
<i>Barnes + Associates</i>	<i>602-452-2946</i>
Company Name	Telephone
<i>331 N 7th Ave #101</i>	<i>Phoenix, AZ 85003</i>
Address	City, State, Zip

For clarification of this offer, contact:

Name: *Mark Barnes* Phone: *602-452-2946* E-Mail: *Mark@Barnesaz.com*

ACCEPTANCE OF OFFER
(For Pinal County Use Only)

The offer is hereby accepted and the Responder is now bound to sell or provide the materials, services, or construction as indicated by the Purchase Order or Notice of Award and based upon the solicitation, including all terms, conditions, specifications, amendments, etc. and the Offer as accepted by Pinal County.

The contract is for: Lobbyist Services PC-120817

This contract shall henceforth be referenced to as Contract No. PC-120817. The Offeror is cautioned not to commence any billable work or to provide any material or service under this contract until Offeror receives an executed purchase order or notice to proceed.

Awarded this *7th* day of *November* 2012.

<i>David Snider</i>	<i>Chairman</i>	<i>David Snider</i>
Name (Print)	Title	Signature

Approved as to form:

Pinal County Attorney's Office



OFFER AND ACCEPTANCE RFP PC-120817 Lobbyist Services

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OFFER AND ACCEPTANCE FORM – Page 2

By signing the previous page of the Offer and Acceptance Form, Responder certifies:

- A. The submission of the bid did not involve collusion or other anti-competitive practices.
- B. The Responder shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246.
- C. The Responder has not given, offered to give, nor intends to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the Submittal.
- D. The Responder certifies that it complies with Executive Order 12549 related to Federal Government Debarment and Suspension (see 4-7)
- E. The Responder certifies that the individual signing the bid is an authorized agent for the Responder and has the authority to bind them to the contract.

Barnes & Associates

Firm

Mark Brown

9/21/2012

Authorized Signature and Date

END OF SOLICITATION RFP PC-120817 LOBBYIST SERVICES

Original



BARNES & ASSOCIATES
Government Relations | Economic and Policy Analysis

**RESPONSE TO REQUEST FOR PROPOSAL FOR LOBBYIST
SERVICES TO PINAL COUNTY**

Solicitation Number
RFP PC-120817

September 20, 2012

Submitted by
Mark Barnes, President
Barnes & Associates
Phone: 602-452-2946
331 N 3rd Ave Suite 101
Phoenix, AZ 85003

331 N. First Ave. | T 602 452 2946
Suite 105 | C 602 909 2404
Phoenix, AZ | F 602 452 2942
85003 | E bmarnes@aol.com



PINAL COUNTY
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Addendum
Acknowledgement and
W-9 Form
RFP PC-120817
Lobbyist Services

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

ADDENDUM ACKNOWLEDGEMENT FORM

This page is used to acknowledge any and all addendums that might be issued. Any addendum issued within five (5) days of the solicitation due date, will include a new due date to allow for addressing the addendum issues. Your signature indicates that you took the information provided in the addendums into consideration when providing your complete response.

Please sign and date:

ADDENDUM NO. 1 Acknowledgement _____
Signature Date

ADDENDUM NO. 2 Acknowledgement _____
Signature Date

ADDENDUM NO. 3 Acknowledgement _____
Signature Date

If no addendums were issued, indicate below, sign the form and return with your response.

Barnes & Associates

Firm

Mark Barnes

9/21/2012

Authorized Signature and Date



PINAL COUNTY
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**Responders
Checklist
RFP PC-120817
Lobbyist Services**

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

RESPONDERS CHECKLIST

	Yes/No
Did you sign your Offer sheet?	✓
Did you acknowledge all addendums, if any?	✓
Did you complete all required Response Forms?	✓
Did you include your W-9 Form?	✓
Did you include any necessary attachments?	✓
Is the outside of your submittal marked with the Solicitation #, Due Date and Time?	✓
Did you include one original and the required number of copies?	✓
Did you follow the order for submissions of documents?	✓
Did you include proof of insurance(s) if requested?	

Responder Name: *Mark Barnes, President – Barnes & Associates*

Responders shall complete the following Response Form, indicating their responses in the spaces provided. Additional pages may be added so long as they are clearly referenced in the spaces provided.

Please note: Any exception and the total number of exceptions taken will negatively affect your evaluation score. Compliance to Terms and Conditions has been identified as an evaluation criterion for this solicitation.

Any exception not contained within this section of the solicitation will be deemed invalid and will not be considered.

Acceptability of Responses

Offers that do not include this completed Response Form or that do include an incomplete Response Form or that include a completed Response Form with unacceptable responses may cause the entire offer to be deemed unacceptable and therefore non-responsive.

1 Capacity of Responder

- 1.1 Responder shall provide the name of the Company or Lobbyist; location of its headquarters and major office near Florence, Arizona; how long the Company or Lobbyist has been in business; the name and contact information of the principal contact person; detailed description of experience in providing lobbyist services; and any other information that the Responder deems appropriate for this solicitation.

Barnes & Associates is a limited liability company, founded in 2003 by Mark Barnes. Mark is the President and sole member of the LLC. The firm is located in Downtown Phoenix near the State Capitol. Additional information or questions related to this RFP should be directed to Mark Barnes:

331 N 1st Ave Suite 101
Phoenix, AZ 85003
Phone: (602) 452-2946
Email: Mark@barnesaz.com

Barnes & Associates is structured to assist organizations to work productively with the highest level of state government. Most of our work and experience is associated with representing the leaders of our client organizations on public policy issues under consideration at the Arizona State Legislature. Our past and current clients include community college leaders, school district officials, county and municipal governments, as well as professional and non-profit associations. We have used our contacts, relationships and experience to provide these organizations with strategy, guidance and the political power to move their issues forward regardless of the difficult legislative environment.

Our capacity to assist the Pinal County is related to the legislative and gubernatorial contacts we have made through working with members of the legislature on a wide variety of issues over more than a decade. These relationships, coupled with the experience gained through dealing directly with the legislature, the Governor and their staff allow us to effectively provide representation to our clients. Although access to the right people is critical, the job cannot be done without the right information at the right time.

Barnes & Associates reviews all legislation that is introduced and subscribes to legislative news services and reports. We talk to staff. We talk to legislators. We are involved in education issues, health care issues, local government, tax and budget issues. As a result we are involved in the most recent developments and can use that information to assist our clients achieve their legislative goals.

Services will be provided by Barnes & Associates' legislative team which includes Mark Barnes and Sabrina Vazquez. Mark Barnes will lead and oversee legislative representation to Pinal County as related to this request for proposal. Sabrina Vazquez will assist in the representation of Pinal County on legislative issues assigned to Barnes & Associates.

Barnes & Associates currently represents the following organizations:

- Pinal County Board of Supervisors
- Association of Arizona Food Banks
- Arizona Naturopathic Medical Association
- Arizona School Administrators
- County Supervisors Association

Past clients include the Arizona Community College Presidents' Council, Community Information and Referral and the Town of Gilbert

- 1.2 Responder shall provide information (summary of services and contact information) for clients that Responder as provided similar services to as defined in the Scope of Services of this solicitation.

Barnes & Associates has represented various governmental, non-governmental and association clients at the Arizona State Legislature. These clients include cities, counties, special districts and groups of professional associations. The firm has worked on behalf of these organizations on a wide variety of issues---we have represented education clients on budget issues, counties on property tax issues, municipalities on general government issues and helped non-profits achieve success on their specific legislative initiatives.

Our experience working with our client organizations includes identifying legislative issues, developing legislative strategies to address these issues and then implementing the strategy at the legislature. We have experience successfully representing our clients on issues that our clients are promoting at the legislature and efforts to defeat legislative proposal being promoted by others.

Examples of successful legislative efforts led by Barnes & Associates:

Transportation

Barnes & Associates negotiated a legislative requirement that the Arizona Department of Transportation (ADOT) conduct studies on a potential U.S. 60 reroute and other transportation corridors in South/West Pinal County. Barnes & Associates followed up on this legislative activity by working with ADOT staff and the State Transportation Board on this corridor.

Air Quality

Barnes & Associates negotiated the creation of area "C." Area "C" as put into statute was developed by Pinal County Management and was the county's preferred alternative to the legislatively proposed areas of air quality designations.

Special Districts

Barnes & Associates successfully lobbied, on behalf of Buckskin Sanitary District, a statutory change related to the process a sanitary district is required to go through to get a loan from the Water Infrastructure Finance Authority (WIFA). Specifically, the legislation eliminated the requirement that a sanitary district receive voter approval in order to apply for a WIFA loan. Although straight forward, a legislative proposal to eliminate a voting requirement to allow a sanitary district to go into debt was not an easy proposal to pass through the legislature. HB 2702 was signed into law on April 17, 2012.

Local Control for County Government

Barnes & Associates led successful opposition to legislation targeted at Pinal County. The legislation would have mandated personnel policy in state statute. The bill set a bad precedent for similar bills that may interfere with county business and would have tied the hands of county officials during tough economic times.

Budget and Finance

Barnes & Associates, on behalf of the Arizona Community College Presidents' Council worked with the Governors' Budget Office and Education Policy Advisor on a variety of interpretations of the Federal ARRA law as related to the allocation of stimulus funds to be provided to the state's community colleges. Once the Governors' Office announced the allocations of ARRA funds for K-12, Universities and Community Colleges the work had paid off with the community colleges receiving a significant backfill of ARRA funds (\$30 million).

In 2012 the Arizona Community College Presidents' Council determined that the state was not going to have the financial capacity to provide appropriations to community colleges for special projects or additional classroom construction. Barnes & Associates successfully passed legislation

that gave community college districts a new financial tool that allows them additional access to the financial markets for capital to build facilities.

Property Tax and Property Valuations

Barnes & Associates, on behalf of the Pinal County Board of Supervisors, lobbied legislation that allowed the State Board of Equalization Hearing Officers to handle the entire appeals process for individuals appealing the taxable value of their property. This change in law effectively eliminated this responsibility for rural county boards of supervisors who choose to contract with the State Board of Equalization.

Barnes & Associates lead the effort to put into law an agreement negotiated between Pinal County and ATRA on how the accommodation school tax levy will be treated with respect to the county primary property levy limit. The county changed its primary property tax levy to take into account the accommodation school tax levy.

Development Services

Barnes & Associates has assisted the Pinal County Board of Supervisors and county management on a variety of public policy issues related to development. This includes representing the county on legislation related to state trust land, special districts and development revenue issues. A specific example is a statutory change that allowed the Pinal County Board of Supervisors to turn over management of water and waste water improvement districts to a private company.

Examples of collaboration on legislative issues between Barnes & Associates and the County Supervisors Association (CSA):

In 2012 Barnes & Associates collaborated with CSA and individual county lobbyists to stop legislation that would have required counties and administrative arms of the county to follow federal agency rule-making process. This would have burdened counties with a costly, lengthy, cumbersome process.

Barnes & Associates worked side by side with CSA on a multi-year effort to stop legislation that would have limited the County Board of Supervisors (BOS) budgetary authority. This bill would have taken discretion away from BOS over how county funds were spent by requiring the board to appropriate monies in one lump sum to county officers.

Below is a list of harmful policies that Barnes & Associates assisted CSA in repealing during the 2012 legislative session:

Prisoner Shift: In 2011 the legislature passed legislation that would have required the county sheriff receive and keep in the county jail any prisoner sentenced to serve a year or less in Arizona Department of Corrections, unless the county entered into an agreement to reimburse the ADC for the incarceration costs. This policy was estimated to have cost Pinal County approximately \$3 million a year had it not been repealed.

 <p>PINAL • COUNTY <i>wide open opportunity</i></p>	<p>Response Form 1 RFP PC-120817 Lobbyist Services</p>	<p>Pinal County Finance Department 31 N. Pinal St. Bldg. A P.O. Box 1348 Florence, AZ 85132</p>
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County Cash Contributions: Since 2008 the legislature mandated counties to make a payment to the state in the form of cash contributions. In 2012 the mandate was repealed.

HURF Shift to MVD: Since 2008 HURF dollars were being swept from the counties and shifted to the Department of Motor Vehicle. In 2012 this shift was eliminated.

- 1.3 Responder shall provide resumes of key personnel/staff that will provide the services as defined in the Scope of Services of RFP PC-120817 Lobbyist Services.

The resumes for Mark Barnes and Sabrina Vazquez are provided on the next two pages.

MARK BARNES

Office: (602)452-2946

311 N 1st Ave Suite 101 ▪ Phoenix, Arizona 85003

Mark@Barnesaz.com

PROFESSIONAL EXPERIENCE

BARNES & ASSOCIATES,

President/Lobbyist Phoenix, AZ August 2003 - Present

Selected Highlights:

- ❖ Contract lobbyist for the Association of Arizona Food Banks, the Arizona Naturopathic Medical Association, Pinal County Board of Supervisors, Buckskin Santuary District and County Supervisors Association. Past clients include the Town of Gilbert 2001-2011 and Arizona Community College Association (Presidents' Council) 2006-2012.

THOMAS, WARREN & ASSOCIATES

Vice President of Government Relations Phoenix, AZ July 1999 – August 2003

Selected Highlights:

- ❖ Contract lobbyist for the Town of Gilbert and the Association of Arizona Food Banks during 2000, 2001, 2002 and 2003 legislative sessions.
- ❖ Lead analyst providing economic analysis and litigation support to the Gila River Indian Community Office of Water Rights. Part of a multi-disciplinary team (lawyers, engineers, hydrologists and economists etc.) working on behalf of the Gila River Indian Community to secure rights to the waters of the Gila River (2001-present).
- ❖ Senior Analyst on projects assessing the impact of state agency administrative rules:
 - Emergency Medical Service Administrative Rules
Client-Arizona State Department of Health Services
 - Abortion Clinics Administrative Rules
Client-Arizona Attorney General's Office

COUNTY SUPERVISORS ASSOCIATION

Lobbyist Phoenix, AZ May 1996 - May 1999

Selected Highlights:

- ❖ Responsible for the planning and coordination of legislative activities for the fifteen county boards of supervisors in the areas of healthcare, fiscal issues, taxation and social services.
- ❖ Represented the County Boards of Supervisors at the Arizona State Legislature by testifying before committees, meeting with legislators and staff, participating in policy negotiations, and drafting legislation and amendments.
- ❖ Served as lead representative on issues related to electric utility deregulation before the Arizona State Legislature and Arizona Corporation Commission (1998 thru 1999).
- ❖ Studied issues of legislative concern to counties, facilitated discussions on the issues and advised County Boards of Supervisors and managers on options.
- ❖ Forecasted and monitored Federal revenue provided to Arizona Counties.
- ❖ Conducted surveys and compiled programmatic and revenue data.
- ❖ Supervised consultants hired to study healthcare issues.

ARIZONA DEPARTMENT OF WATER RESOURCES

Planning Analyst/Governor's Internship Program Phoenix, AZ May 1993 – August 1993

Selected Highlights:

- ❖ Analyzed constituent correspondence regarding a wide range of policies to determine the most effective response.
- ❖ Handled priority constituent outreach, including but not limited to, military correspondence.
- ❖ Ensured priority issues received the necessary attention within 24 hours of contacting the Office Presidential Correspondence.
- ❖ Trained and assisted new volunteers in email analysis procedures in order to effectively reach a greater range of constituents in a timely manner.
- ❖ Coordinated a professional development group by scheduling guest speakers, round table discussions and relevant field trips for a group of 30 interns.

EDUCATION

UNIVERSITY OF ARIZONA

Masters of Science, Agriculture and Resources Economics Department May 1994

UNIVERSITY OF ARIZONA

Bachelors of Science, Eller School of Business Administration, Business Administration May 1991

SABRINA VAZQUEZ

Cell: 602-452-2942

311 N 3rd Ave Suite #101 ▪ Phoenix, Arizona 85003

sabrina@barnesaz.com

PROFESSIONAL EXPERIENCE

BARNES & ASSOCIATES

Legislative Liaison Phoenix, AZ December 2010 - Present

Selected Highlights:

- ❖ Serves as lead lobbyist for the Arizona School Administrators
- ❖ Ensure legislation sponsored or supported by clients becomes law by facilitating every step of the process including; finding a bill sponsor, drafting legislation and amendments, organizing stakeholder meetings, testifying in committee, lobbying members and communicating with the Governor's Office.
- ❖ Coordinates monthly meeting to provide updates for clients on legislative goals and relevant legislation.

TEACH FOR AMERICA

Creighton School District, Teacher Phoenix, AZ May 2008 - May 2010

Selected Highlights:

- ❖ Implemented a student/teacher tracking system that measured individual and classroom achievement on state academic standards.
- ❖ Created measureable and obtainable goals with students to ensure the classroom was performing at grade level throughout the school year.
- ❖ Selected essential standards as the sole second grade teacher on district curriculum committee; these essential standards were taught to mastery district-wide.
- ❖ Created second grade math and reading assessments that would be used throughout the district on a weekly basis.
- ❖ Lead a group of teachers in analyzing student achievement scores to create data driven instructional plans.

ARIZONA STATE LEGISLATURE

Constituent Services Assistant Tucson, AZ May 2007- May 2008

Selected Highlights:

- ❖ Resolved constituent issues with various state agencies as the primary contact for constituents in five legislative districts.
- ❖ Maintained a strong relationship between constituents and legislators by analyzing Arizona Revised Statutes to determine constituent impact.
- ❖ Created an electronic file for managing relevant media compiled throughout the year regarding key legislative issue.
- ❖ Organized legislative events held in Tucson during the legislative recess.
- ❖ Executed different aspects of legislative staff roles and gained strong familiarity with the legislative process.

THE WHITE HOUSE

Office of Presidential Correspondence, Intern Washington DC May 2010 – August 2010

Selected Highlights:

- ❖ Analyzed constituent correspondence regarding a wide range of policies to determine the most effective response.
- ❖ Ensured priority issues received the necessary attention within 24 hours of contacting the Office Presidential Correspondence.
- ❖ Coordinated a professional development group by scheduling guest speakers, round table discussions and relevant field trips for a group of 30 interns.

ARIZONA STATE SENATE

Education Committees, Research Intern Phoenix, AZ January 2007- May 2007

Selected Highlights:

- ❖ Applied research on new legislation to write comprehensive fact sheets explaining the bill history and provisions.
- ❖ Presented facts sheets in education committees and both caucuses while providing non-partisan information regarding the impact of the bills.
- ❖ Prepared committee and floor amendments under strict deadlines to maintain the intention of legislation.

EDUCATION

ARIZONA STATE UNIVERSITY

M.Ed, Elementary Education, College of Teacher Education and Leadership May 2010

UNIVERSITY OF ARIZONA

B.A, International Studies, College of Interdisciplinary Studies May 2008



P I N A L • C O U N T Y
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**Response Form 1
RFP PC-120817
Lobbyist Services**

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

2 Cost

Responder shall complete Response Form 2 Pricing Sheet RFP PC-120817 Lobbyist Services. Any response that does not include this completed Pricing Sheet or includes an incomplete Pricing Sheet may cause the entire offer to be deemed unacceptable and therefore non-responsive.

Appears as next page

3 Method of Approach

- 3.1 Responder shall describe in detail how they will provide services as requested in the Scope of Services of RFP PC-120817 Lobbyist Services.

Barnes & Associates will provide the county with a general review and tracking of all legislative proposals. Fiscal analyses are also conducted on legislative proposals that have the potential to financially impact the county. Mark's education and experience with conducting impact analysis on legislative proposals allow Barnes & Associates to provide these services; few other firms have this capacity. The current lobbying service Barnes & Associates provides to the county includes development of legislative proposals, research on those proposals and eventually the movement of the legislation through the legislature and into law.

Additionally, Barnes & Associates will provide the following services to ensure the county is up to date on all legislative issues effecting county government.

Bill Tracking

Barnes & Associates will review all legislation and amendments introduced by the legislature that effects Arizona counties. This review will occur on a daily basis. Barnes & Associates will track all relevant bills and amendments, this tracking sheet will be to the County.

Identifying, Attending and Participating in Public Meetings and Hearings

Barnes & Associates will identify hearings and other public meetings being held at the Arizona State Legislature that Pinal County should be involved in and coordinate the participation of county staff and board members or represent the group at those meetings as appropriate.

Reports

Barnes & Associates will provide reports summarizing the progress of Pinal County's legislative priorities. Included in this report will be the updated bill tracking sheet and information on relvant issues.

Outreach to New Legislators

Barnes & Associates will coordinate outreach activities in November, December and January to educate newly elected legislators on Pinal County's priority issues.

Strategic Advice

Barnes & Associates will provide county management with strategic advice related to legislative issues the legislature is considering.

Response Form 1
RFP PC-120817
Lobbyist Services

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

4 Conformance to Terms and Conditions and Scope of Services

Response Form Responses

Mark Barnes have read, understand, and shall comply with all Terms and Conditions. Responders that accept the County's Terms and Conditions and Instructions shall check **YES** to clearly indicate their acceptance. Responders who take exception to the County's Terms and Conditions and Instructions shall check **NO** and clearly indicate their exception(s) and provide Responder's suggested language.

YES, I acknowledge that I have read and understand all Terms and Conditions and will comply in any resultant contract.

NO, I acknowledge that I have read, understand all Terms and Conditions and will comply in any resultant contract with the exceptions listed below.

Exceptions (If checked NO)

Responders that take exception to any Terms and Conditions shall justify their exception as well as proposing any changes to the County's language with the Responder's suggested changes clearly indicated. Additional pages may be added so long as they are clearly referenced in the spaces provided. **Please note that taking exception to any Terms and Conditions may affect your evaluation score.** Both the number of exceptions and the severity of the exceptions can affect your score and may have you deemed non-responsive for this solicitation.

Cite the specific Term and Condition for which an exception is taken: *N/A*

Responder's justification for the exception: *N/A*

Responder's suggested changes: *N/A*

Mark Barnes have read, understand, and shall comply with the Scope of Services. Responders that accept the Scope of Services shall check **YES** to clearly indicate their acceptance. Responders who take exception to any item in the Scope of Services shall likewise check **NO** and clearly indicate their exception and provide Responder's suggested language.

YES, I acknowledge that I have read and understand the Scope of Services and will comply in any resultant contract.

NO, I acknowledge that I have read, understand the Scope of Services and will comply in any resultant contract with the exceptions listed below.

End of Response Form 1 for RFP PC-120817 Lobbyist Services



PINAL COUNTY
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**Response Form 2 –
Pricing Sheet
RFP PC-120817 Lobbyist
Services**

Pinal County
Finance Department
31 N. Pinal St.
Bldg. A
P.O. Box 1348
Florence, AZ 85132

PC-120817 PRICING SHEET

GENERAL LOBBYIST	COST PER MONTH***
General Lobbyist Services as per Scope of Services for All-inclusive, monthly fixed fee up to fifteen (15) hours per week.	\$3,500.00
GENERAL LOBBYIST	COST PER HOUR***
General Lobbyist Services as per Scope of Services – Hourly Rate for hours in excess of fifteen (15) hours per week.	\$85.00

SPECIALIZED LOBBYISTS	COST PER HOUR***
Healthcare Lobbyist Services as per Scope of Services	
Development Services Lobbyist Services as per Scope of Services	
Financial, Budget, and Tax Lobbyist Services as per Scope of Services	
Transportation Lobbyist Services as per Scope of Services	
Air Quality/Environmental Health Lobbyist Services as per Scope of Services	

*****NOTE: All fees associated with these services are included in the cost per hour.**

Barnes & Associates

Firm/Individual

Mark Barnes

9/21/2012

Authorized Signature and Date

END OF PRICING SHEET