January 31, 2006

AGENDA ITEM

Report: Request for Direction Regarding Award of Bid for State Legislative Advocacy Services

(1) Motion providing direction regarding award of bid for State Legislative Advocacy Services.

COUNCIL ACTION

Public Hearing [ ]  Ordinance [ ]  Consent Calendar [ ]  Action Item [X]  Report Only [ ]

Approved for January 31, 2006 calendar

ADMINISTRATIVE ACTION

Submitted & Prepared
Elaine I. Aguilar, Assistant to the City Manager

Approved
James E. Starbird, City Manager

Reviewed
Robert McFall, Assistant City Manager
Scott Howard, City Attorney

RECOMMENDATION

Staff is requesting that the City Council provide direction regarding the award of bid for State Legislative Advocacy Services.
SUMMARY

The City Council previously took action directing staff to solicit proposals for State Legislative Advocacy services. A total of six (5) proposals were received. The Staff review team selected four (4) firms to interview. At the conclusion of the proposal review and the interviews, the proposal submitted by Emanuels Jones and Associates was selected as the top proposal by the staff review team. The firm of Townsend Public Affairs ranked second, while the firms of Schott & Lites and Cline & Duplissea ranked 3rd and 4th respectively. There are a number of options available to the City and Staff is seeking direction regarding how to proceed.

FISCAL IMPACT

The City’s budget includes $44,200 for these services. The costs are apportioned equally between the General Fund, Redevelopment Agency, and Glendale Water and Power funds. The proposal submitted by Emanuels Jones and Associates indicates an annual cost of $43,200, plus expenses not to exceed $1,000. (The same rate as the current contract.) Proposers submitted costs ranging from $60,000 annually, with no cap on expenses, to $84,000 annually, with no cap on expenses.

BACKGROUND

Staff was previously directed to solicit proposals for State Legislative advocacy services. The City’s current consultant, Emanuels Jones and Associates was invited to participate in the process.

The Request for Proposals and the process to be used to evaluate the proposals was pre-approved by the City Council. In order to solicit proposals, a notice was printed in the local newspaper and notices were mailed to approximately 50 Sacramento registered lobbyists that had municipal (city) clients. A total of six (5) proposals were received.

The RFP included the following scope of services:

a) Following issues of particular interest to the City of Glendale;
b) Assisting in establishing relations between Council members and legislative persons, including Chairs of key committees and other important decision makers; this includes, but is not limited to, arranging meetings in Sacramento with legislative representatives, Chairs of key committees, heads of State departments, and other State officials.
c) Helping City staff in obtaining information to assist the Council in making decisions;
d) Alerting the City of proposals moving through the Legislature that may impact Glendale;
e) Tracking legislation after the City has taken a position;
f) Lobbying positions taken by the City for and against legislation.
g) Conducting quarterly briefings to provide legislative updates regarding relevant issues at City Council meetings and to seek City Council input and direction.
h) Conducting quarterly briefings with Staff (at Glendale City Hall) to provide written legislative updates regarding relevant City issues and to hear from City Departments to receive direction and perform follow-up as requested.

The proposal stated that the evaluation/selection criteria would be based upon:

a) Expertise, competence, experience, performance, solvency and responsiveness;
b) References, demonstrated success;
c) Expertise and experience of consultant staff assigned to Glendale;
d) Completeness of Proposal Documents;
e) Cost.

A staff team composed of representatives from Management Services, Community Development and Housing, Public Works, Development Services, the Library and Police Department, performed two reviews. First the proposals were evaluated to determine which firms would be invited to participate in a Staff interview. Four firms were selected to continue in the process. The four firms were then interviewed and rankings were developed.

Proposal Review
A summary of information taken directly from the proposals of the four interviewed firms is shown below and on the next page. The firms are listed in the ranking developed after the interview process.

<table>
<thead>
<tr>
<th>Firm</th>
<th>Financial Summary (Contract Cost)</th>
<th>Cities Served/References</th>
<th>Highlights</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emanuels Jones Associates</td>
<td>$3,600 per month plus expenses, not to exceed $1,000 annually.</td>
<td>15 Cities as clients: (Partial listing) Sacramento, Glendale, Burbank, Pasadena, Santa Rosa, Santa Clara, Newport Beach, Lake Forest, Walnut Creek, Rancho Mirage, Murrieta, Novato, Truckee, Indian Wells, Lancaster 4 Municipal associations: CRA, Orange County League of Calif. Cities, Marin County Council of Mayors, Public Employment Service Authority</td>
<td>Firm existence: Firm founded 1987/ In 2002 David Jones became principal owner.</td>
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<td></td>
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<td>Budget Funding Requests- detailed in proposal.</td>
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<td>Enacted Laws – listed in proposal.</td>
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<tr>
<td>Firm Name</td>
<td>Retainer Fee</td>
<td>Cities as Clients</td>
<td>Municipal Associations</td>
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<tr>
<td>Schott &amp; Lites</td>
<td>$6,000 monthly retainer, plus reimbursement for travel expenses outside of Sacramento.</td>
<td>2 Cities as clients (contracted for specific issue) Gardena and Indio.</td>
<td>4 Municipal associations: State Association of County Retirement Systems, Calif. Assoc. of Port Authorities, San Francisco Bar Area Rapid Transit District, and Elsinore Valley Muni. Water Dist.</td>
</tr>
<tr>
<td>Cline &amp; Duplissea</td>
<td>$7,000 per month, plus expenses (faxes, duplication costs, postage, long distance telephone calls, etc.) no limit.</td>
<td>6 Cities (past and current): San Marcos, Banning, Daly City, Artesia, Riverside, Industry</td>
<td>6 Municipal associations (past and current): County of L.A, Riverside County, San Bernardino County, San Mateo County, Port of Redwood City, San Mateo County Transit Dist</td>
</tr>
</tbody>
</table>
Interview Rankings
Four finns were invited to participate in the interview process. All four finns were interviewed. At the conclusion of the interview process, Emanuels Jones Associates was ranked the highest, with Townsend Public Affairs ranked second. Then there was a gap between the second (Townsend Public Affairs) and third (Schott & Lites) ranked firm. Cline & Duplissea ranked fourth in the ratings.

A summary of the results of the interview process is shown below:

- Emanuels Jones and Associates- Most extensive municipal experience, all clients are cities or municipal associations which eliminates potential conflicts with Counties or private industry. Firm with most experience handling all municipal needs for greatest number of larger municipalities. Current lobbyist for Burbank and Pasadena. Synergy between cities, seen as benefit. Ranked first in legislative accomplishments (most bills lobbied and enacted.) Ranked second in demonstration of ability to obtain funding.

- Townsend Public Affairs – Ranked second in current municipal experience, and experience in handling all of a municipality legislative needs. Second most experience with large, full service cities. Slight concerns with potential conflicts with private clients. Ranked second in legislative accomplishments. Ranked first in demonstrated ability to obtain funding.

- Schott & Lites - Experience with two municipal clients (Gardena and Indio), however, were contracted for a specific city issue, not for all municipal lobbying, also not currently on retainer. Slight concerns with potential conflicts with private clients. Primary emphasis seems to be in transportation related issues (significant experience with BART).

- Cline & Duplissca – Experience with six current and former cities, but primarily to lobby for specific issues. Slight concerns with potential conflicts with private clients and with counties. Information not provided regarding legislative and funding accomplishments.

To summarize the basic differences, the City received proposals from two very different types of finns. Only one firm specializes in municipalities, while the other finns have both public and private sector clients. It is important to note that there are pros and cons for both types of finns. When the finns were asked about resolving potential conflicts, all the finns indicated that they would lobby for the client with the longest history with the firm. Glendale is one of Emanuels Jones most senior clients, and would be the most junior of clients with a new firm.

Additionally, while cost was not the overriding factor, it should be noted that all of the finns are from $16,800 (plus expenses) to $40,800 (plus expenses) more expensive than the City’s current firm.

Summary - Options
At the conclusion of the staff review process, the firm of Emanuels Jones Associates ranked first. However, a number of options are available to the City Council.
1. Renewing the contract with Emanuels Jones and Associates – one option is to authorize Staff to renew the contract with Emanuels Jones Associates.

2. Awarding the contract to another proposer – The City Council could authorize Staff to enter into an agreement with any of the firms.

3. Rejecting all proposals and directing that proposals be re-solicited – The Council could authorize Staff to reject all the proposals and re-solicit proposals. Staff would need direction regarding whether or not the current consultant is invited to participate in the process. For the past three years, Staff has received phone calls and letters from firms that indicate they will not submit a proposal because they respect the City’s current firm and state that the City is currently well represented in Sacramento. It is Staff’s opinion that potentially many additional proposals would be submitted if the City clarified that it desires a different firm and the current firm would not be participating in the process.

4. Directing that the proposers be invited to be interviewed by the City Council – The City Council could direct staff to invite the current firms for an interview with the City Council. Staff would need direction regarding which firms should be invited to the interviews.

5. Any other option desired by the City Council.

EXHIBITS
1. Emanuels Jones and Associates Proposal
2. Townsend Public Affairs Proposal
3. Schott & Lites Proposal
4. Cline & Duplissea Proposal
MOTION

Moved by Council Member __________________________,
seconded by Council Member __________________________,
with respect to State legislative advocacy services, staff is hereby directed to:

* [negotiate and execute an eighteen month agreement with Emanuels Jones and Associates for state legislative advocacy services, in the sum not to exceed $3,600 per month plus expenses not to exceed $1,000 annually.]

* [prepare for Council consideration a budget appropriation and motion authorizing negotiation and execution of an agreement with ____________ (one of the other firms proposing to provide legislative advocacy services).]

* [reject all proposals and re-solicit proposals for legislative advocacy services. The City's current provider of legislative advocacy services (is/is not) invited to participated in such proposal process.]

* [invite the following firms to interview with the City Council: _____________________________________________________________________]
June 15, 2005

Elaine I. Aguilar, Assistant to the City Manager
City of Glendale
613 E. Broadway, Suite 200
Glendale, CA 91206

Re: Proposal for State Legislative Advocacy Services

Dear Elaine,

We are pleased to submit the attached Proposal for State Legislative Advocacy Services. As you know, I assumed ownership of Emanuels Jones & Associates from Ken Emanuels, the founding partner. I have been a partner with Mr. Emanuels since January 1, 2002. I have 20 years experience lobbying for city governments including fourteen years lobbying in Sacramento, five years lobbying in Washington D.C. and ten years overseeing the League of California Cities' federal agenda.

I will have the "lead" responsibility to carry out this firm's lobbying activities on behalf of the City of Glendale.

Anne Blue joined the firm in January and brings a great deal of experience to the staff. She began her career with local government as an elected official, serving as the first Mayor of the Town of Loomis. After 12 years of lobbying for the City of Los Angeles, Anne was promoted and spent six years as the Chief Legislative Representative for the City.

Four characteristics set our firm apart:

- We emphasize a high level of personal service to each client. To achieve this objective, we decline requests for proposals when the workload would stretch our capacity to serve our clients to their full satisfaction.
- Our experience and knowledge of city government, municipal law and municipal finance is unmatched.
- Our clients are well connected politically, giving us access to the legislative leadership
- We offer a singular record of achievement in securing enactment of clients' legislative proposals.
At present, this firm represents 18 cities and associations. As a graduate of the League's lobbying staff, I can offer unsurpassed expertise in effective state lobbying and municipal government.

Client Cities
Sacramento          Burbank          Walnut Creek          Novato
Glendale            Rancho Mirage    Truckee              Santa Rosa
Newport Beach       Indian Wells      Santa Clara          Pasadena
Lake Forest         Murrieta          Lancaster

Client Associations
Orange County Division, League of California Cities- (30 cities)
California Redevelopment Association- (350 city and county agencies)
Marin County Council of Mayors and Council Members- (9 cities)
Public Employment Service Authority

In particular I take pride in the record of legislative achievement of this firm since I joined it in January 2002. Please see Attachment A entitled "Highlights of Local Government Bills Enacted into Law." Also included is Attachment B, which lists our achievements with budget funding requests ($18.5 million in local grants) on behalf of our clients over the last 2-1/2 years.

We appreciate the opportunity to present our proposal to the City of Glendale.

Sincerely,

David A. Jones
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**Attachment A**

Highlights of Local Government Bills Enacted into Law
Sponsored and Co-Sponsored by Emanuels Jones & Associates

**Attachment B**

$18.5 m. in Successful Funding Proposals since 2002
1. Qualifications of the Firm. David A. Jones and Anne J. Blue.

Organization and History: Two veteran city lobbyists have joined together to offer 38 years of experience and achievements.

Established by Kenneth Emanuels in 1987, this firm is now owned by David Jones. The firm’s legislative assistant and office manager is Mrs. Katherine Curtis. Mr. Jones, whose combined advocacy experience totals 20 years of lobbying in Sacramento and Washington D.C. on behalf of city governments exclusively, shares legislative and administrative lobbying with Ms. Anne Blue, a senior principal who has lobbied city issues in Sacramento for 18 years. No lobbying responsibilities from your contract will be delegated to other employees or subcontracted to other lobbying firms. Mrs. Curtis has served as legislative assistant, secretary and office manager since 1987. She regularly assists clients by responding to written and telephone inquiries and is very familiar with the inner workings of the State Capitol.

[Image of David A. Jones]

Personal history: David A. Jones, principal. 20 years of lobbying experience. League of California Cities advocate for municipal revenue and taxation. League’s legislative coordinator. League federal affairs director for 16 years.

Immediately prior to joining Emanuels Jones & Associates in January 2002, Mr. Jones worked as the Legislative Coordinator and Revenue and Taxation lobbyist for the League of California Cities, serving the League in the critical role of legislative strategist on state budget issues. Mr. Jones coordinated the efforts of the League’s five member lobbying team and prioritized legislative activities. He worked principally on municipal finance issues including all sales and property tax legislation, redevelopment, Proposition 218 implementation and municipal investments and bonding. He is intimately familiar with the state budget process. Mr. Jones also directed the League’s federal advocacy for more than a decade.
Prior to being promoted to revenue and taxation lobbyist at the League, Mr. Jones had direct responsibility over public works, transportation, public safety and the telecommunications areas. He developed expertise in the details of transportation and public works finance and cable television franchise agreements. He negotiated bills regarding transportation infrastructure financing, as well as implementation of the COPS program and the creation of the booking fee reimbursement for cities.

David Jones began his League career as the federal representative where he lobbied on issues of federal concern to California cities. During his tenure, Mr. Jones worked on numerous bills of note including the major tax reform measures, TEFRA, COBRA and DEFRA, as well as on the federal Telecommunications Act, ISTEA and TEA 21. Mr. Jones understands the congressional process and has collaborated with numerous federal agencies to implement municipal programs.

**Employment and Education**


Responsible for formulating and implementing the League’s legislative strategy for budget and taxation issues. Supervised the League’s Federal lobbying program and coordinated the efforts of the League’s five lobbyists. Reported to the Board of Directors and Executive Director.

Responsible for over 900 bills per session regarding these critical issue areas.

Advocated on behalf of California cities in Washington D.C. Worked extensively with Congressional offices, the Administration and Federal agencies. Augmented the efforts of the National League of Cities and U.S. Conference of Mayors.

Analyzed and tracked legislation from multiple states in the areas of utilities, telecommunications, and petro chemicals. Assisted in the preparation of searchable data base.

**Education**

B.A. Political Science, University of California, Santa Barbara. 1982.
Employment and Education


Chief Legislative Representative, City of Los Angeles, 1999-2004.
Chief lobbyist for the City of Los Angeles, reporting to the Mayor, responsible for supervising the city's three person lobbying team. Priority was to maintain relationships with 27 Senators and Assembly Members who constitute the City's delegation. Assisted in the development of the City's legislative positions. Drafted and sponsored legislation. Testified for and against legislation on behalf of the City. Primary negotiator on bill amendments. Supervised two contract lobbying firms employed by the City.

Representative legislation that was successfully sponsored and lobbied to enactment by Ms. Blue on behalf of the City includes:

2000 - AB 1913 (Cardenas). Ch. 353. Appropriates $121.3 m. to fund local juvenile justice programs and $121.3 m. to fund the COPS programs for cities and counties.
2000 - AB 1422 (Torlakson). Ch. 204. Requires passersby and spectators who witness a violent crime against children under 14 years old to report the crime to law enforcement.
2001 - AB 63 (Cedillo). Ch. 915. Permits city finance officials to receive FTB tax information to assist in city business license collections.
2001 - AB 472 (Cedillo). Ch. 414. Improves procedures that cities may use to require abatement of substandard conditions in rental residential properties.
2002 - SB 510 (Scott). Ch. 608. Gun safety. Requires that all semiautomatic pistols manufactured or imported into this state for sale include a chamber load indicator that indicates to a person unfamiliar with the operation of the semiautomatic pistol that a cartridge is in the firing chamber.
2002 - SB 1922 (Romero). Ch. 327. Exempts municipal utilities that transport a single shipment of up to 5000 gallons of mineral oil from certain manifest and registration if the oil does not meet a toxicity test.

Represented City as one of its three lobbyists. Areas of expertise were: housing, redevelopment, planning and land use, social services including child care, domestic violence and fire protection. Also specifically represented the City’s Police Department, Harbor Department and the International Airport.

Direct local government experience as an elected official.

Mayor and council member, Town of Loomis, pop. 6000, 1984-1988.
Was the first mayor of the first elected council of the Town of Loomis. Provided leadership for the newly incorporated city. First task was hiring of competent staff, negotiating salaries and developing job descriptions and employee guidelines. With the city manager, negotiated service contracts with the county sheriff. Initiated city’s first general plan.

Vice Chair, LAFCO, Placer County, 1984-1988.
Represented cities within Placer County on the local LAFCO.

Member, Community Services Commission, Placer County, 1984-1988.
Advisory oversight commission for county social services, including “meals on wheels”, intervention for homes with domestic violence and a suicide hot line.

Licensed real estate agent for and co-owner of Forrest Blue Properties, 1978-1986
Acquisition of commercial real estate projects in the Sacramento and Placer County region.

Education

B.S. Education, Auburn University. Auburn, Alabama, 1970
II. Successes of this firm. Under the direction of David Jones. $18.5 million in grants since 2002 for client cities.

The record of legislative achievement by this firm is a source of professional pride. We believe that, above all, the legislative record measures the skill and ability of a lobbyist firm to "get the job done." No amount of silver tongue rhetoric, bluster or claims of friendships or relationships should ever replace the actual record. The City of Glendale should not consider hiring a lobbying firm that hasn't already accomplished for similar cities what it wants to achieve for itself.

The firm's successes with respect to grant funding is contained in Attachment B: $18.5 million in grants for city clients since 2002.

III. Solvency

Emanuels Jones and Associates has been in existence since 1987 and has represented 14-20 clients per year since 1999. Total billing for the firm for the year 2004 was $779,000. At present, we represent 18 clients. In 2003, the firm billed for $742,000 and in 2002 for $706,000. Emanuels Jones & Associates has a proven track record of financial stability and longevity. Further documentation of the solvency of the firm will be provided upon request.

IV. Work Plan

Available services are highly personalized to the needs of the municipal client.

This firm has no uniform format and sets few limits on the kinds of personalized services it provides to our municipal clients. We are open to the specific needs of the City staff and council members. Our clients are encouraged to design an individualized legislative program that meets their requirements and interests. Because we charge for our services by a 12-month retainer and not by hourly billing, we are available to assist our clients in designing and implementing a legislative program that matches their level of interest and priorities.

Located across the street from Capitol Park, the firm offers a full range of services for effective representation before the State Legislature and state administrative agencies. State administrative agencies the firm has worked to resolve clients' problems with include:

- Department of Finance
- Board of Equalization
- Franchise Tax Board
- Department of Fish and Game
- Department of Toxic Substances Control
- Department of Real Estate
- Office of Emergency Services
- Department of Health Services
- State Water Resources Control Board
- Department of Transportation
- Department of Education
- Office of Criminal Justice Planning
- Trade and Commerce Agency
- State Controller
- Department of Parks and Recreation
- General Services
- Department of Insurance
- Department of Housing and Community Development
- Energy Commission
- Department of Youth Authority
- Integrated Waste Management Board
- Public Employees Retirement System
- Office of Planning and Research
- California EPA
Special reports when appropriate and necessary

With respect to the very highest priority issues affecting all cities (i.e. state budget crisis), we regularly supplement the League’s Priority Focus Bulletins by supplying our clients with e-mail updates designed to fit their specific needs.

Responsiveness to client’s requests: personal and immediate

Obviously ours is a small firm of two experienced professionals. We decline requests for proposals for new contracts when the workload would stretch our capacity to serve our clients to their satisfaction. As a result, we have the time to stay in close contact with each of our clients. There is never a reason we cannot respond to a phone call or e-mail within the same day, even when we are in the Capitol for hearings or floor sessions. We invite our clients to use our home and cell phone numbers for urgent after-hours communication.

V. Core Level of Services Proposed for the City of Glendale

While this firm develops an individualized scope of services for each of its clients, a core set of services is common to all and would be appropriate for the City of Glendale as well.

After a client has adopted its legislative program for the year, we guarantee that we will devote as much time and resources as necessary to achieve the objectives of the program. Obviously, we can’t guarantee successful results, but we promise to cut no corners. We can do this because our retainer fee does not limit our time commitment to clients.

For each “full service” client interested in conducting a results-oriented legislative and administrative agency advocacy program, we offer the following services:

(a) Assist City Council and staff in developing strategies to successfully implement the City’s legislative and administrative agency program.
   • Meet with Council Members, City Manager and department heads upon request. Such meetings may be used to provide legislative and administrative agency update briefings, to develop strategy for the City’s legislative and administrative agency advocacy program or to elicit specific proposals for legislative action.

(b) Represent and testify on behalf of the City in meetings or hearings with state agencies, boards, commissions and other legislative bodies.

(c) Sacramento visits
   • Prepare briefing materials and arrange appointments for Council Members and City staff when they travel to Sacramento to advance the City’s legislative or administrative agency advocacy agenda.
(d) Read all bills as introduced and all bill amendments as introduced. Identify legislation that significantly or uniquely impacts the City of Glendale.
   - Alert the City staff to the legislation and provide copies to City Manager’s office in a timely manner.
   - In order to anticipate emerging issues, attend all weekly “city caucus” legislative briefings conducted by the League of California Cities. Maintain professional relationships with the League’s legislative staff, other city lobbyists, legislative committee staff and Administration officials.

(e) Track and report on legislation which the City has targeted with a support or oppose position.
   - Report on the status of all bills on which the City has an adopted position. Reporting frequency will be as requested. We recommend biweekly or monthly using a matrix format.
   - Provide City staff with advance notice of hearings and critical actions relating to priority issues and bills as identified by the City.

(f) Develop an effective professional and personal relationship with the City’s legislative delegation, Senator Jack Scott and Assembly Members Dario Frommer & Keith Richman, and their principal staffs.

(g) If the City sponsors legislation (2 to 3 bills per year maximum), this firm will:
   - Coordinate drafting of legislation.
   - Seek legislative author or co-authors.
   - Seek co-sponsors and support from other Sacramento based lobbying organizations and other cities, including the League.
   - Meet with opponents and legislative consultants to understand the nature of opposition and possibilities for mutually agreeable amendments. Draft amendments if appropriate.
   - Arrange for City officials to meet with legislative committee chairs, committee members and staff consultants (including party caucus staff) in advance of committee hearing and vote.
   - Assist City officials in preparation of hearing testimony.
   - Lobby committee members individually for support vote.
   - Arrange for City officials to meet with the Governor’s Office, Department of Finance and relevant state departments.
   - Prepare support letters to Assembly and Senate floors. Lobby floor votes.
   - Prepare “request for signature” letter to Governor.

(h) If the City seeks a budget appropriations (2 or 3 per year maximum), we will follow the path of tasks outlined above as modified for the budget adoption process.

(i) Lobby on behalf of the City for positions (non-sponsorship bills) adopted by the City Council.
• Communicate position to City’s legislators via letter and when feasible in person.
• Individually or in coordination with allied cities or the League of California Cities, present testimony before legislative committee on City’s position. When appropriate meet with committee consultants, committee chair and committee members to advance the City position.
• When requested, arrange for Glendale officials to present testimony, meet with committee chair and members in advance of the hearing date.
• Assist Glendale officials in preparation of testimony before legislative committees.
• As requested, prepare letters on behalf of the City of legislative committees, Assembly and Senate floor and to the Governor.

(j) Unlimited general legislative inquiry service

• Respond to City staff’s questions about legislation, committee analyses or impact of legislation on the City of Glendale.
• Be available by telephone, fax or e-mail for direct consultation on any matter relating to state legislative or administrative matters.

(k) Assist Glendale officials to develop an effective working relationship with the chairs and members of the Senate and Assembly Local Government and Appropriations Committees, the Governor’s office and the Department of Finance

• Arrange timely meetings.
• Seek support for City issues.
• Prepare briefing papers for state officials and City Council members.
VI. Compensation and Reimbursement

This firm’s practice is to enter into a fixed fee professional services contract with its municipal clients.

Based on our understanding of the City’s objectives and desired scope of services and in consideration of similar legislative advocacy programs of comparable client cities of similar size, the fee for the proposed scope of work for the first year of the contract would be $3,600 per month or $43,200 per year. In addition, clients are billed for reimbursement of direct costs such as telephone, fax and mailing costs, legislative computerized bill tracking service and legislative bill service, not to exceed $1,000 per 12-month period.

We do not bill our services by “time and materials” or by means of an hourly fee. The reason is simple. The value of 3 hours of a lobbyist speaking with legislators and committee staff in the Capitol Building during the last three weeks of the Session (August) is many times greater than during the first three weeks of the Session (January) because the end of the Session is most typically when the final votes are taken and when the most difficult and contested decisions are made.

Further, credibility and relationships are important tools of the trade for advocates. Creating and building credibility and relationships with legislators and committee staff can take time and require patience. Not all encounters can be attributed to the specific needs or issues of individual clients. How can a lobbyist allocate to specific clients his or her time for the hours and indeed days spent with legislators or Capital staff, especially when the Legislature has recessed or adjourned?

At this time, it is not known to what extent the City expects to advocate changes to state agency regulations or to sponsor legislation or budget requests each year. However, we do anticipate that the City will take positions on and track a significant number of bills. The City requires regular, timely and insightful communication from its Sacramento lobbyist in order for City staff and elected officials to protect and advance its interests.
VII. Current Client List

California Redevelopment Association
John Shirey, Executive Director
Anne Moore, President
(Executive Director, Sacramento Housing and Redevelopment Agency)
1400 K Street, Suite 204
Sacramento CA 95814
916/448-8760
E-mail: jshirey@ca-redevelopment.org

Orange County Division League of California Cities
Michael Gold, Executive Director
600 W. Santa Ana Blvd., Suite 214
Santa Ana CA 92701
714/972-0077
E-mail: mgold@occities.org

Marin County Council of Mayors and Council Members/City of San Rafael
Rod Gould, City Manager
1400 Fifth Street
San Rafael, CA 94901
415/485-3070
E-mail: rod.gould@ci.san-rafael.ca.us

City of Sacramento
Heather Fargo, Mayor
Bob Thomas, City Manager
Sue O'Brien, Assistant to Mayor
915 I Street, Room 205
Sacramento, CA 94814
(916) 808-5300
E-mail: hfargo@cityofsacramento.org

City of Burbank
Mary Alvord, City Manager
275 E. Olive Avenue
Burbank, CA 91510
818/238-5800
E-mail: malvord@ci.burbank.ca.us
City of Santa Rosa
    Jeff Kolin, City Manager
    100 Santa Rosa Avenue
    Santa Rosa, CA 95404
    707/543-3020
    E-mail: jkolin@ci.santa-rosa.ca.us

City of Newport Beach
    Homer Bludau, City Manager
    3300 Newport Blvd.
    Newport Beach, CA 92658
    949/644-3002
    E-mail: hbludau@city.newport-beach.ca.us

City of Indian Wells
    Greg Johnson, City Manager
    44-950 Eldorado Drive
    Indian Wells CA 92210
    619/346-2489
    E-mail: gjohnson@cityofindianwells.org

City of Lake Forest
    Robert C. Dunek, City Manager
    23161 Lake Center Drive, Suite 100
    Lake Forest, CA 92630
    714/461-3400
    E-mail: rdunek@ci.lake-forest.ca.us

City of Lancaster
    Robert LaSala, City Manager
    44933 North Fern Avenue
    Lancaster CA 93534
    805/723-6006
    E-mail: colcm@qnet.com

City of Murrieta
    Lori Moss, City Manager
    City of Murrieta
    25442 Beckman Ct.
    Murrieta, CA 92562
    909/461-6003
    E-mail: lmoss@murrieta.org
City of Novato
Daniel Keen, City Manager
900 Sherman Ave.
Novato, CA 94945
415/897-4311
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HIGHLIGHTS OF LOCAL GOVERNMENT BILLS
ENACTED INTO LAW
September 2004

Sponsored or Co-Sponsored
by Emanuels Jones & Associates

2004
- Public trust lands. AB 425 (Campbell, J.) Ch. 361. (City of Newport Beach)
- Public agencies. Joint powers agencies; public agencies. AB 2782 (Benoit) Ch. 784. (City of Indian Wells)

2003
- Hazardous substances: Underground Storage Tanks: Redevelopment, AB 1702 (Assem. Comm. on Environmental Safety & Toxic Materials) Ch. 42. (CRA)

2002
- Time extension deadline for $250,000 grant, Environmental Enhancement and Mitigation Project, Ueda Parkway. AB 3025 (Assem. Transportation Cmtee) Ch. 965, (City of Sacramento)
- Clarification and implementation of the Friends of Mammoth (2000) case with respect to redevelopment program and master EIR’s. SB 649 (Sen. E.Q. Cmtee) Ch. 625, (California Redevelopment Association)
- Redevelopment. Refines and clarifies the affordable housing trust fund provisions of AB 637 (2001) and the project area time limit extension provisions of SB 211 (2001). SB 701 (Tollock) Ch. 782, (California Redevelopment Association)
- State property. Authorizes the Dept. of General Services to exchange interests in National Guard Armory property within Glendale, Burbank and Airport Authority in return for property owned by the Airport Authority and the subsequent creation of a similar armory facility. SB 1607 (Sen. G.O. Cmtee) Ch. 974 (City of Glendale, City of Burbank)
- Firearms. Lowers the standard of proof required to establish that returning a firearm or other deadly weapon would endanger the victim of a domestic violence incident. SB 1807 (Chesbro) Ch. 853, (City of Santa Rosa)

2001
- Redevelopment agency time limit deadlines. Repeal of the earliest (2004) time limit deadline and authority for a 10-extension for the two remaining time limit deadlines. SB 211 (Tollock) Ch. 741, (California Redevelopment Association)
- Redevelopment inclusionary housing production requirement and requirements for the low and moderate income housing fund. Repeal of the sunset for the inclusionary housing production requirements and revision of the L&M fund relating to targeting, leverage, replacement housing and funding of off-site infrastructure. AB 637 (Lowenthal) Ch. 738. (CRA)
- Natural disaster redevelopment project area law. Repeals sunset on authority to adopt a natural disaster redevelopment project area on an expedited basis. SB 53 (Tollock) Ch. 9. (CRA)
- Local coastal plan and city annexation. Amends the Coastal Act with a section specific to Newport Beach. Allows the county approved and administered LCP to remain in place after annexation to the City. SB 516 (Johnson) Ch. 537 (Newport Beach)
- Mandate that Caltrans converts 15 acres of vacant, coastal surplus property to park and recreation purposes. City is required to pay the original purchase price and to develop and maintain the park. Savings to City is approximately $3 million. SB 124 (Johnson) Ch. 761.
- Redevelopment housing expenditures. Authorizes the Orange County Redevelopment Agency to transfer its Low and Moderate Income Housing funds to cities within Orange County for affordable housing projects. AB 661 (Correa) Ch. 626. (Orange County Division, League of California Cities)
- $2.3 million in funding for Glendale (and five other local agencies) for 2000 State Park Bond act per capita allocation to cities over 200,000 pop. but under 300,000 pop. SB 739 (Peace) Ch. 106 (budget act). (Glendale)
- Mobilehome park requirements for inclusionary housing production requirements. Authorizes the City of Lancaster to receive inclusionary housing production credit for expenditures from its redevelopment L&M fund for upgrading and conversion of mobilehome parks to tenant ownership. AB 1567 (Runner) Ch. 491. (Lancaster)
- $250,000 in funding for Marin County General Hospital detox center relocation. Second installment for a total of $500,000 over two years. SB 739 (Peace) Ch. 106 (budget). (Marin County Council of Mayors and Councilmembers)
- $175,000 in funding for Children’s Theatre sound and light systems. SB 739 (Peace) Ch. 106. (budget (Palo Alto)
- $250,000 in funding for development of biotech research and development park in Pasadena. Funds to be used for final site assessment and development of pilot bio-innovation workforce training program. Will be administered by California State University’s Program for Education and

Note: Emanuels Jones & Associates client noted in parenthesis.
Research in Biotechnology. SB 327 (Scott) Ch. 403 and SB 739 (Peace) Ch. 106 (budget).

2000

- Funding for City of Glendale recreation and police facility projects. ($1.078 m.). AB 1740 (Ducheny) Ch. 52. Budget Act and Proposition 12, State Park Bond Act (Glendale)

- Funding for City of Santa Rosa recreation and museum projects. ($1.25m.) AB 1740 (Ducheny). Ch. 52. Budget Act and Proposition 12, State Park Bond Act (Santa Rosa)

- Funding for City of Newport Beach for Upper Newport Bay dredging ($350,000). AB 1740 (Ducheny). Ch. 52. Budget Act (Newport Beach)

- Funding for City of Sacramento for recreation and boys and girls club facility. ($1.323 m.) AB 1740 (Ducheny). Ch. 52. Budget Act and Proposition 12, State Park Bond Act (Sacramento)

- Funding for Marin County for detox center ($250,000). Sponsor was the Marin County Council of Mayors and Councilmembers. AB 1740 (Ducheny). Ch. 52. Budget Act (MCCMC)

- Funding for City of Westminster for youth activity center program ($709,000). AB 1740 (Ducheny). Ch. 52. Budget Act (Westminster)

- Aggravated trespass. Creates a new misdemeanor offense for entering an inhabited residence without permission. SB 1486 (Schiff). Ch. 563 (Glendale)

- Proposition 12 funding equity. Statutory authority for equity adjustment to Glendale and five other local governments due to Prop. 12 omission. $2.5 m. to be provided in FY 00-01 state budget. SB 141 (Schiff). Ch. 710 (Glendale)

- Retention of firearms. Time extension for police agencies to retain firearms that have been seized from mentally ill and domestic violence suspects (30-day time periods for both types of seizures). SB 2052 (Schiff). Ch. 254 (Burbank)

- Redevelopment inclusionary housing production requirements. Sunset date extension of one year (until Jan. 1, 2002) for key provisions of redevelopment housing law relating to inclusionary housing production. AB 1855 (Lowenthal). Ch.756 (California Redevelopment Association)

1999

- Requirement for sales tax sharing by cities, counties and redevelopment agencies upon relocation of big box retail or auto dealership within same market area. AB 178 (Torlakson) Ch. 462 (California Redevelopment Assn.)

- Prohibition on state Department of Toxic Substances Control from certifying hazardous waste clean-up site before City of Sacramento had completed its land use planning process for site. SB 120 (Ortiz). Ch. 395 (Sacto)

- Authorization for Caltrans to negotiate relinquishment of State Route 160 to the City of Sacramento. SB 803 (Kamette). Ch. 172 (Sacramento)

- Authorization for in-line skating on the American River Parkway. SB 923 (Johnston). Ch. 104 (Sacramento)

- Requirement that licensed health care professionals who collect human biological specimens for clinical testing secure specimens in a locked container when the specimens are placed in a public location. SB 765 (Schiff). Ch. 748. Provides that the California Medical Board is authorized to levy a fine on health care licensees who violate the requirement for a locked container for human biological specimens. (Burbank)

- Establishment of the San Gabriel and Lower Los Angeles Rivers and Mountains Conservancy. SB 216 (Solis) Ch. 789. AB 1355 (Havice). Ch. 788 (Orange County LCC)

- Funding for dredging and maintenance of Upper Newport Bay Ecological Reserve ($13 m.) in state park bond act. AB 18 (Villaraigosa). Ch. 461 (Newport Beach)

- Funding for regional sports complex and natural area in City of Santa Rosa ($2 m.) in state park bond act. AB 18 (Villaraigosa). Ch. 461 (Santa Rosa)

- Extension for two years of statutorily established sphere of influence of City of Lancaster into area adjacent to Edwards AFB. SB 901 (Knight). Ch. 63 (Lancaster)

- Authorization for negotiated pass-through agreement between Novato Redevelopment Agency and County of Marin (and other taxing entities) in connection with Hamilton Air Field redevelopment project. AB 264 (Mazzoni). Ch. 38 (Novato)

- Restatement and clarification of authority of redevelopment agencies to extend debt issuance deadline beyond 2004. Urgency legislation. SB 307 (Rainey). Ch.17 (CRA)

1998

- Funding of Dredging of Upper Newport Bay Ecological Pres. ($5.3 m.) AB 1656 (Ducheny). Ch. 324 (Newp.Beach)

- Revision of Temporary Relocation Benefits for Multiple-Family Rehab. Projects. SB 1156 (Costa) Ch. 422 (CRA)

- Extension of Sunset and Minor Revisions of Redevelopment Agency Authority to Conduct Hazardous Waste Cleanup with Limited Immunity from Liability. SB 1898 (Polanco) Ch.438. AB 871 (Wayne) Ch.430 (CRA)

- Redefinition of Point of Sale of Jet Aircraft Fuel (from point of negotiations to wing tip) for Allocation of Local Sales Tax to Cities. AB 66 (Baca). Ch. 1027 (Burbank)

- Constitutional Amendment to Permit Neighboring Cities or Counties to By-Pass the Current Vote Requirement for Sharing the Local Sales Tax. ACA 10 (Runner). Ch. 133 (California Redevelopment Assn.)

- Funding for City-School Joint Use Library and Community Center. $1 million for Glendale. SB 1564 (Schiff). Ch. 330 (Glendale)

1997

- Funding of Dredging of Upper Newport Bay Ecological Preserve. AB 107 (Ducheny). Ch. 282 (Newport Beach)

- Relocation Benefits. AB 450 (Torlakson). Ch. 597 (CRA)

- Governing Board Consolidation. AB 769 (Baugh), Ch. 51 (County Sanitation Districts of Orange County)

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1996

- Closure of Streets and Alleys for Public Safety. AB 964 (Isenberg), Ch. 231 (Sacramento)
- Authority to Levy Local City Sales Tax. SB 1366 (Beverly), Ch. 1069 (Avalon)
- Concurrent Compensation of City Council Member Serving as Volunteer Firefighter. AB 1004 (Kuykendall), Ch. 364 (Avalon)
- Excess ERAF Shift in Marin County. SB 1001 (Craven), Ch. 1111 (Novato)
- Military Base Conversion and Affordable Housing Credit for Regional Fair Share. AB 3125 (Hawkins), Ch. 347 (Novato)
- Military Base Conversion and Redevelopment Housing Set-Aside. SB 1861 (Johnson), Ch. 165 (Tustin)
- Redevelopment Extension of Sunset for AB 1290 (1993) Inclusionary Housing Requirements. AB 3025 (Hawkins), Ch. 32 (California Redevelopment Assn.)
- Redevelopment on Restricted Agricultural Land. SB 1566 (Monteith), Ch. 617 (California Redevelopment Assn.)
- City Sphere of Influence Within Los Angeles County. AB 296 (Knight), Ch. 953 (Lancaster)
- Designation of Site of State Veterans' Home. AB 2015 (Knight), Ch. 336 (Lancaster)
- Merger of Enterprise Zones. SB 2023 (Costa), Ch. 955 (Sacramento)
- Authorization for Window Burglar Bar Building Codes in Existing Housing. AB 3026 (Bates), Ch. 926 (Oakland)
- Mandatory Labeling on Packaging of Window Burglar Bars. AB 3131 (Lee), Ch. 290 (Oakland)

1995

- Orange County Bankruptcy Impact on City Deposits. SB 1276 (Killea), Ch. 747, SB 863 (Craven), Ch. 745, Statutes of 1995. AB 1664 (Allen), Ch. 746 (Orange Co.)
- Authority to Restrict Alley Access for Public Safety. AB 356 (W. Murray), Ch. 215 (Sacramento)
- Nuisance Abatement Cost Recovery Via Property Sale. AB 457 (Ducheny), Ch. 906 (Oakland)
- Creates Misdemeanor for Loitering with Intent to Commit Prostitution or Sell Drugs. AB 1035 (Katz), Ch. 981 (Oakland)
- Authorizes Recalculation in Regional Waste Recycling Diversion Goals. AB 1932 (Sweeney), Ch. 665 (Oakland)
- Extends Waiting Period for Return of Weapon Confiscated from Mentally Ill Person. AB 633 (Lee), Ch. 328 (Oakland)
- Use of Redevelopment in Recovering from Natural Disaster. AB 189 (Hauser), Ch. 186 (Oakland)

1994

- Enterprise Zone Incentives for Sacramento Army Depot. SB 344 (Greene), Ch. 750 (Sacramento)
- Prop. 172 Public Safety Local Sales Tax Maintenance of Effort. AB 2788 (W. Brown), Ch. 886 (Sacramento)
- Increases State Match for FEMA Assistance Following Orange County Wildfire. AB 3270 (T. Friedman), Ch. 583 (Laguna Beach)
- Increases Enforcement of State Liquor Store Regulations. AB 463 (Tucker), Ch. 627, AB 987 (Tucker), Ch. 628, AB 2897 (Caldera), Ch. 630, AB 3805 (Richer), Ch. 1205 (Oakland)
- Broadens Authority of the State ABC to Regulate Problem Liquor Stores. AB 2742 (Lee), Ch. 629 (Oakland)
- Prop to Permit Counties to Preempt City Choice of Teeter Plan for Delinq. Prop. Tax Receipts. AB 3132 (Gotch), Ch. 1220 (Oakland)
- Broadens Definition of Public Nuisance to Impoundment of Prostitution Customer's Vehicle. AB 3642 (Rainey), Ch. 894 (Oakland)

1993

- Comprehensive Redevelopment Reform Legislation. AB 1290 (Isenberg), Ch. 942 (California Redevelopment Assn.)
- Redevelopment Project Area Committees Selection Process. AB 984 (Hauser), Ch. 1217 (California Redevelopment Assn.)
- Use of Redevelopment Law for Hazardous Waste Clean-Up. AB 175 (Polanco), Ch. 163 (California Redevelopment Assn.)
- Port of Sacramento Board of Directors. SB 405 (Bergeson), Ch. 1195 (Sacramento)
- Merger of Sacramento City and County Solid Waste Mgmt. Functions. SB 853 (Greene), Ch. 1129 (Sacramento)
- Fiscal Relief for Oakland Following Oakland-Berkeley Hills Firestorm. AB 1519 (Isenberg), Ch. 905 (Oakland)
- Funding for State Office Building in Downtown Oakland. SB 772 (Petris), Ch. 430, and SB 80 (Alquist), Ch. 55 (Oakland)
- Exemption for Oakland for Use of Redevelopment Funds on City Hall Restoration. AB 1290 (Isenberg), Ch. 942 (Oakland)
1989

- Establishment of Prostitution as a Public Nuisance. AB 1332 (Gotch), Ch. 485 (Oakland)
- Authorizes Small Business Incubator Program Assistance. AB 1813 (McDonald), Ch. 1225 (Oakland)

1992

- Conformity of Certain State Redevelopment Housing Requirements to Federal Law. AB 3277 (Katz), Ch. 607 (California Redevelopment Assn.)
- Redevelopment Housing Expenditures Outside City of Origin. AB 3325 (Tucker), Ch. 1108 (El Segundo)
- Special Exemption from Property Tax Shift for El Segundo. SB 77 (Beverly), Ch. 899 (El Segundo)
- Special Exemptions in Budget Act:$1.63m. Savings for City of Oakland. SB 617, Ch. 699 and SB 844, Ch. 700 (Oakland)
- Reimbursement for Property Tax Reductions Due to Fire Losses of 1991 Oakland Hills Firestorm. AB 25X (Bates), Ch. 15X (Oakland)
- Increased State Match for FEMA Natural Disaster Assistance. SB 1293 (Petris), Ch. 519 (Oakland)
- Expedited Schedule for Expenditures for Freeway Sound Walls. SB 1615 (Kopp), Ch. 1241 (Oakland)
- Freeway Right of Way Purchase Price of Small Businesses and Cost of Hazardous Waste Clean-Up. AB 1519 (Lee), Ch. 1228 (Oakland)
- State PUC Response to Major Disaster. AB 2919 (Lee), Ch. 752 (Oakland)

1991

- Reinstatement of Definition: “Financial Burden or Detriment” for Purposes of Pass-Through Agreements. SB 105 (Bergeson), Ch. 17 (California Redevelopment Assn.)
- Housing Funds for Homeless Shelters. SB 1026 (Marks), Ch. 1192 (California Redevelopment Assn.)
- Redevelopment Housing Set-Aside Percentage. AB 315 (Friedman), Ch. 872 (California Redevelopment Assn.)
- Mandatory Installation of Residential Water Meters in Sacramento. SB 229 (Boatwright), Ch. 407 (Sacramento)
- Permanent Seat on Sacramento County LAFCO. AB 748 (Isenberg), Ch. 439 (Sacramento)
- Use of Nuisance Abatement Act for Drug Sales. AB 666 (Lee), Ch. 247 (Oakland)
- Qualifies Oakland for Local Library Construction Funding. SB 1252 (Bentley), Ch. 45 (Oakland)
- Drug Nuisance Abatement Procedure. AB 894 (Bentley), Ch. 572 (Oakland)

1990

- Limited Liability for Haz. Waste Clean-Up for Redevel Agencies, AB 3193, (Polanco), Ch. 113 and SB 971 (Costa), Ch. 464 (California Redevelopment Assn.)
- Budget Funding for Oakland Museum. SB 899 (Alquist), Ch. 467 (Oakland)
- Funding for Traffic Signalization. AB 1145 (Sher), Ch. 1648 (Oakland)
- West Oakland Emergency Redevelopment Plan. SB 39X (Mello), Ch. 26 (Oakland)
- Preservation of City of Oakland Fine and Forfeiture Revenue. AB 4186 (Polanco), Ch. 1037 (Oakland)
- Concealable Weapon Waiting Period. AB 497 (Connelly), Ch. 9 (Oakland)
- Consol. of Co. Transp.Commission and Co. Transit Dist./Laguna Beach Transit System Funding. SB 838 (Bergeson), Ch. 983 (Laguna Beach)
- Sacramento Metropolitan Flood Control District. SB 46 (Garamendi), Ch. 510 (Sacramento)
- State Museum of Railroad Technology. SB 899 (Alquist), Ch. 467 (Sacramento)
- Freight Rail Line Consolidation Feasibility Study. AB 3436 (Isenberg), Ch. 1468 (Sacramento)
- Coachella Valley Mountains Conservancy. SB 2862 (Presley), Ch. 977 (Indian Wells)
- Local Tax Rate Reduction for No-and Low-Tax Cities. SB 2791 (Garamendi), Ch. 992 (Ind. Wells/Rancho Mirage)
- Orange County Jail Funding Amendment. SB 2663 (Presley), Ch. 976 (Santa Ana)
- Mammoth Lakes Community Center. SB 899 (Alquist), Ch. 467 (Mammoth Lakes)
- High Altitude Signage. AB 3398 (N. Waters), Ch. 692 (Mammoth Lakes)
- Trial Court Funding Act Revision. AB 1365 (N. Waters), Ch. 32 (Indian Wells/Rancho Mirage)

1988

- Statutory Targeting of Low-and Moderate-Income Housing Funds by Income Categories. AB 2080 (N. Waters), Ch. 1140 (California Redevelopment Assn.)
- Earthquake Relief Funding: October 17, 1989 Loma Prieta earthquake. AB 38X (Sher), Ch. 17 (Oakland)
- Lake Merritt Funding. SB 165 (Alquist), Ch. 93 (Oakland)
- Prohibition of Assault Weapons. SB 292 (Roberti), Ch. 18 (Oakland)
- Care for the Elderly. AB 1199 (Margolin), Ch. 236 (Oakl.)
- PERS Pension Formula for Public Safety Employees. AB 252 (Isenberg), Ch. 10 (Sacramento)
- Museum of Railroad Technology Appropriation Amendment to Prop 116. (Sacramento)
- Trial Court Funding Act Allocation. SB 20 (Beverly), Ch. 766 (El Segundo)

1988

- Grants for Zoo and Environmental Improvements. AB 224 (Vasconcellos), Ch. 313 (Oakland)
- Caltrans and State General Services Regional Headquarters Bldg. SB 2381 (Deddeh), Ch. 1472 (Oakl.)
- Bridge Toll Increase for all Seven S. F. Bay Area and River Bridges. SB 45 (Lockyer), Ch. 406 (Oakland)
- **S1.9 Million City of Sacramento State Budget Appropriation.** SB 2622 (Presley), Ch. 1629 and 2789 (Vasconcellos), Ch. 249 (Sacramento)

- **Sacramento Metropolitan Air Quality Management Dist. Establishment.** AB 4255 (Connelly), Ch. 1451 (Sacto)

- **PERS Transfer from City of Sacramento Retirement System.** AB 3508 (Isenberg), Ch. 1176 (Sacramento)

- **High Speed Rail Line Studies.** AB 971 (Costa), Ch. 197 and ACR 132 (Hannigan), Ch. 136 (Sacramento)

- **Gas Tax Receipts.** SB 1996 (Beverly), Ch. 1117 (El Seg.)

*Rev. 10/04*
$18.5 Million in Successful Funding Proposals for Clients of Emanuels Jones & Associates

2002 - 2003

City of Newport Beach

2002: $3.1 m. library grant, Prop. 14

City of Sacramento

2002: $250,000 environmental enhancement grant
2002: $4 m. Crocker Art Gallery expansion grant, Prop. 40

City of Murrieta

2003: $6.37 m. Prop. 14 library grant

City of San Rafael

2003: $1.28 m. Prop. 14 library grant

City of Glendale

2004: $1,395,389. Metropolitan City Lights. Tax credit

rev. 7/2005
PROPOSAL FOR GOVERNMENT ADVOCACY & GRANT FUNDING SERVICES

Presented to:

City of Glendale

July 15, 2005
INTRODUCTION & ENGAGEMENT

Glendale enjoys a rich history and diversity that mirrors the development of Los Angeles county and in fact all of Southern California. Over the past 99 years, Glendale has grown and developed into a thriving community, home to a diverse cross section of peoples, ideas and needs. Although this historical context remains an important part of the City’s ongoing success, the City’s leadership must also grapple with the evolution of changing community needs as it relates to improving the City’s infrastructure. Cities everywhere face these challenges, while the funds available continue to shrink.

This situation is further exacerbated by the government’s dire fiscal condition. Every interest group – especially local government – is poised to absorb seemingly inevitable cutbacks to close an ever fluctuating deficit in the state budget. Despite the fact that a budget has been passed and signed by the Governor that works to protect the interests of local governments, there will undoubtedly be significant impacts for all cities, including Glendale. The current fiscal state of California and its communities also further narrows the range of potential funding sources, with bond funds and other grant programs increasingly over-solicited by worthy projects. Such fierce competition demands a strategic approach that matches meritorious projects to appropriate funding sources and backs each with an effective plan to manage the current political landscape.

Representation of the interests of the people of Glendale must reach beyond simply phone calls and faxes. It must include a true understanding for the needs and priorities expressed through Glendale’s elected body and represented staff. The key to success is an active and engaged Mayor and City Council which can participate in this process both in the District as well as through frequent visits to key legislators and staff to promote the issues and voice concerns on behalf of the City and in concert with a hired advocate.

If the City of Glendale is looking for a government affairs specialist ideally prepared to represent the best interests and priorities of the city as well as target capital funding opportunities for the City’s public safety infrastructure, parks, cultural centers, public works, and educational institutions, Townsend Public Affairs, Inc. is the best choice.

Building on two decades of political involvement at the national, state, and local levels, Christopher Townsend founded Townsend Public Affairs, Inc. (TPA) as a California corporation in 1998. TPA currently is based in Irvine, California, with offices in Oakland and Sacramento, as well as on-going partnerships with additional offices in both Sacramento and Washington, DC.

TPA specializes in securing public sector funding to transform “legacy projects” into reality. TPA works almost exclusively with public agencies, such as municipalities, school districts, water districts, and joint power authorities, as well as non-profit organizations, such as museums and organizations that serve at-risk youth. Our focus for these clients is securing significant public sector funding for legacy projects such as libraries, parks, recreational centers, museums, and numerous infrastructure related projects such as transit, water, and waste-water systems. We have secured over $253 million for clients since the inception of our company.

TPA’s engagement with the City will include, but not be limited to, the following services:

LEGISLATIVE TRACKING AND ADVOCACY

Political Consulting: Through our strong network of elected officials at the local, state, and federal level, TPA is uniquely positioned to help its clients and their strategic networks proactively engage with the political landscape. In this era of term limits, TPA’s engagement
with local government has become even more important as today's water board member, could be tomorrow's state senator or congressional representative.

**Legislative Tracking and Advocacy:** Though the Internet has become a powerful tracking tool, the constant stream of legislation moving through the halls of government can prove difficult to manage without dedicated staffing, constant attention, and a ubiquitous presence in key committee meetings and behind-closed-doors meetings. It is even more challenging to have a true impact on the outcome of legislation without these resources. Through TPA's strategic partners and elected official contacts, we are uniquely positioned to monitor priority legislation, help craft policy positions, and implement tactical strategies to achieve specific results. Whether it's monitoring the City's unique interests related to the budget or developing legislation to protect the City's assets, TPA will provide staff with the tools they need to keep the Mayor and Council fully informed and comfortable that the City's interests are being heard. TPA will concentrate on issues of concern to the City, including:

- **Power and Energy** – TPA currently represents the interests of the City of Anaheim and their public utility as well as several water agencies. Issues related to Water and Power are very specialized and need some level of experience. TPA can provide expert counsel in relation to legislative matters related to these issues.

- **Growth and Redevelopment** – TPA has experience working with City's to assist in the development of Enterprise Zones and other revitalization efforts aimed at improving the City.

- **Transportation** – TPA has worked closely with Transportation officials in the Legislature and the Administration on major transportation issues such as issues related to the Ports of Oakland and Los Angeles as well as the Railroad Lowering project in Placentia known as Alameda Corridor East.

- **Housing** – TPA understands the various needs for housing in the State of California. Glendale's needs are unique based on its steady population growth over the past 30 years and the various demographics associated with that growth. Different communities maintain different priorities related to Senior Housing, Affordable Housing, Artist in Residence etc. TPA will monitor major initiatives related to the specific needs of the City of Glendale.

- **Budget** – TPA can assist staff and Council in navigating the ever confusing landscape associated with passing the state budget. While getting the latest scoop on the status of the budget is certainly an important aspect in forecasting upcoming City budgets, being an active participant in the discussion is how things get done. Glendale will get full advantage of TPA's contacts with key players in the budget discussions.

**STATE FUNDING OPPORTUNITIES**

The City of Glendale has been one of the more proactive communities in the recent past in terms of investing in its own infrastructure. By using Redevelopment money to revitalize areas such as Adams Square and Community Development Block Grant funding to renovate Park Edison, the citizens of Glendale have seen their tax dollars go to work locally. However, much money is left on the table each year when Glendale does not make full use of available public resources. Glendale should protect its redevelopment dollars by sourcing public funding for projects that would otherwise go to Pasadena, Burbank or a City in Northern California that has identified these sources and is using them to complete their priority projects. Some examples of opportunities that TPA sees coming up in the near future are:
California Department of Parks and Recreation:

SB 153 (Chesbro): 2006 Park Bond Measures
Over the past few years, the California Department of Parks and Recreation has awarded communities with millions of dollars for park and open space through Proposition 40. Several cities and non-profit organizations have tapped these resources as ways to build new parks, construct new facilities (i.e. a community pool, soccer field etc.) and acquire land for open space projects. The next versions of "Proposition 40" have been introduced in the legislature as (SB 153 (Chesbro) & AB 1269 (Pavley)) and include $3.85 billion for various recreational, cultural and historical resources. TPA has been successful in placing earmarks into previous park bond language as well as sourcing various bond grant programs via a competitive process.

At this point in time, the process of moving forward with the bond proposal is very fluid, and parallel proposals are being developed outside of the legislature which could be placed on the ballot in 2006 via an initiative signature gathering process should the legislature decide not to move ahead with a bond measure or if the Governor decides not to sign the measure.

TPA is working closely with the authors of the bond and other key legislators to identify earmark opportunities within this bond, determine necessary language amendments that work to the advantage of our clients as well as assist in ensuring that the legislation to authorize the bond is successful as it moves through Sacramento. This bond could be an ideal opportunity for City's to secure funding for Parks, Aquatic Centers and Adult Centers just to name a few. Any joint-use that that City might consider with the school district at Cerritos Elementary School, for example, could come from this bond.

Land and Water Conservation Fund
The California State Department of Parks and Recreation annually receives applications for its Land and Water Conservation Fund grant. This grant will provide funding to Municipal agencies for property acquisition. Eligible projects include the acquisition or development of outdoor recreation areas and facilities. Priority development projects include trails, campgrounds, picnic areas, natural areas and cultural areas for recreational use. Property acquired or developed under the program must be retained in perpetuity for public outdoor recreation use. TPA would work with the City alone or in conjunction with an appropriate partner agency or non-profit to determine an appropriate project. For example, as the development of the San Fernando Road Redevelopment area continues, this opportunity will remain a vital option for acquisition of parcels to create pocket parks.

2006 Library Bond Measure: $600 Million
State Senator Dede Alpert (Ret.), who was termed out of the State Legislature in 2004, was a champion of public libraries. As part of her legacy, she was able to secure passage of a $600 million library bond measure, expected to appear on the June 2006 Ballot. In its current form, the measure will create a new seven-member board consisting of the State Librarian, State Treasurer, Department of Finance Director, a member from the State Senate, a member from the State Assembly, and two public appointees made by the Governor. TPA secured $5.7 million from the 2000 State Library Bond. We also
played a very active role in securing the passage of the 2006 bond through the state legislature last year and will be actively involved in securing grants from the program once the bond measure passes (no state library bond has ever failed passage in California).

While the City currently operates 7 library branches, these funds could be used to upgrade the existing facilities through expansion of space, programming or capabilities. TPA will work with Library staff to determine departmental priorities and determine an appropriate course of action.

Proposition 40: California Cultural Historic Endowment (CCHE)

On March 5, 2002, California voters approved Proposition 40, the California Clean Water, Clean Air, Safe Neighborhood Parks, and Coastal Protection Act of 2002 (AB 1602). There was $267.5 million within this bond measure for "Historical and Cultural Resources Preservation." In 2002, AB 716 (Firebaugh) appropriated $91.35 million to the Department of Parks and Recreation for "Opportunity Grants," which Governor Gray Davis awarded in late 2002. Townsend Public Affairs, Inc. secured $6.5 million from this phase of funding for three different client projects. For the next phase of funding, AB 716 authorized the creation of the California Cultural and Historical Endowment (CCHE) within the Office of the State Library, and in 2003 the remaining $128.4 million in funding from the Proposition 40 Historical and Cultural Resources Preservation account was appropriated to this new entity. The CCHE is charged by AB 716 with the objective of becoming "the" entity at the state level that funds projects focused on the "under-represented" aspects of California's people, history, and culture. The first round of $36 million of CCHE grants was awarded at the end of 2004 and TPA secured over $6 million for three different client projects. The remaining balance of approximately $90 million will likely be awarded over the next twelve months. This funding will support major projects such as the Alex Theatre and other historic sites throughout the City.

Potential 2006 Transportation Bond: $7.7 Billion for Roads, Housing, Ports, and Levees

On Tuesday, May 3, 2005, Senate President Pro Tem Don Perata and Senator Tom Torlakson introduced SB 1024 and SB 172, a package entitled the Safe Facilities, Improved Mobility, and Clean Air Bond Act of 2005. $7.7 Billion is proposed in the measure. The bill was originally intended to provide funding for the expansion and completion of the Bay Bridge. However, to make it a state bond fund, it will provide significant dollars for transportation infrastructure, clean air projects, port infrastructure and affordable housing. Most importantly for cities located near or along routes from local Ports will be security funding to protect communities that regularly deal with goods movement through their City. This is a new and fluid opportunity, but one that is very likely to happen in some form or another. Now is the time for the City of Glendale to be involved in the crafting of the details of the proposal as it makes its way through the process. When and if the measure passes, it will be even more critical to be involved in the implementation of these very significant opportunities that could fund housing and security measures within the City.
California State Infrastructure Bank
The California State Infrastructure bank provides extremely low cost loans to municipal agencies and non-profits for construction and renovation of major community projects. Other cities have used these funds to construct new police and fire facilities, community centers and other major projects. Typically these are loans in the range of 1-1.5% over 30 years. The Infrastructure bank is comprised of a political board that includes The State Treasurer, the Governor’s office and other appointed political officials. TPA secured the first-ever loan from the “I-Bank”, a $20 million loan that funded the capital costs of the Orange County High School of the Arts. Due to the lack of focus on construction of new public safety facilities through competitive funding, this source becomes many cities best option for police and fire facilities.

Proposition 50: $3.44 Billion Water Supply, Security & Coastal Protection Bond
Approved by the voters in November of 2002, Proposition 50 is still being implemented by the responsible state agencies. While a handful of programs have begun proposal solicitation, the bulk of Proposition 50 funding, particularly funds related to water quality, supply and reliability, have yet to begin their application processes. As such, there is still time to position projects for funding when application processes begin this fall. Proposition 50 presents a wide variety of opportunities that may align with City needs. The following represent just a few of the possible opportunities, dependent on the City’s priority projects:

- **Water Use Efficiency** – This program technically falls under the Chapter 7 CALFED provisions of the bond, reflecting the program’s priority of reducing demands on the State Water Project and, hence, the Bay Delta. The first round of applications is now being reviewed by staff, but there will still be $86 million in funding for future rounds. There are two types of funding offered in this program, one for implementation projects (i.e. retrofitting, ultra low flow toilets and shower head programs, etc.) and the other for pilot or demonstration projects (i.e. data collection, new technology testing, demonstration gardens).

- **Local Groundwater Assistance Grants** – Funding cycles for this program are roughly annual, with funding awards limited to $250,000 per project. This program provides funding for a wide variety of groundwater-related projects including data collection, groundwater management, installation of equipment, etc. TPA has assisted the City of Anaheim with its application to fund well abandonment, which is under review in the current cycle of this grant program.

- **Integrated Regional Water Management** – This is a new program, created by Proposition 50 and administered jointly by the State Water Resources Control Board and the Department of Water Resources. Approximately $380 million will be available through this program statewide, with $148 million slated for the first funding cycle of implementation grants. This program is intended to promote the development and execution of integrated regional watershed plans. The first funding cycle is set to begin in later this year subject to the politics of the budget process. Projects eligible under this program include a wide range of water quality, water supply and water use efficiency projects.
FEDERAL FUNDING OPPORTUNITIES

Federal Appropriations Requests
In addition to our successful track record in seeking state funding, TPA has also secured funding from federal sources that have greatly benefited our clients. Relying on the support of local congressional champions, TPA has targeted earmarks in past budgets that the City would be able to tap into and receive funding for various capital and programmatic projects. Initial review of the City’s priority capital needs and priorities will identify specified projects for which this strategy would be applicable.

Typically the deadlines for these requests are the beginning of March, however, opportunities may remain to submit appropriations requests for Ham Park funding directly to Senator Dianne Feinstein, a member of the Senate Appropriations Committee, via Congresswoman Linda Sanchez. Following is an example of the array of funds we can submit requests for:

- **Economic Development Initiative (EDI)** – Capital funding for city redevelopment and revitalization projects, including Ham Park.
- **Fund for Innovation in Education (FIE)** – Provides for joint-use opportunities between municipal agencies and other major institutions.
- **Juvenile Crime Prevention (JCP)** – Programming funding for crime prevention programs
- **Homeland Security Funding** – Possible operational funding for first responder training.
- **Institute of Museum & Library Services (IMLS)** – Capital and operational funding for libraries, museums, cultural facilities, and information services projects.

These programs listed above are by no means the only potential sources of federal funding for the City, nor do they represent the totality of our client service proposal. As a full-service government relations consulting firm, TPA will engage all of our capabilities on behalf of the City, including the leverage of our excellent relationships with the California Congressional Delegation, particularly Congressman Adam Schiff and Senators Dianne Feinstein and Barbara Boxer, to help source additional opportunities.

LOCAL FUNDING OPPORTUNITIES

Metropolitan Water District of Southern California (MWD)
TPA maintains excellent relationships with the MWD. Annually there are several grants awarded from MWD for a variety of local projects. For example, grants exist to fund synthetic turf for ball fields. This grant is ideal for many highly populated communities and their parks departments as it increases usability and decreases maintenance costs. TPA will source other grants such as this as appropriate to the needs of the City.
OTHER FUNDING OPPORTUNITIES AND STRATEGY

**Sourcing of Additional Funding Programs**
Full engagement with the City and all of its departments will undoubtedly uncover projects, perhaps on a smaller scale, that are well-positioned for funding from sources that are often overlooked. Our extensive experience and continuous engagement with the Governor, the legislative leadership, and departmental staff provides an insight into a wide range of grant programs that could prove fruitful.

**Sourcing Relationships**
TPA is prepared to activate its substantial network of contacts at the federal, state and local level to actively pursue the city’s agenda. TPA will access its relationships with the following key people as a starting point and through continued work will determine other identified targets:

- US Senator Dianne Feinstein
- US Senator Barbara Boxer
- US Representative Adam Schiff
- State Senator Jack Scott
- State Assemblymember Dario Frommer
- State Assemblymember Carol Liu
PERSPECTIVE ON THE PROCESS

The challenge for the City's governmental relations advocate is to develop a strategy that will ensure that its funding and legislative needs are met. TPA will develop such a strategy based upon the following assumptions about the legislative process in general and the budget process in particular that have been proven time and again via our previous experiences and successes with other clients:

State

- In order to pass a bill or secure a budget earmark of any real significance at the state government level, the client needs the sponsorship of a member of the state legislature, preferably one whose district represents the client, and ideally at least one each from both the Senate and Assembly.

- For such bills and budget earmarks to survive the state legislative process, the client must enjoy the support, tacit or otherwise, from the chairpersons of the relevant legislative policy and budget committees, as well as the leadership of the majority parties in both the Senate and Assembly.

- Finally, and most importantly, for such bills and budget earmarks to get signed into law in the State of California, the client must have the support of the Governor, especially given the power he aggressively exercises with the line-item veto.

Federal

- In order to pass a bill or secure a budget earmark of any real significance at the federal government level, the client needs the sponsorship of a Member of Congress, preferably one whose district represents the client, or at least one Senator.

- For such bills and budget earmarks to survive the federal legislative process, the client must understand that federal budget legislation is decentralized and distributed over thirteen separate appropriation subcommittees that enjoy significant autonomy. Additionally, unlike the Governor of the State of California, the President does not enjoy the line-item veto privilege. Thus, federal budget earmarks are a process driven by the appropriations Subcommittee chairmen, whose support is arguably most critical to the prospects for success for the client.

- Finally, while the executive branch process is different than the legislative process and the need for a strong meritorious application is critical, in order to secure a discretionary or competitive grant from either a state or federal agency the client must leverage the same set of political allies as outlined above to help support the application.
METHODOLOGY

Townsend Public Affairs, Inc. manages an extensive network of relationships and projects with a vast array of legislators, staffers, constitutional officers, administration officials, and government commission appointees that can be leveraged on behalf of the agenda of the City of Glendale. We thus believe the following approach would best serve that agenda:

- Establish a thorough working knowledge of the strategic priorities, project requirements, and funding needs of The City of Glendale.

- Integrate the City's local network of relationships and resources with TPA's network of relationships and resources statewide and nationwide.

- Develop a state and federal government advocacy plan that reflects the needs and networks identified above and thus efficiently and effectively targets and leverages the maximum support possible from the state and federal governments, including the identification or creation of new funding opportunities for the City that heretofore did not appear to exist.

- Implement the state and federal government advocacy plan in full coordination with the City and our new joint network to ensure that bills, budget earmarks, and grant applications get drafted, sponsored, submitted and championed to a successful conclusion.

The long-term goal of TPA's comprehensive approach to state and federal government advocacy is to establish meaningful, knowledgeable, and lasting relationships on behalf of the City with the local legislative delegation, the state and federal legislative leadership, the state and federal executive branch, and all of their respective staffs, that in turn will enable the City to successfully pursue its agenda on an ongoing basis for many years to come.
FINANCIAL SOLVENCY OF THE FIRM

Townsend Public Affairs, Inc. was incorporated (see Addendum A) and has been in business since September 1, 1998. Our company has grown from a single lobbyist in 1998 to our current staff of ten employees, including four registered lobbyists. We maintain the following offices throughout California:

- TPA Southern California office (Irvine)
- TPA Northern California office (Oakland)
- TPA State Capitol Office (Sacramento)

In terms of reported revenue to the Secretary of State, TPA is consistently ranked among the top 25 lobbying firms in California. Our client list has grown from 5 in 1998 with revenues totaling $379,000 to our present capacity of 33 clients with revenues of $1.6 million. Additionally, there are no large current or pending judgments or liens against Townsend Public Affairs, Inc.
PROJECT ORGANIZATION AND STAFFING

Our Core Service Team:

- Christopher Townsend, President, Townsend Public Affairs
- Chris Massey, Client Manager, Townsend Public Affairs
- Sean Fitzgerald, Client Manager, Townsend Public Affairs
- Isaac Kos-Read, Client Manager, Townsend Public Affairs
- Bridget Hennessey, Associate Client Service, Townsend Public Affairs
- Jennifer Marie Thompson, Associate Client Service, Townsend Public Affairs

Our service team will work together to develop and implement the government funding and legislative advocacy for the City of Glendale.

Christopher Townsend’s focus on this engagement will be continuing networking and advocacy with the various state and federal officials and agencies related to legislative and funding matters.

Chris Massey will be your primary client contact and will ensure day-to-day delivery of service. He will be responsible for working with your staff to determine legislative priorities, provide regular updates at the request of staff and Council and assist staff in developing grant requests. This will include quarterly updates as requested by City staff. Additionally, he will work with Christopher Townsend and the various state and federal agencies and officials to identify key points of concern to the City as well as additional funding sources and monitor those through completion.

Sean Fitzgerald, Isaac Kos-Read, Bridget Hennessy and Jennifer Marie Thompson will provide support as needed, contributing their skills and experience in a wide range of areas.
BIOGRAPHY OF CHRISTOPHER TOWNSEND

Christopher Townsend established Townsend Public Affairs, Inc. in September of 1998 and serves as its President. The firm specializes in the development and execution of government and community relations strategies for a select clientele of businesses, public agencies and non-profit organizations.

Previously, Christopher served as Senior Director of Government & Community Affairs for Taco Bell Corp. Headquartered in Orange County, California, Taco Bell is the nation’s leading Mexican-style quick service restaurant chain with more than 7,000 restaurants that generate over $5 billion in annual system-wide sales. Christopher supervised all legislative and regulatory matters that affected Taco Bell at the federal, state and local levels of government, including: labor, employee benefits, food safety, franchising, immigration, and taxes. Christopher also managed the Taco Bell Strategic Permitting Initiative, an innovative program to increase and expedite the entitlements for restaurant development throughout the United States.

While at Taco Bell Corp., Christopher also managed corporate community relations and several philanthropic initiatives, including the Taco Bell Foundation and the Taco Bell Discovery Science Center. In September of 1995, Christopher arranged for President Bill Clinton to join with NBA Superstar Shaquille O’Neal in Santa Ana, California to launch TEENSupreme, an innovative $15 million national partnership between the Taco Bell Foundation and the Boys & Girls Clubs of America that fights juvenile crime by providing at-risk teenagers with recreational, educational and vocational programs. In March of 1998, Christopher arranged for Vice President Al Gore to join with a bipartisan coalition of Orange County elected officials to celebrate the groundbreaking for the Taco Bell Discovery Science Center in Santa Ana, California. Christopher has secured state and federal funding in excess of $20 million for the Center.

Prior to joining Taco Bell, Christopher served for ten years as Vice President of Public Affairs for Stein-Brief Group, Inc., a real estate company based in Orange County, California. In this role, Christopher managed land-use planning and entitlement activities as well as government, community and media relations. Christopher was instrumental in securing the entitlements for the Monarch Beach development in Dana Point, a 550-acre master-planned destination resort/residential community comprised of hotels, retail and office commercial sites, private and public recreational amenities and over 2,500 residential units. Christopher also secured entitlements for mixed-use projects in Laguna Beach, Laguna Niguel, and San Juan Capistrano.

Christopher serves on the Board of Directors of the Democratic Foundation of Orange County and the Orange County Public Affairs Association. In July of 1997, California Assembly Speaker Cruz Bustamante appointed Christopher to the California Film Commission. In December of 1998, California Assembly Speaker Antonio Villaraigosa appointed Christopher to the Speaker’s Commission on State and Local Government Finance. Governor Gray Davis selected Christopher to serve as Co-Chair of the Propositions 12 & 13 combined campaign in Orange County for the March 2000 election.

Christopher served as the Orange County Co-Chair of the Gray Davis for Governor Campaign in 1998. He has previously served on the Board of Directors of the California Retailers Association and the Orange County Forum, as well as the Advisory Committees for the Robert F. Kennedy Memorial Center for Human Rights, Share Our Strength, Coro Foundation, and Orange County Salvation Army.

Christopher received his Bachelor of Arts degree with a major in political science from Claremont McKenna College in 1982. He received his Master of Public Administration degree from Harvard University in 1991. Christopher was selected as a Harry S Truman Scholar in 1980 and as a Coro Foundation Summer Fellow in 1981.
BIOGRAPHY OF SEAN FITZGERALD

Sean Fitzgerald joined Townsend Public Affairs, Inc. in 2002. He brings the experience of over a decade of service in government and non-profit management throughout Orange and Los Angeles Counties.

Most recently, Sean served as the Director of Communications for Los Angeles City Councilwoman Janice Hahn. In this role, he handled all media relations and communications for Councilwoman Hahn, dealing with a broad range of issues and with all types of media. This included crisis communications during the aftermath of the September 11th attacks and the terrorist threats against California’s bridges, as well as the formation of proactive media strategy on issues of importance to the Councilwoman’s agenda.

Prior to serving with Councilwoman Hahn, Fitzgerald worked with three different Chambers of Commerce in executive management, government relations and economic development roles. Included in this experience is the launch of Destination Irvine, an economic development marketing program created by the Irvine Chamber of Commerce and operated in partnership with the City of Irvine. He also served for three years as the Executive Director of the San Pedro Peninsula Chamber of Commerce and as Vice President of Government Affairs for the Long Beach Area Chamber of Commerce.

Sean Fitzgerald began his career in the district office of State Senator Marian Bergeson, serving during Senator Bergeson’s final two years in the Senate. During his tenure, he monitored issues relating to environmental regulation, taxation, licensing and economic development, particularly in the life sciences industry. Among the highlights of his service with Senator Bergeson was the planning of a Senate Select Committee hearing on the biomedical industry, its impact on the Orange County economy and the factors affecting its growth.

A native of Orange County, Sean earned a Bachelor of Arts Degree in Social Ecology from the University of California, Irvine. He is a graduate of Leadership Long Beach (Class of ’98) and was also a founding Board member of both the Long Beach Enterprise Center and the Long Beach Chapter of the American Diabetes Association.
Isaac Kos-Read joined Townsend Public Affairs, Inc. in 2001 and now runs the Northern California Office based in Oakland, California. He manages the majority of the company’s museum and cultural institution clients, charter school development projects, several of the company’s municipal and education sector clients, as well as a statewide economic development-focused client.

Isaac graduated with honors and Phi Beta Kappa in June 2000 from Stanford University with a BA in Economics and Latin American Studies. While studying abroad for seven months in Santiago, Chile he authored a thesis exploring the implementation of the Enlaces program. The thesis was partially funded by grants from Stanford and from the Gelson Foundation. Enlaces is an innovative educational policy celebrated by the World Bank that brings Internet and computer technology into classrooms. His original research focused on the equitability of implementation in under-privileged schools in the Metropolitan Region.

After graduating from Stanford, Isaac had the opportunity to study and work in Guadalajara, Mexico as part of the Fulbright García-Robles Binational Business Grant. As part of a masters program in business administration, he studied strategic planning, marketing management, market research, and human resource management at the Monterrey Institute of Technology and Higher Learning, the premiere business school in all of Latin America. Bringing this experience together with his study of economics at Stanford and the law while with the Junior Statesman of America at Yale, he went on to work as a Spanish-English translator for various international conferences dealing with democracy, diversity, and public policy.

Prior to joining Townsend Public Affairs, Inc. Isaac was the Marketing Manager for the largest industrial printer in Guadalajara, Mexico, known as the “Silicon Valley of Mexico.” While working with such clients as IBM, HP, Microsoft, and Cisco, he developed and initiated deployment of a marketing intelligence system (MIS). His research skills reflect his training in both academics and the private sector; and his work with client buyer teams from major corporations gives him special experience in cross-organizational and cross-cultural teamwork and project development.

Isaac Kos-Read is a graduate of the California Academy of Mathematics and Science, a public math and science magnet school with a diverse student body taken from the top students in the Los Angeles and Long Beach school systems. He took concomitant classes at California State University, Dominguez Hills. In addition to his work with Townsend Public Affairs, Inc., Isaac maintains an active political life in the East Bay Area as well as in the Harbor Area of Los Angeles.
BIOGRAPHY OF CHRISTIAN MASSEY

Christian Massey joined Townsend Public Affairs, Inc. in 2003. With him comes the experience of nearly a decade of service in public affairs, government and lobbying throughout Southern California and Washington DC.

Most recently, Chris served as Legislative Director for Los Angeles City Councilwoman Janice Hahn. In this role, he maintained the responsibility of staffing the councilmember for all of her legislative needs. This includes the drafting of legislation and monitoring of all issues that would ultimately require a decision on the Council floor. Chris was the primary staff person for the Commerce, Energy and Natural Resources Committee, which oversees the Department of Water and Power, the Los Angeles World Airports and the Port of Los Angeles. Additionally, Chris was the Committee staff person for the Education and Neighborhoods Committee which was created specifically for Councilmember Hahn and focused on creating a voice for the City in terms of education policy and also created a platform for neighborhood organizations to make policy in roads into City decision-making, something that never before was concentrated upon. Chris was the primary author of over 300 pieces of legislation introduced and driven by the Councilmember that shaped her agenda.

Prior to serving with Councilwoman Hahn, Chris worked in the private sector as an Account Executive for Cerrell Associates, a highly respected Political Consulting Firm based in Los Angeles, handling issues such as cable television regulation for the Los Angeles Cable Operators Association, the Outdoor Advertising Industry, Commercial Real Estate and the Southern California Association of Governments. Additionally, Chris worked as the Southern California Director of Public Affairs for the predecessor Company to Viacom Outdoor Advertising, Infinity Outdoor. In that capacity Chris drove the legislative agenda and monitored the activity of contract lobbyists in creating a voice for the Company in Southern California politics.

Chris Massey began his career in politics performing legislative research for the Minority office of the United States Senate Committee on Labor and Human Resources, specifically for Minority Chair, Senator Edward M. Kennedy. In that role Chris did initial research that set the tone for legislation related to executive compensation, international wage standards and economic platforms such as Enterprise and Empowerment Zones.

A native of Southern California, Chris attended the University of California, Los Angeles where he graduated with dual Bachelors Degrees in Political Science and History. He maintains an active interest in UCLA by serving on the Government Relations and Alumni Advocacy Committee of the UCLA Alumni Association. He participates annually in events to raise money and awareness related Multiple Sclerosis and sits on the Board of the Manny Mota Foundation which provides opportunity to inner-city children and children in the Dominican Republic to play baseball.
BIOGRAPHY OF BRIDGET HENNESSEY

Bridget Hennessey joined Townsend Public Affairs, Inc. in 2005. Bridget has over 3 years concentrated experience with public affairs, communications development and government relations.

Most recently, Bridget served as Legislative Affairs Coordinator for the Association of Metropolitan Planning Organizations (AMPO) in Washington, DC. As the Legislative Affairs Coordinator she worked with the Congressional representatives and staff as well as the Administration to advocate AMPO policy and government programs in regards to transportation and infrastructure.

Prior to working for AMPO, Bridget worked for the Bridgeport Child Advocacy Coalition (BCAC) in Bridgeport, CT. While working for BCAC, Bridget conducted interviews and analyzed data to assist in the creation of policy recommendations for local officials pertaining to Child Welfare programs.

A native of Orange County, Bridget earned a Bachelor of Science degree in Sociology and Politics from Fairfield University in 2002. She earned a Master's Degree in Public Policy from The George Washington University in 2004. Bridget is the President of Fairfield University Alumni Club of Southern California and actively involved with Make-A-Wish Foundation and the Leukemia Lymphoma Society of Orange County.
## CLIENT FUNDING ACHIEVEMENTS

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<tr>
<th>CLIENT</th>
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<td>BOWERS MUSEUM OF CULTURAL ART</td>
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CLIENT LIST

Current Clients are noted with an asterisk (*)

Government Agencies:

City of Anaheim*
City of Antioch*
City of Fullerton*
City of Placentia*
City of Santa Ana*
City of Westminster*
Groundwater Replenishment System*
Municipal Water District of Orange County*
Orange County Archives*
Orange County Gateway Project Authority*
Orange County Sanitation District*
Orange County Water District*
City of Buena Park
City of Irvine
City of Laguna Woods

Private Sector:

Bridgepoint Education*
California Capital Group*
Caribou Industries*
Charter School Partners*
Delaware North Companies*
Future Estates, Inc.*
Gruma Corporation*
Hudson News*
Jodika Enterprises, Inc.*
Management Insights, Inc.*
MacGillivray Freeman Films*
Newport Oncology & Healthcare, Inc.*
Quentin Caruana*
Sanderson J. Ray Development*
Cotti Foods Corporation
Get Ahead Learning
Great Circle Family Foods/Krispy Kreme
Headlands Reserve
Southern California Edison
Taco Bell Corporation / YUM! Restaurants

Non-Profit Organizations:

Bowers Museum of Cultural Art*
California Commission for Jobs & Economic Growth*
Centennial Heritage Museum*
Center for Water Education*
Chabot Space & Science Center*
Children's Discovery Museum of San Jose*
Discovery Science Center*
Foothill Friends of Music*
Fruitvale Development Corporation/Spanish Speaking Unity Council of Alameda County, Inc.*
Grand Vision Foundation*
Kidspace Children's Museum*
KOCE TV*
Museum of Latin American Art*
Oakland Museum of California*
Tiger Woods Foundation*
Bolsa Chica Land Trust
Boys & Girls Clubs of the Los Angeles Harbor
Boys & Girls Club of the South Bay
Los Angeles County Fair Association
San Diego Children's Museum/Museo de los Niños

Public Education:

Envision Schools*
Hawthorne School District*
Oakland School for the Arts*
Orange County Educational Arts Academy*
Port of Los Angeles Charter High School*
Rancho Santiago Community College District*
Vista Unified School District*
Orange County High School of the Arts
San Diego Children's Museum Charter School
Santa Ana Unified School District
**Elected Official References**

**Federal:**  
Senator Barbara Boxer  
Senator Diane Feinstein  
Congressional Minority Leader Nancy Pelosi  
Congresswoman Barbara Lee  
Congresswoman Juanita Millender-McDonald  
Congresswoman Loretta Sanchez  
Congresswoman Linda Sanchez  
Congressman Adam Schiff  
Congressman Ed Royce

**State of California:**  
Lieutenant Governor Cruz Bustamante  
Attorney General Bill Lockyer  
Treasurer Phil Angelides  
Controller Steve Westly  
Superintendent of Public Instruction Jack O'Connell  
Insurance Commissioner John Garamendi  
Senate President Pro Tem Don Perata  
Senate Minority Leader Dick Ackerman  
Senator Elaine Alquist  
Senator John Campbell  
Senator Joseph Dunn  
Senator Martha Escutia  
Senator Alan Lowenthal  
Senator Bob Margett  
Senator Bill Morrow  
Senator Kevin Murray  
Senator Deborah Ortiz  
Senator Tom Torlakson  
Assembly Speaker Fabian Núñez  
Assembly Majority Leader Darrel Frommer  
Assemblymember Rudy Bermúdez  
Assemblymember Wilma Chan  
Assemblymember Rebecca Cohn  
Assemblymember Joe Coto  
Assemblymember Lynn Daucher  
Assemblymember Hector de la Torre  
Assemblymember Loni Hancock  
Assemblymember Tom Harman  
Assemblymember Betty Karnette  
Assemblymember Johan Kiehs  
Assemblymember Jenny Oropeza  
Assemblymember Nicole Parra  
Assemblymember Todd Spitzer  
Assemblymember Alberto Torrico  
Assemblymember Van Tran  
Assemblymember Tom Umberg  
Assemblymember Mimi Walters  
Assemblymember Mark Wyland

**Local Officials:**

**Alameda County:**  
City of Oakland Mayor Jerry Brown  
City of Oakland Council President Ignacio de la Fuente  
City of Oakland Councilmember Jean Quan  
Superintendent of Schools Sheila Jordan

**Contra Costa County:**  
City of Antioch Mayor Don Freitas  
City of Antioch Mayor Pro Tem Brian Kalinowski  
City of Antioch Councilmember Arne Simonson  
City of Antioch Councilmember James Conley

**Los Angeles County:**  
City of Los Angeles Mayor Antonio Villaraigosa  
City of Los Angeles Attorney Rocky Delgadillo  
City of Los Angeles Councilmember Janice Hahn  
City of Los Angeles Councilmember Wendy Greuel

**Orange County:**  
Orange County Supervisor Bill Campbell  
Orange County Supervisor Lou Correa  
Orange County Supervisor Chris Norby  
Orange County Supervisor Jim Silva  
Orange County Treasurer John Moorlach  
Orange County Clerk Recorder Tom Daly  
City of Aliso Viejo Mayor Karl Warkomski  
City of Aliso Viejo Councilmember Cynthia Adams  
City of Aliso Viejo Councilmember Carmen Vail-Cave  
City of Anaheim Mayor Curt Pringle  
City of Anaheim Councilmember Richard Chavez  
City of Buena Park Councilmember Art Brown  
City of Costa Mesa Councilmember Katrina Foley  
City of Fountain Valley Councilmember Cheryl Brothers  
City of Fullerton Mayor Shawn Nelson  
City of Fullerton Councilmember Leland Smith  
City of Garden Grove Councilmember Janet Nguyen  
City of Garden Grove Councilmember Mark Rosen  
City of Glendale Councilmember Frank Quintero  
City of Huntington Beach Mayor Debbie Cook  
City of Huntington Beach Councilmember Jill Hardy  
City of Irvine Mayor Beth Krom  
City of Irvine Councilmember Larry Agran  
City of Irvine Councilmember Steven Choi  
City of Irvine Councilmember Sukhee Kang  
City of La Habra Mayor Steve Anderson  
City of Laguna Niguel Councilmember Gary Capata  
City of Laguna Niguel Councilmember Paul Glaab  
City of Lomita Councilmember Mark Warronek  
City of Orange Mayor Mark Murphy  
City of Orange Councilmember Carolyn Cavecche  
City of Orange Councilmember Tita Smith  
City of Placentia Councilmember Norman Cavecche  
City of Placentia Councilmember Steve Wright  
City of Santa Ana Mayor Miguel Pulido  
City of Santa Ana Councilmember Carlos Bustamante  
City of Santa Ana Councilmember Albert Christy  
City of Santa Ana Councilmember Mike Garcia  
City of Santa Ana Councilmember Jose Solerio  
City of Westminster Mayor Margie Rice  
City of Westminster Councilmember Kermit Marsh  
City of Yorba Linda Councilmember Mike Duvall
CLIENT REFERENCES

Joe Adams
President, Discovery Science Center
1010 North Main Street, Santa Ana, CA 92701
Phone: (714) 913-5002

Blake Anderson
General Manager, Orange County Sanitation District
10844 Ellis Avenue, Post Office Box 8127, Fountain Valley, CA 92708
Phone: (714) 993-8117

Brett Barbre
Board President, Municipal Water District of Orange County
10500 Ellis Avenue, P.O. Box 20895, Fountain Valley, CA 92728
Phone: (714) 396-1350

The Honorable Norm Eckenrode
Councilmember, City of Placentia
Board Member, Orange County Gateway Project Authority
1329 Orleans Dr., Placentia, CA 92870
Phone: (714) 528-1662

Gilda Gonzales
Chief Executive Officer, Unity Council
3411 East 12th Street, Suite 200, Oakland, CA 94601
Phone: (510) 535-6906

Virginia Grebbien
General Manager, Orange County Water District
10500 Ellis Avenue, P.O. Box 20895, Fountain Valley, CA 92728
Phone: (714) 378-3220

Don Kennedy
Chairman of the Board, First American Title
One First American Way, Santa Ana, CA 92707
Phone: (714) 800-4411

Daniel McLaughlin
Chief Executive Officer, Envision Schools
301 DeMontfort Avenue, San Francisco, CA 94112
Phone: (415) 841-2221

James “Walkie” Ray
Partner, Sanderson J Ray Development
Chairman Emeritus, Orange County High School of the Arts Foundation
2699 White Road, Suite 150, Irvine, CA 92614
Phone: (949) 222-5775

Phillip H. Tagami
Managing General Partner, California Commercial Investments
300 Frank H. Ogawa Plaza, Suite #340, Oakland, CA 94612
Phone: (510) 268-8500
CONTRACT COST

For our public sector advocacy and funding services we generally charge public sector clients a standard fee of $7,500.00 per month. Given our commitment to the vision and values of the City of Glendale, we propose a twelve-month contract for a monthly fee of $5,000.00 plus reimbursable expenses directly associated with the initiatives described in this proposal. To provide further security to the City, our proposed contract includes a 30-day no-fault termination clause for either party to exercise in the event of changing circumstances unforeseen at this time.
ADDENDUM A
ARTICLES OF INCORPORATION
OF
TOWNSEND PUBLIC AFFAIRS, INC.

ONE: The name of this corporation is Townsend Public Affairs, Inc.

TWO: The purpose of the corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business, or the practice of a profession permitted to be incorporated by the California Corporations Code.

THREE: The name and address in this state of the corporation's initial agent for service of process are:

Christopher Townsend
5 Wightman Ct.
Dana Point, CA 92629

FOUR: This corporation is authorized to issue only one class of shares, which shall be designated "common" shares. The total number of such shares authorized to be issued is 1,000,000 shares.

Dated: August 27, 1998

TIMOTHY D. CARLYLE
Incorporator

I declare that I am the person who executed the above Articles of Incorporation and that this instrument is my act and deed.

TIMOTHY D. CARLYLE
I, BILL JONES, Secretary of State of the State of California, hereby certify:

That the attached transcript has been compared with the record on file in this office, of which it purports to be a copy, and that it is full, true and correct.

IN WITNESS WHEREOF, I execute this certificate and affix the Great Seal of the State of California this
July 15, 2005

Ms. Elaine I. Aguilar
Assistant City Manager
City of Glendale
613 E. Broadway, Suite 200
Glendale, CA 91206

Dear Ms. Aguilar:

Pursuant to your request, attached please find a proposal from Townsend Public Affairs, Inc. to provide State Legislative Advocacy services on behalf of the City of Glendale.

As the proposal demonstrates, our record of service on behalf of various municipal and non-profit clients has generated over $250 million in funding for "legacy" projects throughout the state. In addition, our key relationships with local, state, and federal officials have provided those clients with uniquely tailored legislative advocacy services to monitor and protect their interests. Given the mission and scope of the various needs of the City, as outlined by your RFP, we believe our firm can serve as a valuable addition to your team on behalf of the City's priority projects.

Thank you for your consideration of this proposal. We look forward to meeting with you soon to discuss this opportunity in greater detail. In the meantime, please forward any questions or requests for information you may have directly to Chris Massey of my staff, either via phone at 949.399.9050 or via email at cmassey@townsendpa.com.

Yours truly,

Christopher Townsend
President

cc: Chris Massey, Townsend Public Affairs, Inc.

Enclosure
July 13, 2005

Ms. Elaine A. Aguilar
Assistant to the City Manager
City of Glendale
613 E. Broadway, Suite 200
Glendale, CA 91206

Dear Ms. Aguilar:

Please find, enclosed, our proposal for legislative advocacy for consideration by the City of Glendale. The proposal contains a brief summary of the firm’s experience, biographical information on the members of the firm, an account of selected public policy experiences, a current client list, and other information as specified in your Request for Proposals.

We believe we have a strong team of professionals that will provide both high quality governmental relations services and a responsible level of communication with you, the client. Our policy experience and knowledge of the legislative process combine to offer the City of Glendale effective and well-respected representation in Sacramento.

We thank you for granting us the opportunity to be considered and look forward to discussing a potential relationship with the City of Glendale in the near future. Please contact us with any questions or comments you may have regarding this proposal or other matters of interest.

Sincerely,

[Signature]

Phillip H. Schott

Enclosure
Proposal for Representation

Presented to:

CITY OF GLENDALE

July 2005

Submitted by:
Schott & Lites Advocates, Inc.
1510 14th Street
Sacramento, CA 95814
Ph. 916 444-7158 / Fax 916 447-4947
Email – pschott@schottlites.com
Schott & Lites Advocates is a lobbying firm with more than thirty years of experience in state governmental relations. In general, we provide legislative advocacy services in all areas of state government including the Legislature, the Executive branch, state constitutional offices, state agencies, and departments. Lobbying services typically include issue and strategy development, creation and management of legislation, and direct advocacy. We are extremely familiar with the State Budget process and provide strategy development for advocacy of budget items. As our client list indicates, we have extensive experience representing the interests of many diverse public and private sector clients.

As your Sacramento advocates, we would interact directly with the Legislature and Executive branches on your behalf. We also often work in coalitions with whom the client is affiliated or work to develop coalitions with other similar interests. In many instances, we believe participation by the client in direct advocacy with us in Sacramento is extremely useful to achieving our goals.

With respect to client communications, we would generally provide written, electronic and oral communications to you as desired and as necessary. In addition, we prepare for our clients all necessary documentation and reports as required by the California Fair Political Practices Act of 1974.

Lastly, we believe in long-term relationships whenever possible. Many of our clients have trusted us with their interests for many years, including several that have been with the firm for more than 25 years. It is important to us to develop a relationship of trust, cooperation and communication that can endure while policy issues and political realities change over time. We believe this has been a very successful aspect of the firm's operation, as evidenced by our continuing representation of long-term clients.
MEMBERS OF THE FIRM

Phillip H. Schott, Partner – Mr. Schott founded the lobbying practice in 1973 and has continuously advocated before state government since that time. Mr. Schott has broad experience in environmental policy, land development planning, and transportation funding, casualty, life and workers’ compensation insurance. Prior to lobbying, from 1962 through 1969, Mr. Schott worked for the State Legislature as a committee consultant, the Assembly’s Chief Administrative Officer and as Chief of Staff to former Assembly Speaker Jesse Unruh. From 1971 to 1973, Mr. Schott served as a consultant to both the Senate and Assembly Rules Committees, establishing the current system of personnel management employed in each house. After that, Mr. Schott was employed by the two houses to design and implement the 2-year legislative calendar, which is still in use today.

Mr. Schott earned a Bachelor of Science Degree from the University of California, Santa Barbara and served as a fellow with the Coro Foundation.

Jim Lites, Partner – Prior to joining the firm in 1998, Mr. Lites served as staff to the Legislature for nine years in both the Senate and Assembly. His positions included Senior Consultant for tax, economic development and international trade to Speaker Cruz Bustamante and Chief Consultant to the Assembly Revenue and Taxation Committee under Chairwoman Juanita McDonald. Mr. Lites served as a consultant to the Assembly Higher Education Committee specializing in economic and workforce development. He also served as Chief of Staff for both Assembly Member Marguerite Archie-Hudson and Speaker Emeritus Cruz Bustamante. Mr. Lites has written and managed numerous pieces of legislation on tax policy, economic development and other issues, and has extensive experience with California Enterprise Zone policy. Mr. Lites was also a key staff person on the Tax Conference Committees from 1995-1997.

Mr. Lites has a Bachelor’s Degree in Political Science from the University of California, Los Angeles and a Master’s Degree in International Affairs from California State University, Sacramento. Mr. Lites also was a member of the California State Senate Fellowship class of 1989.

Timothy Schott, Partner – Mr. Schott joined the firm in 1995 and since then has actively lobbied the California state government. He has successfully managed numerous pieces of legislation and budget requests in the issue areas of transportation, the environment, trade and commerce, and land use. Prior to lobbying, he spent nine years working in the public relations field in the greater San Francisco Bay Area. From 1991 to 1995, he was Corporate Relations Manager for Miller, Zeichik and Associates, a public relations firm specializing in campaign management and non-profit fundraising. From 1987 to 1991, Mr. Schott served as Director of Field Operations for the political consulting firm of Masterton & Wright. Mr. Schott’s public relations experience includes comprehensive campaign management, grassroots organizing, major donor development, and direct mail and media outreach.
Mr. Schott graduated with a Bachelor’s Degree in Literature and Political Science from the University of California, Santa Cruz.

**Shaundi Falamaki, Lobbyist** - Prior to joining Schott & Lites Advocates in October 2004 as a Legislative Advocate, Shaundi Falamaki served as News Director/Reporter with the Capitol Television News Service/PACSAT. She covered the Schwarzenegger Administration and Legislature for thirty stations throughout California and national networks, including CNN. Previously, Ms. Falamaki worked for *Larry King Live*, Fox Sports West, Fox-11 in Los Angeles, UPN-31 in Sacramento, and a number of stations in the Bay Area, including CBS-KPIX and Fox-KTVU.

Ms. Falamaki graduated from the University of California, Berkeley in three years with a double major in Legal Studies and Political Psychology.

**Lina Bernal, Lobbyist** – Ms. Bernal joined the firm in 1999 and registered as a lobbyist in 2004. She has a background in marketing and is a graduate of the University of California, Davis.
FINANCIAL SOLVENCY

Schott & Lites Advocates, formerly known as Phillip H. Schott, Inc., has been in business since 1973. Our long-term client relationships and have demonstrated a level of professionalism, commitment and results to the clientele such that long-term relationships have developed and been maintained. Several clients, including the San Francisco Bay Area Rapid Transit District (BART), Pardee Homes, and the California Association of Port Authorities have been with the firm for over 25 years. In addition, the State Association of County Retirement Systems, the Mortgage Insurance Companies of America and Weyerhaeuser Company have all been with the firm for over 10 years. We suggest the diversity of interests among our long-term clients is compelling evidence of our ability to know and understand the client, its needs and expectations, and how those factors change over time.

Schott & Lites Advocates has a combination of both lobbying and non-lobbying revenues. Attached for your review is the lobbying income of the firm as reported to the Secretary of State over the eight calendar quarters comprising the 2003-2004 legislative session and the first quarter of 2005.

PROOF OF AUTHORITY

Attached for your review is a copy of the certificate of stock ownership showing Phillip H. Schott as the holder of all outstanding shares of the firm, Phillip H. Schott, Inc. Also attached is our 2002 filing with the Secretary of State indicating the name of the firm was changed to Schott & Lites Advocates, Inc. The process of a stock distribution to Tim Schott and Jim Lites is currently underway, but has not been completed to date. When the stock distribution is complete, the new stock certificates will reflect the current name of the firm.
FIRM EXPERIENCE

Schott & Lites Advocates has a long track record of successful representation of public sector entities before the state Legislative and Executive Branches of government. Some recent accomplishments include:

City of Gardena – In 2003, Schott & Lites represented the City of Gardena before the California Integrated Waste Management Board as the City was tasked with improving its recycling diversion activities within the City’s waste hauling system. We were successful in obtaining additional time for the City to meet the directives of the Board and assisting in a reduction of the original fine amount levied against the City.

State Association of County Retirement Systems (SACRS) – SACRS comprises the twenty California counties that operate their own retirement system for county employees, including Los Angeles County. Each year, SACRS sponsors legislation to address administrative or technical matters related to retirement system management. Such sponsored bills signed into law include: AB 979/Ch. 441, Statutes of 2004; AB 2234/Ch. 533, Statutes of 2004; AB 55/Ch. 261, Statutes of 2003; and AB 374/Ch. 95, Statutes of 2003. Schott & Lites enjoys a cooperative relationship with labor organizations, which is a requirement in order to have successful outcomes in the retirement policy arena.

In 2005, SACRS is extremely active in the pension reform discussions, which will continue for the balance of the legislative session. We were instrumental in developing the Administration’s understanding of the distinctions between the California Public Employees Retirement System (CalPERS) and the SACRS counties and how various legislative reform proposals achieve or fall short of the intended goals. We continue to offer this policy guidance as the Legislature considers additional reform measures in the 2005 Extraordinary Session.

California Association of Port Authorities (CAPA) – We have had numerous successful legislative outcomes on behalf of the Port Authorities over thirty-plus years of representation. In addition, we have a long history of advocacy on behalf of California’s ports before a number of state agencies, departments and commissions, including the Business, Transportation and Housing Agency, the California Department of Transportation, the State Lands Commission, the Lieutenant Governor’s office, the Controllers office and the Department of Finance.

Recently, Schott & Lites represented port perspectives during the Schwarzenegger Administration’s review of California’s goods movement system. We continue to be active participants in on-going efforts to craft a statewide Goods Movement Action Plan, currently under discussion within the Business, Transportation and Housing Agency, the California Environmental Protection Agency and the Governor’s office. We have also been instrumental in cultivating and maintaining a coalition of organizations with
significant trade interests, which culminated this year in the creation of the California Trade Coalition, now an active advocacy entity in Sacramento with more than twenty-five members representing major retailer associations, transportation entities, trade associations and other shipping interests.

San Francisco Bay Area Rapid Transit District (BART) – Each year, BART has a pro-active legislative agenda. In representing BART for more than thirty years, we have successfully delivered numerous bills, including energy-related legislation to ensure BART has reliable, cost-effective and alternative sources of power; legislation exempting BART from the California Environmental Quality Act (CEQA); Transit Village-related legislation to promote smart growth and transit use; and specific Budgetary appropriations to support BART’s projects and mission.

In addition to extensive legislative efforts, we work regularly with the California Transportation Commission and the Department of Transportation on project delivery issues, and with regional planning entities such as the Metropolitan Transportation Commission and the Association of Bay Area Governments.

Elsinore Valley Municipal Water District (EVMWD) – Recently, we have assisted the EVMWD in working with CalPERS to effect a conversion of their status as a CalPERS contracting agency. The EVMWD application had been pending at CalPERS for over a year with little movement and Schott & Lites secured several meetings with key CalPERS staff in order to determine what steps must be taken to finalize the application. This process will now be concluded by the end of the summer.

City of Indio – We are actively working with the City of Indio in the current 2005 session to secure a legislative extension of the Enterprise Zone Program for some of the zones set to expire within the next few years. These discussions will culminate in August or September of this year.

We believe the breadth of our activities on behalf of public sector clients is evidence of our expertise and knowledge of the legislative process, the Executive branch, and relationships necessary to be successful. We strongly suggest our reputation, as professional and forthright advocates, will be a tremendous asset to the City of Glendale.
STAFFING

Mr. Jim Lites and Ms. Shaudi Falamaki will serve as lead advocates for the firm on behalf of the City of Glendale. At all times, however, the entirety of firm resources may be made available to achieve the goals of the City’s legislative and policy agenda.

REFERENCE LIST

FIRM REFERENCES

Mr. Len Frank
Senior Vice President, Pardee Homes
(310) 446-1264

Mr. Richard Steinke
Executive Director, Port of Long Beach
(562) 590-4100

Ms. Katherine Strehl
Executive Manager, External Affairs, San Francisco Bay Area Rapid Transit District
(510) 464-6425

REFERENCES FOR THE PRINCIPAL CONTACT, JIM LITES

Mr. Robert Palmer
Administrator, San Joaquin County Employees Retirement System
(209) 468-2163

Mr. George Granger
Director of External Affairs, Western Region, Cingular Wireless
(925) 227-3070

Ms. Elizabeth Martyn
City Attorney, City of Indio
(949) 636-9737
FEE FOR SERVICE OPTIONS

A. Monthly retainer of $6,000.00 per month. Full lobbying services regardless of monthly hours.

B. Hourly rate of $250.00 per hour. Hourly rate will not exceed $90,000 per year.

Under each option, the fees are all-inclusive and no additional charges would be made, except for reimbursement of travel expenses outside of Sacramento as directed by you, the client.

SUMMARY

We believe Schott & Lites Advocates has the experience and ability to generate results in Sacramento. Our reputation and history will immediately provide the City of Glendale with an effective advocate who can work with key state legislators, state agencies and departments, and stakeholders to pursue the City's policy agenda. We thank you for the opportunity to submit this proposal and hope to work with you in the near future. We are available to meet with you personally for further discussions at the appropriate time.
CLIENT LIST

Arden Park Home Owners Association
Bartko, Zankel, Tarrant & Miller
Belkin Corporation
California Association of Port Authorities
California State Club Association
Capitol Corridor Joint Powers Authority
Centennial Founders, LLC
Cingular Wireless
City of Canyon Lake
City of Gardena
City of Indio
Elsinore Valley Municipal Water District
Linebarger, Goggan, Blair & Sampson, LLP
Logret Import and Export Company, Inc.
MBNA America Bank
Mike Roos & Company
Mortgage Insurance Companies of America
Newberry Springs Community Services District
Orange County Employees Retirement System
Pardee Homes
San Francisco Bay Area Rapid Transit District (BART)
San Francisco Forty Niners, Ltd.
San Francisco Maritime National Park Association
State Association of County Retirement Systems
Sutter Securities Incorporated
The Switch Beverage Company
Western Contract Furnishers
Weyerhaeuser Company
### Lobbying Activity

**SCHOTT & LITES ADVOCATES, INC.**

**View:**
- General Information
- Financial Activity/Filing History

#### Legislative Session
- 2005 through 2006
- Historical
  - 2003 through 2004
  - 2001 through 2002
  - 1999 through 2000

Lobbying firms file quarterly financial disclosure reports during the course of a two-year legislative session. Check here to learn the payments received by the firm from its clients on a quarter by quarter basis.

#### LOBBYING PAYMENTS RECEIVED 2003-2004 LEGISLATIVE SESSION

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Lobbying Activity
SCHOTT & LITES ADVOCATES, INC.

View:
- General Information
- Financial Activity/Filing History

Legislative Session
- 2005 through 2006
- Historical

Lobbying firms file quarterly financial disclosure reports during the course of a two-year legislative session. Check here to learn the payments received by the firm from its clients on a quarter by quarter basis.

<table>
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<th>QUARTER</th>
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June 13, 1980

PHILLIP H. SCHOTT, INC.

Authorized: 10,000 Common Shares

IT IS UNLAWFUL TO CONSUMMATE A SALE OR TRANSFER OF THIS SECURITY, OR ANY INTEREST THEREIN, OR TO RECEIVE ANY CONSIDERATION THEREFOR, WITHOUT THE PRIOR WRITTEN CONSENT OF THE COMMISSIONER OF CORPORATIONS OF THE STATE OF CALIFORNIA, EXCEPT AS PERMITTED IN THE COMMISSIONER'S RULES.

This Certificate that Phillip H. Schott is the registered holder of 1,000 (one thousand) Shares PHILLIP H. SCHOTT, INC.

Transferable only on the books of the Corporation by the holder hereof in person or by Attorney, upon surrender of this Certificate properly endorsed.

In Witness Whereof, the said Corporation has caused this Certificate to be signed by its duly authorized officers and its Corporate Seal to be hereunto affixed this 13th day of July, A.D. 1980.

Jean E. Schott
SECRETARY

Phil H. Schott
PRESIDENT
CERTIFICATE OF AMENDMENT
OF
ARTICLES OF INCORPORATION

The undersigned certify that:

1. They are the president and the secretary, respectively, of Phillip H. Schott, Inc., a California corporation.

2. Article I of the Articles of Incorporation of this corporation is amended to read as follows:

   "The name of this corporation is Schott & Lites Advocates, Inc."

3. The foregoing amendment of Articles of Incorporation has been duly approved by the board of directors.

4. The foregoing amendment of Articles of Incorporation has been duly approved by the required vote of the shareholders in accordance with Section 902, California Corporations Code. The total number of outstanding shares of the corporation is 1,000. The number of shares voting in favor of the amendment equaled or exceeded the vote required. The percentage vote required was more than 50%.

We further declare under penalty of perjury under the laws of the State of California that the matters set forth in this certificate are true and correct of our own knowledge.

Date: 10/31/02

Phillip H. Schott, President

Date: 10/31/02

Tiff Schott, Secretary
July 11, 2005

Elaine I. Aguilar  
Assistant to the City Manager  
City of Glendale  
613 E. Broadway, Suite 200  
Glendale, CA 91206

Dear Ms. Aguilar,

Thank you for taking the time to review the proposal prepared for the City of Glendale by Cline & Duplissea. We feel that Cline & Duplissea is ideally suited and qualified to represent the City of Glendale. Enclosed is the proposal, biographies for the lobbyists that are affiliated with Cline & Duplissea and our client list. We look forward to hearing from you.

Sincerely,

CLINE & DUPLISSEA

[Signatures]

Robert C. Cline  
Partner

Bill Duplissea  
Partner
July 11, 2005

Elaine I. Aguilar
Assistant to the City Manager
City of Glendale
613 E. Broadway, Suite 200
Glendale, CA 91206

Dear Ms. Aguilar,

It is with great pleasure that Cline & Duplissea informs you that we are very interested in representing the City of Glendale as your advocates to the state government of California. After reviewing your "request for proposal" we feel our firm is ideally suited and qualified to represent the City of Glendale. Cline & Duplissea has reviewed Section 3 Scope of Work and is in complete agreement that our firm can and will execute all seven of the points made. Please see our "additional comments" for a more complete explanation of each of these points. For organizational ease Cline & Duplissea will follow Section 5 Contents of Proposal in the same order as outlined in your RFP.

a) Structure of the organization: Cline & Duplissea is a partnership between Robert C. Cline and Bill Duplissea. It is a successor company to the Robert Cline Company, which is maintained by Robert Cline. Cline & Duplissea contracts for services with Robert Cline Company, who employs the staff used by Cline & Duplissea. In addition to Robert Cline and Bill Duplissea Cline & Duplissea has associated with John Quimby and Robert Presley. It should be noted that Cline, Duplissea, Quimby, and Presley are all former legislators, and are individually and currently registered as advocates with the Secretary of State.

b) Financial Solvency: Established in May of 2001, Cline & Duplissea has grown to annual billings of $845,000.00 in 2004. Cline & Duplissea has no outstanding non-current debt or payables, and carries receivables of between $40,000.00 and $50,000.00 per month, all of which are current.
c) Firm Experience: Cline & Duplissea can offer our clients a level of experience in the legislative and governmental sectors equal to or greater than any firm in Sacramento. With the addition of former Assemblyman John Quimby (D) and former Senator Robert Presley (D) former Chairman of the Senate Committee on Appropriations, to the experience of former Assemblyman Bob Cline (R) Vice Chairman of Revenue & Taxation and is currently President of the Sacramento Valley Lincoln Club and former Assemblyman Bill Duplissea (R) Vice Chair of the Assembly Committee on Transportation, Cline & Duplissea has 44 years of combined legislative service. Additionally, former Senator Robert Presley served in the Administrative Branch at Cabinet level for both Governor Pete Wilson and Governor Gray Davis as the Secretary of Youth and Adult Correctional Agency. Former Assemblyman Bill Duplissea served as the Director of the Division of Workers’ Compensation, Special Assistant to Governor Pete Wilson, Director of Manufacturing Retention, and as the Public Member of the OSHA Appeals Board after his legislative service. Cline, Quimby, Presley, and Duplissea all have some local or regional governmental experience, either elected or appointed. Cline, Quimby, Presley, and Duplissea have combined lobbying experience of 60 years. A list of past and current clients is enclosed but it is noteworthy that Cline & Duplissea represents a wide range of clients in both the public and private sector. This diverse client list requires that Cline & Duplissea interact with nearly all of the 120 elected legislators and the Governor’s office on a frequent basis. Cline & Duplissea, unlike many firms, is not regarded as a Republican or Democrat firm. The high degree of collegiality with which our firm is regarded by currently serving legislators of both parties, and the fact that we are well balanced with two Republican and two Democrat former members of the legislature, truly makes Cline & Duplissea a bipartisan firm.

d) Robert Cline (Partner), Bill Duplissea (Partner) John Quimby (Associate) and Robert Presley (Associate) as well as Jessica Erickson (Administrative Assistant) will all work on behalf of the City of Glendale. A great advantage to our clients with having all members of our firm represent the clients interests, is that in almost any given situation at least one member will have a close personal relationship with the necessary official enabling our client’s point of view to be considered at the highest level. The significance of the personal relationships that our firm has developed with over a century of legislative and lobbying experience cannot be overstated.
e) Reference List: Assemblymember Carol Liu (D) (916) 319-2044, Los Angeles County Supervisor Mike Antonovich (213) 974-5555, Assemblyman Lloyd Lavine (916) 319-2040, Mayor Judith Valles City of San Bernardino (909) 384-5133, Mayor Larry Nelson City of Artesia (562) 865-6262, Mayor Carol Klatt City of Daly City (650) 991-8088, Mayor Ronald Loveridge City of Riverside (951) 316-5234

f) Cline & Duplissea bills on the last day of each month for professional fees and expenses. For the scope of work described in the RFP Cline & Duplissea (four advocates) proposes to charge the City of Glendale $7,000.00 per month. Pre-approved expenses such as travel and any other client-related expenses are billed at the end of the month in which they occur. Recurring expenses such as fax, duplication costs, express postage, and long distance telephone are billed at actual cost monthly. If the City of Glendale opts to have Cline & Duplissea file the required quarterly FPPC reports (both hard copy and electronically) on their behalf, there is a quarterly charge of $160.00 with includes the retention of these records in our offices.

Additional Comments: In our opinion Cline & Duplissea will be a very good fit for the City of Glendale. We are a mid-sized firm that has the resources necessary to serve our clients well, yet small enough to give each client individual care and attention. As you can see from our client list we have a diverse clientele, serving both the public and private sector clients. A firm that works only for cities or the public sector may be unable establish relationships with key legislators. Our private sector clients afford us the opportunity to forge lasting relationships with key officials. Our balance of public and private clients also allows Cline & Duplissea to know and work with the full range of legislators, we are not limited by the need to concentrate on the local government committees in the Assembly and Senate.
Cline & Duplissea prides itself on affording our clients representation in Sacramento on a very personal level and complete service oriented manner. When it becomes necessary for City staff or City officials to be in Sacramento, we can assist in transportation, office space, computer access, clerical assistance, and communications. We are anxious to make introductions with key legislative staff and key legislators during your stay in Sacramento. We believe that hosting City officials and staff creates valuable relationships for the City with the legislature and administration.

On behalf of the City of Glendale, Cline & Duplissea will review every bill and every amendment published by the Legislative Bill Room. We subscribe to a legislative bill service that delivers all legislative bills and current amendments to our office each morning. We also have an online bill tracking service called “Capitol Track” that we utilize to track bills of interest to our clients daily by subject, name, and keyword. We will set up a unique password for City access to our website and bill tracking.

Cline & Duplissea would be pleased to prepare and deliver a briefing for Council Members and City of Glendale Staff quarterly in Glendale. Cline & Duplissea has a wide range of clients that requires us to work in most of the policy committees in both the Assembly and the Senate. Transportation, Health, Appropriations, Banking & Finance, Budget, Governmental Organization, Higher Education, Insurance, Labor & Employment, Local Government, Public Safety, Utilities and Commerce and Revenue & Taxation are the principal committees worked by Cline & Duplissea on a regular basis.

An aspect of Cline & Duplissea that cannot be overstated is our ability to communicate directly with the elected Members of the legislature, and senior staff. Since all four advocates are former legislators, we believe that we are received by legislators and senior staff with an attitude of collegiality, and fraternity. The City of Glendale indicated that obtaining appointments with key committee chairs and committee members and decision makers is a specific need. Cline & Duplissea is ideally suited to this task for the reasons outlined above.

Cline & Duplissea would welcome an opportunity to speak with the City of Glendale about the advocacy services we can offer. We believe that our firm is very well suited for the City of Glendale, and feel as though we can offer The City of Glendale outstanding representation in Sacramento.
About Bob Cline

**Summary**
Experienced lobbyist, legislative advocate and Association administrator offering a thorough, practical understanding of effective state and local government relations, since 1980.

Former elected Member of the California State Legislature representing Los Angeles and Ventura Counties for 10 years in the state Assembly, from 1970 to 1980. Former President Los Angeles Community College Board of Trustees, elected and served 1969-1971.

Master's Degree (MBA) in Business Administration, University of California, 1961 (Finance).

Assembly Rules Committee, elected by colleagues to serve.
Served on Assembly Committees:

- Revenue and Taxation
- Education
- Finance and Insurance
- Governmental Organization
- Housing and Community Development
- Public Employees, Retirement & Social Security
- Water, Parks & Wildlife

Experienced and persuasive public speaker with the ability to lead, communicate and execute ideas into accomplishments. Award winning author, published by Pacific Research Institute, San Francisco.

Financial and Tax Consultant with own firm, 1964 through 1980

**Experience**
Long term personal and professional relationship association with Governor Gray Davis; former Governors Pete Wilson, George Deukmejian and Jerry Brown.

Robert C. Cline Company – Financial and Tax Consultants, advising corporate and individual clients on tax matters, mergers and real estate.

Cline, Holzberg Company – Partnership in accounting, tax and financial consulting.

**Education and Military**

United States Army, U.S. Army Air Defense Command

**Civic and Political**
Successful campaign fund raiser for candidates and clients for political action.
Responsible for over $200,000 in PAC funds.
Increased member contributions to ABC Cal-PAC from $8,200 to $92,000.

President, Lincoln Club of Sacramento Valley
Successful campaign manager, political strategist and organizer

Former Member, Los Angeles Mayor’s City Economic Development Board

1976 Republican National Convention, Reagan Delegation
1964 Republican National Convention, Honorary Assistant, Sgt. at Arms

Founding Member, Secretary-Treasurer, and current President of Butte Sink Waterfowl Association, a 501(c)(3) non-profit charitable corporation, specializing in water supplies and waterfowl habitat.
About Bill Duplicsea

Summary
Fifteen years experience in California politics, government and public policy offering a thorough, practical understanding of effective state and local governmental relations.

Former elected Member of the California State Legislature representing San Mateo County in the 20th Assembly District. Member of the Metropolitan Transportation Commission, serving the nine Bay Area Counties. Administrative Director of the Division of Workers' Compensation, Director of the Office of Manufacturing Retention, Public Member of the OSHA Appeals Board serving the Deukmejian and Wilson Administrations.

Elected by the Republican Caucus to the Leadership position of Caucus Secretary. Appointed by the Speaker of the California Assembly, Vice Chairman of the Assembly Committee on Transportation. Served on Assembly Committees:

- Labor and Employment
- Revenue and Taxation
- Ways and Means (now Appropriations)

Extensive background in public speaking, grass roots organization, and public policy initiative. Statewide experience in fundraising and policy coalition building.

Twenty seven years of experience in owning and operating four small to medium size businesses in transportation equipment, finance, contract labor, and retail/wholesale dry cleaning.

Experience
Long term personal and professional relationship association with Governor Gray Davis and former Governors Pete Wilson and George Deukmejian. Vice President California Truck Trailer Services Inc. 1980-present
President Bayview Trailer and Equipment Inc. 1980-1984
General Partner Carlos Cleaners and Launderers 1980-present.

Civic and Political
Society of California Pioneers
California Historical Society
NFL Alumni
California Republican State Central Committee
California Taxpayers Association
American Legislative Exchange Council

Education
BA in History from the University of San Francisco in 1972.
AA from Menlo College in 1970
Robert Presley has had a distinguished and varied career, first as a highly decorated soldier of World War II, then in law enforcement and the California State Senate; and now in the statewide criminal justice system.

As a World War II combat veteran, Robert was awarded the Bronze Star for Heroic Achievement in Action while serving with the Fifth Army in Italy. Robert Presley is a graduate of the FBI National Academy in Washington, D.C. He holds a lifetime teaching credential in Police Science and served 24 years with the Riverside County Sheriff’s Department, the last 12 years as a undersheriff.

Robert Presley served in the State Senate 1974-1994. In a survey of the Capitol Press Corp, Legislators, legislative staff and governmental advocates, the California Journal rated Presley number one out of 40 State Senators. He was also selected as one of ten outstanding State Legislators in the U.S. by the National Assembly of Governmental Employees.

During his tenure in the California State Senate, he served on the Judiciary, Agriculture and Water, Natural Resources and Budget Committees. In 1985 he was chosen as Chairman of the Senate Appropriations Committee. Robert also served on the Joint Legislative Audit Committee, which oversees spending and performance of state agencies. He has been a leading advocate of streamlining government. As Chairman of the Senate Select Committee on California’s Business Climate, he aggressively worked to ensure that government policies encourage business reinvestment in California.

As Chairman of the Joint Legislation Prisons Committee, Robert carried major anti-crime and prison construction legislation and provided oversight of the state prison’s as well as the California Youth Authority. He also authored air quality and consumer protection laws and workers compensation reform. As Chairman of the Senate Select Committee on Children and Youth, he authored major legislation to improve children’s services.

Robert Presley has been named “Legislator of the Year” by groups such as the California Peace Officers’ Association, the State Parks and Recreation Association, the County Supervisors Association of California and the Chief Probation Officers of California. He was recognized as a “Fraud Buster of the Highest Order” by the Independent Business Coalition Against Workers Compensation Fraud. Robert has been honored by the Small Business Exchange and the National Federation of Independent Business for his efforts to assist small business development. He has received special recognition for his landmark legislation strengthening disciplinary systems for doctors and lawyers.

Robert Presley was the first Chairman of the Board of the Crime Control Technology Research Center at the University of California, Riverside. He was appointed by Governor Wilson as Chairman of the California Youthful Offender Parole Board. The Riverside County Board of Supervisors has appointed Robert Presley Chairman of the County Commission on Reorganization and Structure. He is also a former President of the State Medical Podiatry Board and a board member of the Children’s Advocacy Institute, based in San Diego.

On January 4, 1994 Governor Davis appointed Robert Presley Secretary of the Youth and Adult Correctional Agency, an organization composed of 164,000 inmates, 120,000 Parolees, 51,000 employees and a 5.9 billion dollar budget. Robert served in this capacity through November 15, 2003. Robert Presley then entered into lobbying for various clients.
Biography of
JOHN P. QUIMBY
Legislative Advocate

The youngest legislator elected to the California State Assembly in 1962, John Quimby began his state service at the age of 27. He continued for the next 12 years serving on the following committees:

- Assembly Rules Committee (senior ranking member)
- Revenue and Taxation committee
- Local Government Committee (Vice-Chairman)
- Joint Rules Committee on Legislation Representation (Vice-Chairman)
- Joint Committee on Telecommunications (Chairman)
- Assembly Water Committee (Vice-Chairman)
- Active member of the State Public Works Board

John maintained an active bill load during his 6 terms and enjoyed a better-than-average passing percentage on the majority of bills he was involved with. Among the most notable bills he spearheaded were the Quimby Act, a pioneering piece of legislation requiring sub-dividing contractors to provide for neighborhood public parks (or donated monies in lieu of) while developing land. Another Quimby-sponsored bill saw the dawn of classroom TV education for grades K-12 with the adoption of the Farr-Quimby Educational Television Act. Probably the most commonly known bill was the Anatomical Gift Act, one of the earliest versions of legislation encouraging organ donor participation, an option available on all California driver's licenses.

Beginning in the early 1960's, John developed close associations with the likes of Jess Unruh and Ronald Reagan. These professional alliances led to many inroads within the state government system. Considered by many to be in the hub of state politics, John frequently emerges close to the "head man" on committee assignments and issues.

The early political career of John was centered in local government where he was elected to the San Bernardino City Council, served as a Police Commissioner and was President of the Citrus Belt Division, League of California Cities. His public career expanded further when he entered the broadcasting industry as a newscaster on radio and television in Arizona and California. His news analyses and spoken commentaries earned him recognition as a budding political entity, and his popularity among Californians ultimately earned him a legislative seat in Sacramento.

(continued)
In recent years, John Quimby's affect on California politics can be traced to his advocacy on a wide variety of legislative issues. He continues to play an active role in helping to shape California's future by having represented dozens of commercial and residential clients. He sees his present role as an advocate; able to convey factual information pertaining to any legislation important to the county of San Bernardino.

A popularly sought public speaker for the past 30 years, John is as "colorful" as they come...an outgoing, personable type with genuine interest in everyone around him. John has appeared at college campuses and performed as an emcee for major dinners and fundraising events throughout California. His speeches offer candid political insights about the inner-workings of government and are often sprinkled with a good dose of humor. His recognition in Sacramento is apparent when short trips to the capitol often result in several impromptu sidewalk conversations. It is in these spontaneous meetings where John, true to form, offers his seasoned political expertise interspersed with an occasional good-hearted joke or other humorous anecdote.

* * * *
Past & Present Client List

Agri-Empire
Associated Builders & Contractors of CA, Inc.
Associated Builders & Contractors of San Diego
Boxers and Wrestlers Benefit Fund
CA Coastal Council
California Association of Auto Brokers
California Housing Council
California Independent Petroleum Association
California Pharmaceuticals Manufacturers
California School Bus Contractors Association
California School Transportation Association
Cass Construction
City of San Marcos
City of Banning
City of Daly City
City of Artesia
City of Riverside
City of Industry
Collateral Loan and Secondhand Dealers Association
County of Riverside
County of Los Angeles
County of San Bernardino
County of San Mateo
Duraflame
Durham Transportation
Electric & Gas Industries Association
Enerland
Extengine
Family Winemakers of California
First Student
Gabrielino-Tongva Tribal Nation
Gary Drilling Company
Highway Carriers Association
Hughes Aircraft
Independent Oil Producers’ Agency
Knoxx & Associates (Moreno Valley)
Laidlaw Education Services
Maytag Corporation
Menlo College
Miller Paralegal
National Cement Company of California
North America Association of Inventory Services
Option One Mortgage
Odyssey House of Louisiana
Pet Industry Joint Advisory Council
Port of Redwood City
R. Cervasco Nursery
Riverside Plaza
San Mateo County Transit District
Salyer – Boswell Company
Service Master Company
Sodexo
Southern California Rock Products Association
Springboard Credit Counseling
Systech Environmental Corporation
Technic Tool Corporation
Tidelands Oil Production Company
Treetrimmers of Southern California
Union Pacific Resource Company
United Municipal Leasing
Utility Trailer Manufacturing
Will Rogers Polo Club
Will Rogers Equestrian Center

**Energy and Oil**
- Tidelands Oil Production Company
- Electric & Gas Industries
- US Energy Inc.

**Finance**
- Option One Mortgage Corporation
- Springboard Credit Counseling

**Local Governments**
- City of Artesia
- City of Banning
- City of Daly City
- City of Industry
- City of Riverside
- County of Los Angeles
- County of Riverside
- County of San Bernardino
- County of San Mateo
- Port of Redwood City
- San Mateo County Transit District

**Manufacturing**
- Maytag Corporation
- National Cement Company of California
- Southern California Rock Products Association
- Utility Trailer Manufacturing Company
- Whirlpool Corporation

**Transportation**
- California School Transportation Association
- California Association of Auto Brokers
- Durham Transportation
- Laidlaw Transit
- San Mateo County Transit District
- Utility Trailer Manufacturing Company

Toxics and Waste Disposal
- Systech Environmental Corporation
- National Cement Company of California

Miscellaneous
- R. Cervasco Nursery
- Sodexho