

City of Culver City, California
City Council Agenda Item Report

Meeting Date: 07/02/07		Item Number: <u>A-4</u>	
AGENDA ITEM: Approval of an Amendment to the Existing Professional Services Agreement with Joe A. Gonsalves and Son for Lobbying Services in Sacramento for an Additional Three-Year Term with an Optional Two-year Extension.			
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 (6/28/07) and Master Notification List (6/28/07).			
Department Approval: Martin R. Cole (06/18/07)		City Attorney Approval: Carol Schwab (by H. Iker) (06/18/07)	
City Controller Approval: Marlee Chang (06/27/07)		City Manager Approval: Jerry B. Fulwood (06/28/07)	
RECOMMENDATION: Staff recommends the City Council approve an amendment to the professional services agreement with Joe A. Gonsalves & Son (Gonsalves) for legislative advocacy services in Sacramento for an additional three-year term, with an optional two-year extension in an amount not to exceed \$42,000 per year. BACKGROUND: 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. On June 26, 2006, the contract was renewed by the City Council to be in effect for FY 2006-07. 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. Staff has transmitted Culver City's advocacy letters to Gonsalves, so that the firm will advocate the City's position to the Governor, Senate and Assembly Members and staff.			

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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 Transportation, Interagency Communications Interoperability System (ICIS), water assessment district legislation, the Infrastructure Bond legislation, the Governor's Budget and in testifying before committees on the City's position on various bills. Staff and Councilmembers have also had the opportunity to meet with Gonsalves in Sacramento. Generally, 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 2007-08, a fee that remains unchanged from FY 2006-07. 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.

FISCAL ANALYSIS:

There is sufficient funding upon approval of the adopted FY 2007-08 City Manager's Office Other Contractual Services account.

Additionally, the lobbyist will represent the City on issues that would have a negative impact on City services. Further, they would also represent the City to advocate against issues that would have a negative fiscal impact to the City and would support items seeking State funding for specific projects that would benefit the City.

ATTACHMENTS:

None.

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MOTION:

That the City Council:

1. Approve an amendment to the existing professional services agreement with Joe A. Gonsalves & Son for legislative advocacy in Sacramento for an additional three-year term expiring on June 30, 2010, with an optional two-year extension, at a rate of \$3,500 per month for a maximum amount of \$42,000 annually; and
2. Authorize the City Attorney to prepare the necessary documents and authorize the City Manager to execute such documents on behalf of the City.