

MEETING DATE

July 11, 2005

AGENDA ITEM

Consideration of an Agreement with Joe A Gonsalves & Son for Legislative Advocacy Services in Sacramento for FY 05-06

ATTACHMENTS

Pages

1 Background Information on Gonsalves and Son

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Joe A. Gonsalves & Son

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July 5 2005

Ms Shelly Chagnon
City of Culver City
9770 Culver Boulevard
Culver City CA 90232

Dear Shelly

It has been a pleasure to work with you in representing the city of Culver City before the California State Legislature. As requested, I have enclosed some background information for you and your Council on our firm.

Our firm was founded by my father, Joe A. Gonsalves, in 1975. He served as a member of the California State Assembly from 1962 through 1974. Prior to that, he served as a Dairy Valley Council Member including two years as Mayor of the city of Dairy Valley, which is now the city of Cerritos.

I joined the firm in January of 1977. I was previously employed for a year and one half by the California State Senate. Shortly after I joined the firm, we incorporated, and we are now known as Joe A. Gonsalves & Son.

In December of 1998, my son, Jason, joined the firm to assist us with our lobbying efforts. That gave our firm the proud distinction of being the first to have three generations of legislative advocates working on behalf of their clients, which continued until my father passed away in July 2000. Our firm continues the proud tradition of being one of the more prominent and successful firms in Sacramento.

We have three capable assistants, and our office has taken full advantage of all of the latest technology, which includes Computers, Internet, and E-mail. We have contracts with State Net, AT&T Broadband, and the State of California. These services provide us with up-to-date legislative information and the complete legislative bill service. We are able to monitor all committee hearings held at the State Capitol from our office by audio or visual means as they occur, which benefits the clients we represent.

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I have attached a list of our present clients. As you can see we do represent a large number of cities. We believe the reason our cities client list has grown over the years is our ability to provide the desired service.

We also represent a very distinguished group of clients other than cities. For example the Del Mar Thoroughbred Club operating the most successful race meet in the United States. Also the Port of Long Beach operating within the largest port complex in the United States doing more container movement than any other complex. I feel strongly that it is this blend of special people who make us effective before the California Legislature.

Our firm has a long history of successfully representing cities before the California State Legislature. Fiscal reform was a key issue for our client cities this past legislative year particularly as it related to the development of Proposition 1A.

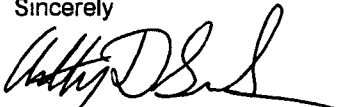
Even though we have a large client base of cities we have been very careful over the years to only respond to proposals from cities that have the same characteristics or similar interests with the rest of our clients. We feel this is the only way we can be effective in representing our clients on the major issues that come before the Legislature (i.e. fiscal reform).

We have attached for your review a copy of our existing contract with your City. If you have any changes you would like to make in the contract please feel free to discuss those with me.

Our firm operates on a very personal and professional level always working hard to accomplish our clients goals which is reflected in my father's words that was the lead in an LA Times article regarding lobbyists 'Lobbyists are like parachutes. You don't need them very often but when you need them they'd better work.'

Again it has been a pleasure and honor for us to represent the city of Culver City and we look forward to continue working with you on behalf of your fine city.

Sincerely



ANTHONY D. GONSALVES

ADG/dj



Joe A Gonsalves & Son

Anthony D Gonsalves

Jason A Gonsalves

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Joe A. Gonsalves & Son Client Cities

Arcadia	Irwindale	Roseville
Beaumont	La Mirada	Santa Fe Springs
Bellflower	Laguna Hills	Simi Valley
Camarillo	Laguna Niguel	South Gate
Carlsbad	Lakewood	Thousand Oaks
Cerritos	Lawndale	Ventura
Chino Hills	Monrovia	Victorville
Commerce	Monterey Park	West Sacramento
Concord	Moreno Valley	Yuba City
Culver City	Norwalk	
Diamond Bar	Palm Desert	
Elk Grove	Palmdale	
Fairfield	Paramount	
Folsom	Pittsburg	
Fontana	Pomona	
Hawaiian Gardens	Rancho Cucamonga	
Huntington Park	Redding	
Industry	Rosemead	