

STAFF REPORT

SUBJECT: Contract Awards for State Advocacy Services and Federal Advocacy Services  
FROM: Jennifer Yeamans, Senior Grants & Management Specialist  
DATE: February 24, 2026

---

**Action Requested**

Staff requests the Finance & Administration Committee recommend the Board of Directors approve Resolution 06-2026, awarding contracts to Townsend Public Affairs, Inc., for State Advocacy Services and to Carpi & Clay LLC for Federal Advocacy Services. Both contracts are for a two-year base term with three one-year options exercisable at LAVTA's sole discretion.

**Background**

Since April 2024, LAVTA has engaged the services of state and federal advocacy firms to assist in carrying out the agency's Legislative Program in Sacramento and Washington, D.C. After two successful one-year contracts awarded to two such firms, staff identified a need to engage state and federal advocacy partners on longer-term contracts to advance the agency's increasingly complex, ongoing, and longer-term strategic needs and priorities. The current one-year contracts, held by Townsend Public Affairs, Inc., for State Advocacy Services and Carpi & Clay LLC for Federal Advocacy Services, both expire March 31.

**Discussion**

On December 18, 2025, staff issued a Request for Proposals (RFP) #2025-13 to provide State and Federal Advocacy Services for a minimum base term of two years with three one-year optional extensions exercisable at LAVTA's sole discretion. The opportunity was posted publicly on LAVTA's Bonfire procurement portal and emailed to a list of known vendors offering such services. The RFP solicited proposals for two distinct scopes of work: (1) State Advocacy Services and (2) Federal Advocacy Services, and offered Proposers the choice to submit proposals for one or both scopes, to provide for the possibility of achieving efficiencies in effort and resulting cost savings. Both scopes encompassed similar activities tailored to the state and federal context, to be provided all-inclusive of a flat monthly fee as retainer, including:

- Representing and advocating on behalf of LAVTA with relevant government agencies and related interest groups.
- Facilitating meetings with legislators and legislative staff to promote LAVTA projects and priorities.

- Assisting with and supporting funding requests for LAVTA projects and priorities.
- Developing and maintaining contact with legislators to facilitate regular communications about LAVTA projects and priorities.
- Identifying and evaluating the potential impacts of proposed legislation, policies, and regulations on LAVTA.
- Meeting with LAVTA executive and legislative staff on a regular basis, and providing regular written reports to the LAVTA Board or Committees with presentations upon request.

LAVTA hosted a pre-proposal meeting on January 8, 2026, and received no questions or requests for clarification by the January 13 deadline, resulting in no Addendum being issued. Proposals were due January 23.

Three proposals were received in response to the RFP, two proposing to provide State Advocacy Services, one proposing to provide Federal Advocacy Services, and none proposing to provide both scopes of services. The proposers were Townsend Public Affairs, Inc., and E.J. Thronson Consulting for State Advocacy Services, and Carpi & Clay LLC for Federal Advocacy Services. The evaluation committee included LAVTA’s Executive Director and Senior Grants & Management Specialist and Napa Valley Transportation Authority’s Executive Director. The review team evaluated the proposals on four criteria:

<b>Criterion</b>	<b>Maximum Points</b>
Company Qualifications, Experience & References	30
Qualifications of Key Personnel	30
Reasonableness of Cost	20
Approach to Scope of Services	20
<b>Total Possible Points</b>	<b>100</b>

Following the review of the written proposals, all three members of the evaluation committee ranked Carpi & Clay as the top-rated (and only) proposer for Federal Advocacy Services, and Townsend Public Affairs as their top-rated proposer for State Advocacy Services. The results of the evaluations were as follows:

	<b>Federal Advocacy Services Only</b>	<b>State Advocacy Services Only</b>	
	Carpi & Clay	Townsend Public Affairs	EJ Thronson Consulting
Average Score (100 possible)	93	89	78
Number of first-place rankings	3	3	0
Number of second-place rankings	0	0	3

While only one proposal was received offering federal advocacy services, it was the highest-rated proposal of all three received. Both of the top-ranked firms, Townsend Public Affairs in Sacramento and Carpi & Clay in Washington, D.C., are currently providing advocacy

services to LAVTA under one-year contracts, and LAVTA staff has been highly satisfied with their performance and results to date.

Proposed cost increases associated with the new contracts relative to the current contracts' terms are summarized as follows:

- Carpi & Clay increased their pricing by 11% for the first year, but pricing then remains level throughout all four subsequent years including the option years, averaging 2.2% per year over the maximum contract term.
- Townsend Public Affairs kept Year 1 pricing the same, and then increased pricing in Year 2 by 8.3%. Prices would again increase by 7.7% in Year 4 (for Option Years 2 and 3) if exercised. Thus the average price increase per year over the maximum term would be 6.4%.

### **Fiscal Impact**

Costs associated with the two-year base contract terms are fixed at \$150,000 for State Advocacy Services and \$120,000 for Federal Advocacy Services. The not-to-exceed amounts for the maximum five-year terms are \$396,000 for State Advocacy Services and \$300,000 for Federal Advocacy Services.

Funds for these contracts are included in LAVTA's FY25–26 professional services budget and will be incorporated into future budgets in accordance with the agency's needs and strategic priorities.

### **Next Steps**

If the Board approves the contract awards, LAVTA staff will finalize and execute the Agreements and issue Notice to Proceed effective April 1, to continue implementing LAVTA's Legislative Program.

### **Recommendation**

Staff recommend the Finance & Administration Committee refer Resolution 06-2026 to the Board of Directors for approval, awarding contracts to Townsend Public Affairs, Inc., for State Advocacy Services and Carpi & Clay LLC for Federal Advocacy Services. Both contracts are for a two-year base term with three one-year options exercisable at LAVTA's sole discretion.

### **Strategic Plan Goal:**

Advocacy and Partnerships.

### **Attachments:**

1. Resolution 06-2026

**RESOLUTION 06-2026**

**A RESOLUTION OF THE BOARD OF DIRECTORS  
OF THE LIVERMORE AMADOR VALLEY TRANSIT AUTHORITY  
AWARDING STATE AND FEDERAL ADVOCACY SERVICES CONTRACTS**

**WHEREAS**, in March 2026, the Board approved Resolution 03-2026, affirming the agency’s 2026 Legislative Program; and

**WHEREAS**, LAVTA desires the services of a qualified advocacy services firm or firms to assist in efforts to advance the agency’s strategic legislative priorities in both Sacramento and Washington, D.C., over a multi-year timeframe to advance complex, ongoing, and longer-term needs and priorities; and

**WHEREAS**, LAVTA issued a Request for Proposals (RFP) for State and Federal Advocacy Services #2025-13 on December 18, 2025, affording offerors the opportunity to propose on either or both scopes of services requested for state advocacy services and federal advocacy services; and

**WHEREAS**, LAVTA received three proposals, two for state advocacy services, one for federal advocacy services, and none offering both services;

**WHEREAS**, LAVTA utilized the “Best Value” method for procurement, in conformance with applicable procurement guidelines, and the evaluation committee evaluated the proposals received and determined Townsend Public Affairs, Inc., to be the highest-ranked proposer for state advocacy services and Carpi & Clay LLC to be the highest-ranked firm for federal advocacy services, and both firms were deemed responsive and responsible; and

**WHEREAS**, LAVTA intends to enter into a contract with Townsend Public Affairs to carry out the state advocacy services scope of work and with Carpi & Clay to carry out the federal advocacy services scope of work requested in the RFP; and

**WHEREAS**, funds for this contract are included in the FY26 agency budget and for future years shall be within the annual Budget authority adopted by the Board of Directors;

**NOW, THEREFORE BE IT RESOLVED**, by the Board of Directors of the Livermore Amador Valley Transit Authority that the LAVTA Board authorizes the Executive Director to enter into a contract with Townsend Public Affairs, Inc., for State Advocacy Services for a base term of two years with three one-year options exercisable at LAVTA’s sole discretion, in an amount not to exceed \$396,000; and

**BE IT FURTHER RESOLVED** that the LAVTA Board authorizes the Executive Director to enter into a contract with Carpi & Clay LLC for Federal Advocacy Services for a base term of two years with three one-year options exercisable at LAVTA’s sole discretion, in an amount not to exceed \$300,000.

**PASSED AND ADOPTED** this 2nd day of March 2026.

---

Julie Testa, Chair

ATTEST:

---

Christy Wegener, Executive Director