

**STATE BOARD FOR COMMUNITY COLLEGES AND OCCUPATIONAL EDUCATION**  
 June 12, 2024

**TOPIC:** Colorado Community College System Office Spending Authority Request for Lobbyist Contract

**PRESENTED BY:**

Diane Duffy, Executive Vice Chancellor/Chief Strategy Officer *on behalf of Fiona Lytle, Chief Government & External Affairs Officer*

**EXPLANATION:**

Since 2005, CCCS has contracted with The Capstone Group, LLC and JLH Consulting and Public Affairs for state-level legislative consulting and lobbying services. In 2009, Mary Alice Mandarich Consulting joined the CCCS lobbying team as a sub-contractor under JLH.

The existing lobbying contract expires June 2024. The System completed a Request for Proposal (RFP) solicitation this spring for professional legislative consulting services that provide comprehensive, pro-active, highly effective confidential legislative and regulatory monitoring, lobbying, and government-relations services to advance the System’s goals and mission. Following a comprehensive process, the RFP committee selected the Capstone Group, LLC and JLH Consulting and Public Affairs to provide lobbying services.

Working as a team, Moira Cullen from the Capstone Group, LLC, Jason Hopfer from JLH Consulting & Public Affairs, LLC, and Mary Alice Mandarich as a sub-contractor under JLH will, throughout the year, provide legislative strategy, advocacy, assistance with building and maintaining strong, positive relationships with legislators and other government policy makers, tracking and reporting for legislative initiatives, proposals, and bills, and lobbying services.

Below outlines the prior 5-year contract costs:

	<b>Year 1 (FY-19)</b>	<b>Year 2 (FY-21)</b>	<b>Year 3 (FY-22)</b>	<b>Year 4 (FY-23)</b>	<b>Year 5 (FY-24)</b>	<b>Total</b>
Capstone	\$71,662.44	\$71,662.44	\$72,245.52	\$72,245.52	\$72,245.52	\$360,061.44
JLH	\$93,173.04	\$93,173.04	\$97,831.68	\$97,831.68	\$97,831.68	\$479,841.12
<b>Total</b>	<b>\$164,835.48</b>	<b>\$164,835.48</b>	<b>\$170,077.20</b>	<b>\$170,077.20</b>	<b>\$170,077.20</b>	<b>\$839,902.56</b>

Below outlines the proposed next 5-year contract costs:

	<b>Year 1 (FY-25)</b>	<b>Year 2 (FY-26)</b>	<b>Year 3 (FY-27)</b>	<b>Year 4 (FY-28)</b>	<b>Year 5 (FY-29)</b>	<b>Total</b>
Capstone	\$80,513.28	\$80,513.28	\$83,331.24	\$86,247.72	\$86,247.72	\$416,853.24
JLH	\$104,679.84	\$104,679.84	\$108,343.68	\$112,135.68	\$112,135.68	\$541,974.72
<b>Total</b>	<b>\$185,193.12</b>	<b>\$185,193.12</b>	<b>\$191,674.92</b>	<b>\$198,383.40</b>	<b>\$198,383.40</b>	<b>\$958,827.96</b>

**RECOMMENDATION:**

Staff recommends the Board approve the additional spending authority as outlined above with a total contract (including all options) to not exceed \$958,827.96. Staff also recommends that the Board delegate contract signature authority to the System Vice President of Finance and Administration, as long as State and Board fiscal processes are followed.