

March 18, 2026

Ms. Karen Anderson
Snohomish County Executive's Office
3000 Rockefeller Ave., M/S 407
Everett, WA 98201-4046

Dear Ms. Anderson:

Thank you for the opportunity to submit this proposal to continue providing state government relations services to Snohomish County. I am grateful that the county is interested in continuing our successful partnership. Over the last eight years we have shared successes in the operating, capital and transportation budgets, and have passed, stopped, and mitigated numerous bills of impact. Some examples include:

- \$1.5 million ongoing state operating funding for the Regional Apprentice Pathways Partnership (2019).
- \$150,000 for the Evergreen Speedway (2019).
- Legislation in support of Boeing, following the World Trade Organization's ruling about unfair business incentives (2020).
- \$2.5 million for the Food and Farming Center (2021).
- Mitigating the impact of COVID-era changes to the county's public health governance (2021).
- Nineteen transportation projects of county priority funded in the 2022 Move Ahead Washington package.
- \$10 million for three related sustainable aviation fuel programs, including at Paine Field (2023 & 2025).
- Legislation to extend the sales tax incentive for cities to annex unincorporated areas (2023).
- Several appropriations for projects in the Floodplains by Design program.
- Legislation ensuring farmers who open their operations for agritourism activities can continue to participate in the open space taxation program (2025).
- Local option public safety funding legislation (2025).
- Mitigation of impacts from legislation relating to compliance actions under the Growth Management Act (2025).
- Progress towards the mitigation of lost sales tax revenue from state tax reform legislation (2026).

I have also assisted the county in maneuvering the difficult transition of executive leadership at the Washington State Association of Counties, building and maintaining key relationships at the association and other large counties, and with Governor Ferguson's staff.

Based on this eight-year track record I am confident that continuing this partnership for another period will be a worthwhile investment for the county. While I remain flexible to meeting the county's needs, I am not proposing significant changes to my approach in representing the county. I would continue to be the lead at Columbia Policy Advisors and receive the support of others at the firm.

Our current contract provides \$130,008 per year (\$10,834/month) for 2025-2026, with an additional \$2500 allowance for work-related travel expenses. I propose simplifying the fee structure by removing the expense reimbursement provision, and providing modest fee increases to account for inflation as follows:

- 2026-2027 - \$135,600/year (\$11,300/month)
- 2027-2028 - \$138,000/year (\$11,500/month)
- 2028-2029 (if renewed) - \$140,400/ year (\$11,700/month)
- 2029-2030 (if renewed) - \$144,000/year (\$12,000/month)

I am open to updating other terms of the agreement, including the scope of work, but otherwise these terms remain satisfactory to me.

If I can answer any questions or you would like to discuss any of these matters, please let me know.

Thank you, again, for the opportunity to provide this proposal.

Sincerely,



Josh Weiss
Partner