

City of Culver City, California
City Council Agenda Item Report

Meeting Date: 06/26/06		Item Number: <u>A-3</u>	
AGENDA ITEM: Consideration of an Agreement with Joe A. Gonsalves & Son for State Legislative Advocacy Services for FY 06-07.			
Contact Person/Dept.: Shelly Wolfberg		Phone Number: (310) 253-6008	
Fiscal Impact: Yes ☒ No ☐		General Fund: Yes ☒ No ☐	
Public Hearing: ☐		Action Item: ☒ Attachments: ☐	
Public Notification: Joe A. Gonsalves and Son (6/21/06) and Master Notification List (6/21/06).			
Department Approval: Martin R. Cole (06/21/2006)		CAO Approval: Jerry B. Fulwood (06/21/2006)	
City Controller Approval: Marlee Chang (06/21/2006)			
<u>RECOMMENDATION:</u> Staff recommends the City Council approve an Agreement with Joe A. Gonsalves & Son (Gonsalves) for legislative advocacy services in Sacramento for FY 06-07 (subject to the approval of the Fiscal Year 2006/2007 Budget by the City Council). <u>BACKGROUND:</u> The City of Culver City engaged the services of Gonsalves in 2002, after a competitive RFP process. The City Council then authorized an agreement with Gonsalves in November 8, 2004, for the remainder of the fiscal year. The contract was then renewed by the City Council to be in effect for FY 05/06. The City's experience with Joe A. Gonsalves & Son has been positive. The lobbyist has interacted with City Council and staff and provided sound legislative advice. Gonsalves has reviewed bills introduced in the California Legislature and informed City staff of the legislation affecting the City's interests. Based on a list refined by Culver City staff, Gonsalves provides bill updates to City staff on a regular basis. Gonsalves also provides staff interpretations of bills and provides supporting data and analysis. Culver City staff members have drafted advocacy letters, which have accurately conveyed areas of interest to the City. These letters are consistent with the City's legislative program, adopted by the City Council. Staff transmits Culver City's position letters to Gonsalves, so that the firm will advocate the City's position to Senate and Assembly Members.			

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Gonsalves has been effective in meeting with legislators and their staff in Sacramento to advocate the City's position in various areas including Redevelopment, Transportation, Telecommunications, Interagency Communications Interoperability System (ICIS), the Infrastructure Bond legislation and in testifying before committees on the City's position. Staff and Councilmembers have had the opportunity to meet with Gonsalves in both Sacramento and in Culver City. Generally, CAO staff communicates with Gonsalves on a weekly basis for updates and to strategize on positioning the City in Sacramento on various issues.

DISCUSSION:

The presence of a full-time lobbyist in the Capitol and the ability of staff to engage in advocacy on a full-time basis promote the City's ability to effectively address important legislative matters. A lobbyist allows the City to speak with one voice and to have a presence in the Capitol to express the concerns and interests of Culver City.

Gonsalves has stated its desire to continue its agreement with the City of Culver City at \$3,500 per month or \$42,000 for FY 06-07, a fee that remains unchanged from FY 05-06. Staff recommends continuing the services of Gonsalves. The monthly retainer includes all expenses such as Fair Political Practice Commission (FPPC) filings, telephone calls and faxes.

Because of Culver City's positive experience with this firm, and because of their highly-regarded reputation in the Capitol, staff recommends that the City Council approve an Agreement with Joe A. Gonsalves & Son without conducting a formal bid process, since one took place in 2001.

FISCAL ANALYSIS:

There is adequate funding in the CAO's proposed budget for FY 06-07 (Account Number 10110100.619800) (subject to approval of the Fiscal Year 2006/2007 budget by the City Council).

ATTACHMENTS:

None

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MOTION:

That the City Council:

1. Waive the formal competitive bid process; authorize the award of a professional services agreement in the amount of \$42,000 with Joe A. Gonsalves & Son for legislative advocacy in Sacramento (subject to the approval of the Fiscal Year 2006/2007 Budget by the City Council); and
2. Authorize the City Attorney to prepare the necessary documents and authorize the Chief Administrative Officer to sign the documents.