



CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY MEETING AGENDA

**April 17, 2025
6:00 PM**

The Mission of the City of Coalinga is to provide for the preservation of the community character by delivering quality, responsive City services, in an efficient and cost-effective manner, and to develop, encourage, and promote a diversified economic base in order to ensure the future financial stability of the City for its citizens.

Notice is hereby given that the City Council will hold a Meeting, on April 17, 2025 in the City Council Chambers located at 155 West Durian, Coalinga, CA. Persons with disabilities who may need assistance should contact the City Clerk at least 24 hours prior to this meeting at 935-1533 x113. Anyone interested in translation services should contact the City Clerk at least 24 hours prior to the meeting at 935-1533 x113. The Meeting will begin at 6:00 p.m. and the agenda will be as follows:

1. CALL TO ORDER

1. Pledge of Allegiance
2. Changes to the Agenda
3. Council's Approval of Agenda

2. AWARDS, PRESENTATIONS, APPOINTMENTS AND PROCLAMATIONS (NONE)

3. CITIZEN COMMENTS

This section of the agenda allows members of the public to address the City Council on any item within the jurisdiction of the Council. Members of the public, when recognized by the Mayor, should come forward to the lectern, identify themselves and use the microphone. Comments are normally limited to three (3) minutes. In accordance with State Open Meeting Laws, no action will be taken by the City Council this evening and all items will be referred to staff for follow up and a report.

Citizen Comments submitted in writing to the City Clerk by 5:00pm on the day of the City Council meeting shall be distributed to the City Council and included in the record,

however they will not be read.

4. PUBLIC HEARINGS (NONE)

5. CONSENT CALENDAR

1. Approve MINUTES - April 3, 2025
2. Informational Only: FY24/25 Budget Report Quarter Ending December 31, 2024
3. Informational Only: Measure J Quarter Ending December 31, 2024
4. Information Only: Transient Occupancy Tax Quarter Ending December 31, 2024
5. Informational Only: Cannabis Related Revenue Quarter Ending September 30, 2024
6. Fire Department 2025 First Quarter Report
7. Police Department Monthly Report for March 2025
8. Adopt Resolution No. 4259 Approving a List of Projects to be Funded by SB 1: The Road Repair and Accountability Act and Further Authorizing Budget Expense in Amount of \$473,300 to Execute List of Projects Funded by SB 1 in 2025/2026 Fiscal Year
9. City Council Approval of a Project Change Order – Derrick Reservoir Rehabilitation Project: Magnetic Flux Leakage (MFL) Floor Scan
10. Approve a Quote from Herc Rentals for a Temporary Booster Pump Station Rental to Support the Derrick Reservoir Rehabilitation Project
11. Update on Advanced Metering Project (Smart Meters) - Future Agenda Item - Mayor Vosburg
12. Council Authorization to Issue a Request for Proposals (RFP) for Ambulance Billing Services
13. Adopt Resolution No. 4251 Updating Authorized Signatures to the Investment of Monies in the United States Treasury Fund with Zions BanCorporation.

6. ORDINANCE PRESENTATION, DISCUSSION AND POTENTIAL ACTION ITEMS

1. Council Discussion and Potential Action Related to Considering a Firm to Provide the City Advocacy and Lobbying Services
Sean Brewer, Interim City Manager

7. ANNOUNCEMENTS

1. City Manager's Announcements
2. Councilmembers' Announcements/Reports
3. Mayor's Announcements

8. FUTURE AGENDA ITEMS

9. CLOSED SESSION

1. PUBLIC EMPLOYMENT - Government Code Section 54957. Title: City Manager
2. City Manager's Performance Evaluation - Government Code 54957(b).

10. CLOSED SESSION REPORT

Closed Session: A "Closed" or "Executive" Session of the City Council, Successor Agency,

or Public Finance Authority may be held as required for items as follows: personnel matters; labor negotiations; security matters; providing instructions to real property negotiators; legal counsel regarding pending litigation; and protection of records exempt from public disclosure. Closed session will be held in the Administration Building at 155 W. Durian Avenue and any announcements or discussion will be held at the same location following Closed Session.

11. ADJOURNMENT

**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Approve MINUTES - April 3, 2025
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Shannon Jensen, City Clerk

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

	File Name	Description
▣	MINUTES_For_Approval_040325.pdf	Minutes - April 3, 2025

MINUTES

CITY COUNCIL/SUCCESSOR

AGENCY/PUBLIC FINANCE AUTHORITY

MEETING AGENDA

April 3, 2025

1. CALL TO ORDER 6:00 PM

Council Members Present: Vosburg, Horn, Ramierz, Schindler, Hedgecock

Others Present: Interim City Manager Sean Brewer, City Attorney Mario Zamora, Police Commander Sean Young, Financial Services Director Mai Vang (arrived late), City Treasurer Dawn Kahikina, Fire Chief Greg DuPuis, Administrative Analyst Mercedes Garcia (via Zoom) and City Clerk Shannon Jensen

Council Members Absent: None

Others Absent: None

Changes to the Agenda: Interim City Manager Sean Brewer announced the following Changes to the Agenda:

None

*Motion by Horn, Second by Schindler to Approve the Agenda for the meeting of April 3, 2025. Motion **Approved** by 5/0 Roll-Call Majority Vote.*

Councilmember Ramirez requested a moment of silence for his nephew, Charlie Benitez, who passed away shortly after his 25th birthday.

2. AWARDS, PRESENTATIONS, APPOINTMENTS AND PROCLAMATIONS

1. Presentation from the Alisa Ann Ruch Burn Foundation to the Coalinga Fire Department as the Prevention Community Partner of the Year

Katrina Arthur, Operations Manager for the Alisa Ann Ruch Burn Foundation, presented the Coalinga Fire Department with the "Prevention Community Partner of the Year" award.

2. City Department Updates

Fire Chief Greg DuPuis provided a brief update for the Fire Department.

Chief of Police Jose Garza provided a brief update on the Police Department.

3. CITIZEN COMMENTS

The following individual(s) spoke under Citizen Comments:

None

The following individual(s) submitted written comment(s):

Edward Post

4. PUBLIC HEARINGS

None

5. CONSENT CALENDAR

1. Approve MINUTES – March 6, 2025
2. Approve MINUTES – March 20, 2025
3. Check Register: 2/01/2025 – 2/28/2025
4. Direct Staff to Propose Updates to City Regulations for Enhanced Property Maintenance Standards
5. Informational Only: Transient Occupancy Tax Quarter Ending September 30, 2024

Councilman Hedgecock pulled Item No. 5.5 for discussion.

Councilman Hedgecock expressed concern over hotels not paying their taxes.

Interim City Manager provided a brief overview of the item, stating that staff is looking into how to address the issue and ensuring there are proper procedures in place to make sure the businesses are properly reporting their tax information.

6. Informational Only: Measure J Quarter Ending September 30, 2024
7. Informational Only: Proposed Electronic Sign Street View

Mayor Vosburg pulled Item No. 5.7 for discussion.

Interim City Manager Sean Brewer provided a brief overview of the item.

8. Approve Request of Fire Wood Donation from Avenal State Prison
9. Approve Purchase Order from Emergency Vehicle Group (EVG) to Remount Fire Department Ambulance
10. Adopt Resolution No. 4258 Amending the Firefighter Reserve Job Description
11. Approve Proposal from Koff & Associates, an Executive Recruiting Firm, for City Manager Recruitment

Item No. 5.11 was pulled for discussion at the request of Tawnya Stevens.

Mrs. Stevens expressed opposition to the expenses related to recruitment.

City Attorney Mario Zamora provided a brief overview of the recruiting process and the benefits of contracting with a firm who specializes in City Manager recruitment.

12. Authorize Purchase of Kubota Tractor to Maintain City Owned Lots, Medians and Airport

Mayor Vosburg pulled Item No. 5.12 for discussion.

Interim City Manager Sean Brewer provided a brief overview of the item.

*Motion by Horn, Second by Hedgecock to Approve Consent Calendar Item Nos. 5.1 through 5.12. **Approved** by 5/0 Roll-Call Majority Vote.*

6. ORDINANCE PRESENTATION, DISCUSSION AND POTENTIAL ACTION ITEMS

1. Fiscal Year 2025/2026 Budget Discussion
Mai Vang, Financial Services Director & Sean Brewer, Interim City Manager

Financial Services Director Mai Vang and Interim City Manager Sean Brewer provided an overview of the FY 2025-26 Budget.

Consensus of the City Council is for Staff to work with the City Council on identifying a date for a Special Budget Workshop.

2. Discussion, Direction and Potential Action regarding Increasing Presence of the Coalinga Fire Department at the Coalinga Airport – Future Agenda Item (Hedgecock and Schindler)
Sean Brewer, Interim City Manager

Consensus of the City Council is for Staff to prepare a report outlining various options for the placement of an additional fire station.

7. ANNOUNCEMENTS

City Manager's Announcements:

Interim City Manager Sean Brewer announced the next City Council meeting is scheduled for April 17, 2025.

Council Member's Announcements:

Councilman Ramirez announced that Coalinga Huron Recreation and Parks District (CHRPD) will be holding their annual Rainbow Walk in honor of Autism Awareness Month on Saturday, April 5th, 2025 from 1pm to 3pm.

Councilman Ramirez also announced that his family would be holding a Car Wash Fundraiser benefiting the Benitez family on Saturday, April 5th from 8am to 2pm.

Mayor's Announcements:

Mayor Vosburg provided a brief overview of his attendance at a recent California Cities committee meeting.

Mayor Vosburg reminded the community of the CHRPD's Rainbow Walk for Autism Awareness Month taking place on Saturday between 1pm and 3pm.

8. FUTURE AGENDA ITEMS

Mayor Pro-Tem Horn requested a Future Agenda Item to have a Stop Sign placed at Hawthorne and 6th Street.

Mayor Pro-Tem Horn requested a Future Agenda Item regarding cost savings of outsourcing a mechanic versus doing it in-house. Interim City Manager Sean Brewer stated that they are currently working on those numbers for inclusion in the budget.

Mayor Vosburg requested staff to circulate information on tinted windows to the public.

Mayor Vosburg requested a Future Agenda Item regarding the costs associated with training additional Police Officers on how to use Visible Light Transmission (VLT) meters.

Mayor Vosburg requested a Future Agenda Item related to the status of the Advance Metering Infrastructure (AMI) project.

9. CLOSED SESSION

1. PUBLIC EMPLOYMENT – Government Code Section 54957. Title: City Manager
2. REAL PROPERTY NEGOTIATIONS – Government Code Section 54956.8. CONFERENCE WITH REAL PROPERTY NEGOTIATORS. PROPERTY: APN: 071-152-04S located in the City of Coalinga. CITY NEGOTIATORS: Interim City Manager Sean Brewer; and City Attorney Mario Zamora. NEGOTIATING PARTIES: Larry L. Baker and Laurie L. Baker. UNDER NEGOTIATION: Price and Terms of Payment

10. CLOSED SESSION REPORT

None

11. ADJOURNMENT 7:25 PM

APPROVED:

Nathan Vosburg, Mayor

ATTEST:

Shannon Jensen, City Clerk

Date

STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Informational Only: FY24/25 Budget Report Quarter Ending December 31, 2024
Meeting Date: Thursday, April 17, 2025
From: Seam Brewer, Interim City Manager
Prepared by: Mai Vang, Financial Services Director

I. RECOMMENDATION:

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II. BACKGROUND:

III. DISCUSSION:

Fund Type	Current FY24/25 Revenue	Revenue Received at 12-31-24	% Received
Capital Projects Fund	\$ -	\$ 2,125	0%
Debt service Fund	\$ 1,289,178	\$ 4,678	0%
Enterprise Fund	\$ 21,519,720	\$ 7,062,790	33%
General Fund	\$ 17,441,064	\$ 8,568,660	49%
Special Revenue Fund	\$ 6,506,009	\$ 2,192,344	34%
Trust Fund	\$ 674,993	\$ 9,708	1%
Grand Total	\$ 47,430,964	\$ 17,840,308	
		Estimated Targeted % Revenue	50%
		Total Estimated Targeted Revenue	\$ 23,715,482
Fund Type	Current FY24/25 Expenditure Budget	Exenditure at 12-31-24	% Used
Capital Projects Fund	\$ 282,000	\$ 699	0%
Debt service Fund	\$ 975,728	\$ -	0%

Debt Service Fund	\$	978,729	\$	-	0%
Enterprise Fund	\$	22,181,905	\$	10,596,929	48%
General Fund	\$	20,642,263	\$	11,069,518	54%
Special Revenue Fund	\$	8,552,809	\$	1,532,202	18%
Trust Fund	\$	849,877	\$	598,894	70%
Grand Total	\$	53,384,580	\$	23,798,245	
			Estimated Expenditure		50%
			Estimated Expenditure used Over/(under) at 12.31.24	\$	26,692,290

Revenue received was roughly 25% or \$5,875,174 less than expected at December 31, 2024.

Resources used was 10% or \$2,894,045 less than expected at December 31, 2024.

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

File Name	Description
 FY24-25_Budget_Report_Quarter_Ending_12.31.24.pdf	FY24-25 Budget Report Quarter Ending December 31, 2024



Budget Report

Group Summary

For Fiscal: 2024-2025 Period Ending: 12/31/2024

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Used
100 - GENERAL FUND RESERVE FUND	-2676320.00	(2,676,320.00)	1,832.01	(2,664,115.14)	12,204.86	99.54%
Total Revenues	0.00	0.00	1,832.01	12,204.86	12,204.86	0.00%
Total Expenses	2,676,320.00	2,676,320.00	0.00	2,676,320.00	0.00	100.00%
101 - GENERAL FUND	0.00	(8,416.00)	1,272,613.04	2,425,120.54	2,433,536.54	28,815.60%
Total Revenues	14,225,291.00	14,225,291.00	2,104,478.16	8,332,914.13	(5,892,376.87)	58.58%
Total Expenses	14,225,291.00	14,233,707.00	831,865.12	5,907,793.59	8,325,913.41	41.51%
104 - SCHOLARSHIP FUND	-900.00	(900.00)	21.47	96.66	996.66	-10.74%
Total Revenues	100.00	100.00	21.47	96.66	(3.34)	96.66%
Total Expenses	1,000.00	1,000.00	0.00	0.00	1,000.00	0.00%
105 - COPS GRANT FUND	-113841.00	(113,841.00)	15,087.62	43,009.13	156,850.13	-37.78%
Total Revenues	100,000.00	100,000.00	15,087.62	134,968.24	34,968.24	134.97%
Total Expenses	213,841.00	213,841.00	0.00	91,959.11	121,881.89	43.00%
106 - POLICE DEPT GRANTS	23784.00	23,784.00	(697.35)	186,000.43	162,216.43	782.04%
Total Revenues	422,284.00	422,284.00	0.00	385,847.00	(36,437.00)	91.37%
Total Expenses	398,500.00	398,500.00	697.35	199,846.57	198,653.43	50.15%
107 - GAS TAX FUND	-27938.00	(30,182.00)	3,810.57	35,747.61	65,929.61	-118.44%
Total Revenues	490,846.00	490,846.00	45,860.32	272,663.78	(218,182.22)	55.55%
Total Expenses	518,784.00	521,028.00	42,049.75	236,916.17	284,111.83	45.47%
109 - TDA - ARTICLE 3 FUND	-30226.00	(30,226.00)	(6.84)	(30.80)	30,195.20	0.10%
Total Revenues	19,774.00	19,774.00	(6.84)	(30.80)	(19,804.80)	0.16%
Total Expenses	50,000.00	50,000.00	0.00	0.00	50,000.00	0.00%
110 - LTF - ARTICLE 8 FUND	-1308687.00	(1,308,687.00)	(114,135.66)	(86,716.07)	1,221,970.93	6.63%
Total Revenues	583,677.00	583,677.00	1,479.50	103,788.58	(479,888.42)	17.78%
Total Expenses	1,892,364.00	1,892,364.00	115,615.16	190,504.65	1,701,859.35	10.07%
111 - SB1-ROAD REHAB MAINT ACCT FUND	362477.00	362,477.00	35,791.51	207,872.65	(154,604.35)	57.35%
Total Revenues	462,477.00	462,477.00	35,791.51	207,872.65	(254,604.35)	44.95%
Total Expenses	100,000.00	100,000.00	0.00	0.00	100,000.00	0.00%
114 - HABITAT CONSERVATION FUND	-3747.00	(3,747.00)	39.84	(4,138.40)	(391.40)	110.45%
Total Revenues	300.00	300.00	34.56	161.92	(138.08)	53.97%
Total Expenses	4,047.00	4,047.00	(5.28)	4,300.32	(253.32)	106.26%
117 - IGT-INTERGOVERNMENTAL TRANSFER	-524879.00	(529,087.00)	(175,965.79)	(2,261,864.03)	(1,732,777.03)	427.50%
Total Revenues	3,215,773.00	3,215,773.00	585.65	223,541.32	(2,992,231.68)	6.95%
Total Expenses	3,740,652.00	3,744,860.00	176,551.44	2,485,405.35	1,259,454.65	66.37%
125 - MEASURE C-STREET MAINTENANCE	-1257181.00	(1,257,181.00)	15,973.77	112,573.95	1,369,754.95	-8.95%
Total Revenues	284,062.00	284,062.00	18,147.50	115,985.66	(168,076.34)	40.83%
Total Expenses	1,541,243.00	1,541,243.00	2,173.73	3,411.71	1,537,831.29	0.22%
126 - MEASURE C-ADA COMPLIANCE	-34928.00	(34,928.00)	603.92	4,007.87	38,935.87	-11.47%
Total Revenues	10,072.00	10,072.00	601.49	4,007.87	(6,064.13)	39.79%
Total Expenses	45,000.00	45,000.00	(2.43)	0.00	45,000.00	0.00%
127 - MEASURE C-FLEXIBLE FUNDING	-338958.00	(338,958.00)	(45,327.04)	(86,996.67)	251,961.33	25.67%
Total Revenues	346,271.00	346,271.00	23,133.13	136,118.09	(210,152.91)	39.31%
Total Expenses	685,229.00	685,229.00	68,460.17	223,114.76	462,114.24	32.56%
141 - PUBLIC BUILDING/FACILITIES IMPACT FEES	-21000.00	(21,000.00)	60.83	(415.71)	20,584.29	1.98%

Budget Report

For Fiscal: 2024-2025 Period Ending: 12/31/2024

Fund		Original	Current	Period	Fiscal	Variance	Percent
		Total Budget	Total Budget			Favorable (Unfavorable)	
	Total Revenues	0.00	0.00	52.89	283.47	283.47	0.00%
	Total Expenses	21,000.00	21,000.00	(7.94)	699.18	20,300.82	3.33%
144 - STORM DRAINAGE & FLOOD CONTROL IMPACT FEES		-10000.00	(10,000.00)	217.50	854.95	10,854.95	-8.55%
	Total Revenues	0.00	0.00	189.95	854.95	854.95	0.00%
	Total Expenses	10,000.00	10,000.00	(27.55)	0.00	10,000.00	0.00%
145 - STREETS & BRIDGES IMPACT FEES		-241000.00	(241,000.00)	117.54	462.04	241,462.04	-0.19%
	Total Revenues	0.00	0.00	102.65	462.04	462.04	0.00%
	Total Expenses	241,000.00	241,000.00	(14.89)	0.00	241,000.00	0.00%
146 - PARK IMPACT FEES		-10000.00	(10,000.00)	139.72	525.10	10,525.10	-5.25%
	Total Revenues	0.00	0.00	116.66	525.10	525.10	0.00%
	Total Expenses	10,000.00	10,000.00	(23.06)	0.00	10,000.00	0.00%
150 - COALINGA PUBLIC FINANCING AUTH		413452.00	413,452.00	1,190.91	4,678.97	(408,773.03)	1.13%
	Total Revenues	1,289,178.00	1,289,178.00	1,039.56	4,678.97	(1,284,499.03)	0.36%
	Total Expenses	875,726.00	875,726.00	(151.35)	0.00	875,726.00	0.00%
303 - CDBG PROGRAM FUND		0.00	0.00	0.00	333,753.91	333,753.91	0.00%
	Total Revenues	0.00	0.00	0.00	343,591.54	343,591.54	0.00%
	Total Expenses	0.00	0.00	0.00	9,837.63	(9,837.63)	0.00%
304 - HOME PROGRAM FUND		4928.00	4,928.00	0.00	226.21	4,701.79	4.59%
	Total Revenues	0.00	0.00	0.00	0.00	0.00	0.00%
	Total Expenses	4,928.00	4,928.00	0.00	226.21	4,701.79	4.59%
305 - CALTRANS GRANTS FUND		663670.00	663,670.00	7,725.75	(186,055.37)	(849,725.37)	-28.03%
	Total Revenues	2,776,215.00	2,776,215.00	41,189.26	223,319.48	(2,552,895.52)	8.04%
	Total Expenses	2,112,545.00	2,112,545.00	33,463.51	409,374.85	1,703,170.15	19.38%
306 - SPECIAL REVENUE GRANTS FUND		75000.00	75,000.00	75,567.20	239,066.53	164,066.53	318.76%
	Total Revenues	503,959.00	503,959.00	76,186.20	258,986.20	(244,972.80)	51.39%
	Total Expenses	428,959.00	428,959.00	619.00	19,919.67	409,039.33	4.64%
308 - AB179 TECH IMPROVEMENT		32369.00	32,369.00	0.00	0.00	32,369.00	0.00%
	Total Revenues	0.00	0.00	0.00	0.00	0.00	0.00%
	Total Expenses	32,369.00	32,369.00	0.00	0.00	32,369.00	0.00%
310 - AHSC PROGRAM		0.00	0.00	(34,871.25)	(138,828.05)	(138,828.05)	0.00%
	Total Revenues	500,000.00	500,000.00	0.00	0.00	(500,000.00)	0.00%
	Total Expenses	500,000.00	500,000.00	34,871.25	138,828.05	361,171.95	27.77%
501 - WATER ENTERPRISE FUND		313624.00	309,416.00	(919,136.02)	(1,696,884.15)	(2,006,300.15)	-548.42%
	Total Revenues	13,916,500.00	13,916,500.00	20,825.08	4,293,723.47	(9,622,776.53)	30.85%
	Total Expenses	13,602,876.00	13,607,084.00	939,961.10	5,990,607.62	7,616,476.38	44.03%
502 - GAS ENTERPRISE FUND		-838605.00	(842,813.00)	(357,490.28)	(386,072.37)	456,740.63	45.81%
	Total Revenues	3,314,300.00	3,314,300.00	(9,448.70)	723,225.73	(2,591,074.27)	21.82%
	Total Expenses	4,152,905.00	4,157,113.00	348,041.58	1,109,298.10	3,047,814.90	26.68%
503 - SEWER ENTERPRISE FUND		-205425.00	(209,633.00)	(278,495.73)	(1,258,694.90)	(1,049,061.90)	600.43%
	Total Revenues	1,732,000.00	1,732,000.00	3,543.88	782,407.45	(949,592.55)	45.17%
	Total Expenses	1,937,425.00	1,941,633.00	282,039.61	2,041,102.35	(99,469.35)	105.12%
504 - SANITATION ENTERPRISE FUND		68221.00	67,660.00	(471,096.29)	(192,488.25)	(260,148.25)	-284.49%
	Total Revenues	2,556,920.00	2,556,920.00	11,817.34	1,263,433.55	(1,293,486.45)	49.41%
	Total Expenses	2,488,699.00	2,489,260.00	482,913.63	1,455,921.80	1,033,338.20	58.49%
815 - LOW/MOD HOUSING ASSET FUND		-18928.00	(18,928.00)	2,145.41	1,101.48	20,029.48	-5.82%
	Total Revenues	6,072.00	6,072.00	2,279.85	5,064.57	(1,007.43)	83.41%
	Total Expenses	25,000.00	25,000.00	134.44	3,963.09	21,036.91	15.85%
820 - RORF-REDEV OBLIG RETIREMENT FUND (RDA)		-173984.00	(173,984.00)	(1,355.57)	(589,283.22)	(415,299.22)	338.70%

Budget Report

For Fiscal: 2024-2025 Period Ending: 12/31/2024

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)	Percent Used
Total Revenues	674,893.00	674,893.00	5,997.88	9,611.69	(665,281.31)	1.42%
Total Expenses	848,877.00	848,877.00	7,353.45	598,894.91	249,982.09	70.55%
Report Surplus (Deficit):	(5,953,616.00)	(5,981,669.00)	(965,639.21)	(5,957,937.52)	23,731.48	99.60%

Fund Summary

Fund	Original Total Budget	Current Total Budget	Period Activity	Fiscal Activity	Variance Favorable (Unfavorable)
100 - GENERAL FUND RESERVE FU	(2,676,320.00)	(2,676,320.00)	1,832.01	(2,664,115.14)	12,204.86
101 - GENERAL FUND	0.00	(8,416.00)	1,272,613.04	2,425,120.54	2,433,536.54
104 - SCHOLARSHIP FUND	(900.00)	(900.00)	21.47	96.66	996.66
105 - COPS GRANT FUND	(113,841.00)	(113,841.00)	15,087.62	43,009.13	156,850.13
106 - POLICE DEPT GRANTS	23,784.00	23,784.00	(697.35)	186,000.43	162,216.43
107 - GAS TAX FUND	(27,938.00)	(30,182.00)	3,810.57	35,747.61	65,929.61
109 - TDA - ARTICLE 3 FUND	(30,226.00)	(30,226.00)	(6.84)	(30.80)	30,195.20
110 - LTF - ARTICLE 8 FUND	(1,308,687.00)	(1,308,687.00)	(114,135.66)	(86,716.07)	1,221,970.93
111 - SB1-ROAD REHAB MAINT AC	362,477.00	362,477.00	35,791.51	207,872.65	(154,604.35)
114 - HABITAT CONSERVATION FL	(3,747.00)	(3,747.00)	39.84	(4,138.40)	(391.40)
117 - IGT-INTERGOVERNMENTAL	(524,879.00)	(529,087.00)	(175,965.79)	(2,261,864.03)	(1,732,777.03)
125 - MEASURE C-STREET MAINT	(1,257,181.00)	(1,257,181.00)	15,973.77	112,573.95	1,369,754.95
126 - MEASURE C-ADA COMPLIAN	(34,928.00)	(34,928.00)	603.92	4,007.87	38,935.87
127 - MEASURE C-FLEXIBLE FUND	(338,958.00)	(338,958.00)	(45,327.04)	(86,996.67)	251,961.33
141 - PUBLIC BUILDING/FACILITIE	(21,000.00)	(21,000.00)	60.83	(415.71)	20,584.29
144 - STORM DRAINAGE & FLOOD	(10,000.00)	(10,000.00)	217.50	854.95	10,854.95
145 - STREETS & BRIDGES IMPACT	(241,000.00)	(241,000.00)	117.54	462.04	241,462.04
146 - PARK IMPACT FEES	(10,000.00)	(10,000.00)	139.72	525.10	10,525.10
150 - COALINGA PUBLIC FINANCIN	413,452.00	413,452.00	1,190.91	4,678.97	(408,773.03)
303 - CDBG PROGRAM FUND	0.00	0.00	0.00	333,753.91	333,753.91
304 - HOME PROGRAM FUND	(4,928.00)	(4,928.00)	0.00	(226.21)	4,701.79
305 - CALTRANS GRANTS FUND	663,670.00	663,670.00	7,725.75	(186,055.37)	(849,725.37)
306 - SPECIAL REVENUE GRANTS F	75,000.00	75,000.00	75,567.20	239,066.53	164,066.53
308 - AB179 TECH IMPROVEMENT	(32,369.00)	(32,369.00)	0.00	0.00	32,369.00
310 - AHSC PROGRAM	0.00	0.00	(34,871.25)	(138,828.05)	(138,828.05)
501 - WATER ENTERPRISE FUND	313,624.00	309,416.00	(919,136.02)	(1,696,884.15)	(2,006,300.15)
502 - GAS ENTERPRISE FUND	(838,605.00)	(842,813.00)	(357,490.28)	(386,072.37)	456,740.63
503 - SEWER ENTERPRISE FUND	(205,425.00)	(209,633.00)	(278,495.73)	(1,258,694.90)	(1,049,061.90)
504 - SANITATION ENTERPRISE FL	68,221.00	67,660.00	(471,096.29)	(192,488.25)	(260,148.25)
815 - LOW/MOD HOUSING ASSET	(18,928.00)	(18,928.00)	2,145.41	1,101.48	20,029.48
820 - RORF-REDEV OBLIG RETIREN	(173,984.00)	(173,984.00)	(1,355.57)	(589,283.22)	(415,299.22)
Report Surplus (Deficit):	(5,953,616.00)	(5,981,669.00)	(965,639.21)	(5,957,937.52)	23,731.48

**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Informational Only: Measure J Quarter Ending December 31, 2024
Meeting Date: Thursday, April 17, 2025
From: Seam Brewer, Interim City Manager
Prepared by: Mai Vang, Financial Services Director

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

The FY24-25 Measure J revenue received at \$1,015,170.50 versus the \$2,166,042 budgeted has a variance of 47%.

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

File Name	Description
 FY24-25_Measure_J_Quarter_Ending_December_31__2024.pdf	Measure J Summary for Quarter Ending December 31, 2024



Measure J

1% Transitions & Use Tax

Fiscal Year 2024-2025

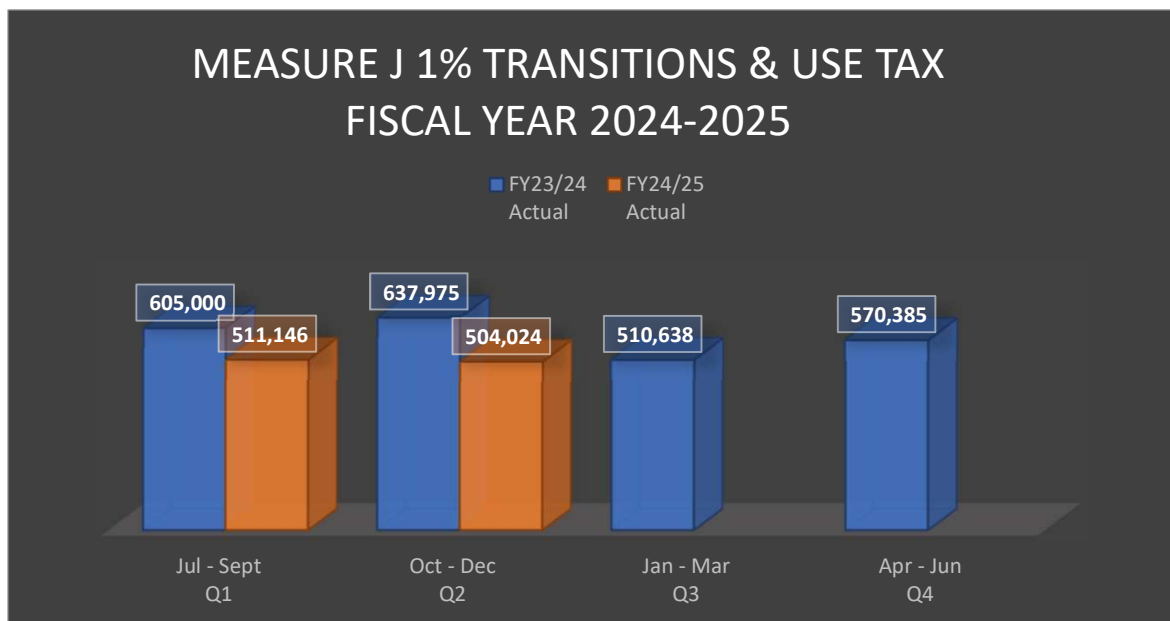
Reporting Period	Total
2024-Jul	167,759
2024-Aug	160,279
3rd Quarter True Up	183,108
2024-Oct	187,463
2024-Nov	171,712
4th Quarter True Up	144,849
2025-Jan	
2025-Feb	
1st Quarter True Up	
2025-Apr	
2025-May	
2nd Quarter True Up	
Total	1,015,171

Approved Revenue Budget 2,166,042

Anticipated Targeted Revenue 1,083,021.00

% of Revenue received over/(under) Targeted Revenue -3%

Amount of Revenue received over/(under) Targeted Revenue (67,851)



**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Information Only: Transient Occupancy Tax Quarter Ending December 31, 2024
Meeting Date: Thursday, April 17, 2025
From: Seam Brewer, Interim City Manager
Prepared by: Mai Vang, Financial Services Director

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

The unaudited FY 24-25 Transient Occupancy Tax revenue received at \$27,759 which was 11% or \$2,759 higher than the anticipated revenue.

IV. ALTERNATIVES:

V. FISCAL IMPACT:

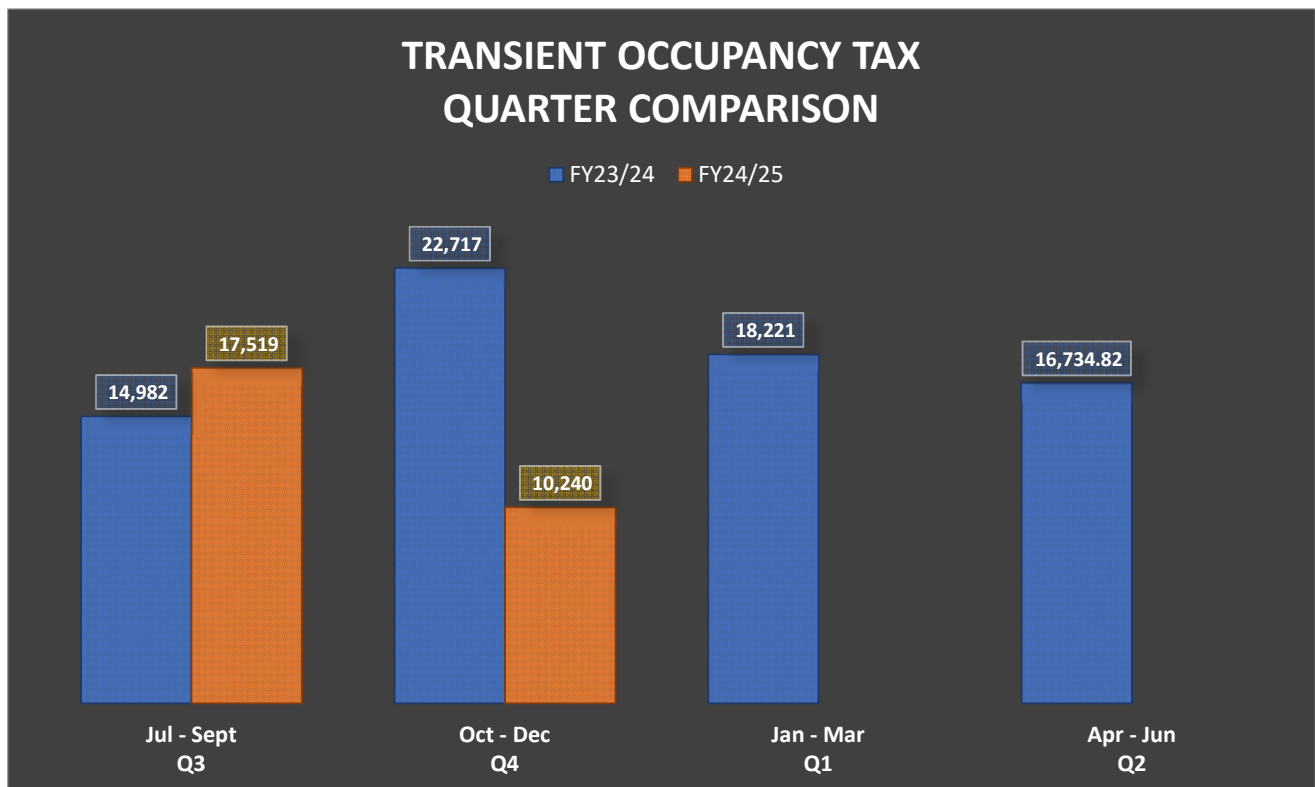
ATTACHMENTS:

File Name	Description
20250417_-_FY_24-25_Transient_Occupancy_Tax_(TOT)_Revenue_@_12.31.24.pdf	TOT Revenue

Transient Occupancy Tax

Fiscal Year 2024-25

Hotel/Motel Name	Jul-Sep 2024 2024-Q3	Oct-Dec 2024 2024-Q4	Jan-Mar 2025 2025-Q1	Apr-Jun 2025 2025-Q2	Total
Best Western Plus	10,559.92	8,780.90			19,340.82
Cambridge Inn	740.06	315.60			1,055.66
Coalinga Motel					-
Laura Lodge					-
Royal Lodge	5,345.17	811.58			6,156.75
Travel Inn	874.20	331.80			1,206.00
Total	17,519.35	10,239.88	-	-	27,759.23



**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Informational Only: Cannabis Related Revenue Quarter Ending September 30, 2024
Meeting Date: Thursday, April 17, 2025
From: Seam Brewer, Interim City Manager
Prepared by: Mai Vang, Financial Services Director

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

The unaudited FY 24-25 total Cannabis related revenue received at quarter ending September 30, 2024 was 35% or \$98,795 of the budgeted revenue, 10% more than the anticipated revenue of \$69,671. This increase is mostly due to the Cannabis Revenue Raising Fees.

The Cannabis Revenue Raising Fees received were 80% or \$79,352 of the total revenue received for quarter ending September 30, 2024.

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

File Name	Description
 Cannabis_Related_Revenue_Quarter_End_Sept._2024.pdf	Cannabis Related Revenue Quarter ending Sept 2024

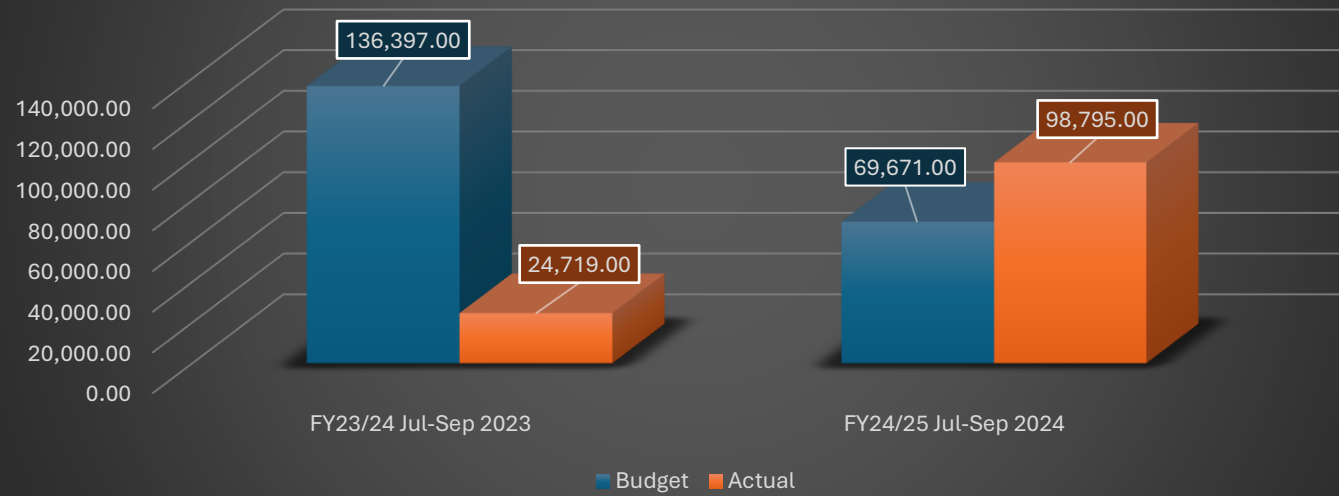


Cannabis Related Revenue

Fiscal Year 2024-2025

GL Account	GL Name	Budget	Jul-Sep 2024 2024-Q3	Oct-Dec 2024 2024-Q4	Jan-Mar 2025 2025-Q1	Apr-Jun 2025 2025-Q2	Total
101-400-42170	Cannabis Application Fees	5,000.00	951.00	-			951.00
101-400-42180	Cannabis Regulatory Permit Renewal	-	-	-		-	-
101-400-42190	Cannabis Revenue Raising Fee	219,919.00	79,352.35				79,352.35
101-400-42200	Cannabis Regulatory Licensing Fee	53,766.00	18,492.00				18,492.00
Total		278,685.00	98,795.35	-		-	98,795.35

Cannabis Related Revenue FY23/24-24/25 Quarter Comparison



**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Fire Department 2025 First Quarter Report
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Greg DuPuis, Fire Chief

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

Fire Department 2025 First Quarter Report

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

	File Name	Description
📎	2025_1st_quarter_report.pdf	FD 2025 1Q Report



CITY OF COALINGA FIRE DEPARTMENT

GREG DUPUIS, FIRE CHIEF
PHONE (559) 935-1652, X301
EMAIL GDUPUIS@COALINGA.COM



MEMORANDUM

Date: April 17, 2025

To: Honorable Mayor and Council Members
Sean Brewer, Interim City Manager

From: Greg DuPuis, Fire Chief

Re: Fire Department 2025 1st Quarter Report

This quarterly report is for the months of January, February, and March 2025. In January there were 271 calls for service, February, 292 calls for service and in March, 281 calls for service.

The EMS call volume is a 3% increase from this time frame in 2024 and 8% in 2023. Of those calls for service the breakdown is as follows:

JANUARY

EMS: 235 (87% of total calls)

Fires: 4

1 building fire

1 Vehicle Fire

3 Vegetation Fires

1 outside trash/rubbish

Gas Leaks: 2

Public Service: 15, which include public assistance or smoke/odor removal without fire.

False Alarms: 14

FEBRUARY

EMS: 253 (87% of total calls)

Fires: 1

1 Outside/rubbish

Gas Leak: 3

Public Service: 16, which includes public assistance or smoke/odor removal without fire.

False Alarms: 14

MARCH

EMS: 252 (90% of total calls)

Fires: 1

Gas Leaks: 2

Public Service: 5, which includes public assistance or smoke/odor removal without fire.

False Alarms: 15

*Not listed are the calls that were dispatched but cancelled en-route

TRAINING

The Fire Department has recorded a total of 275 training hours for this quarter. Most of those hours are the department's regular state-mandated training, including continuing education for EMT and Paramedic licensing. Our personnel have also received training in Driver Operator courses, vehicle extrication, State Fire Marshal Fire Fighter 1 curriculum, Fire Instructor courses, and Fire Investigations.

One Non-safety EMT has completed Paramedic school and is waiting to take the National Registry exam.

Two Non-safety EMT's are currently in Paramedic school and will start their field internship in June.

One Firefighter is attending the COS Fire Academy with a completion date in May.

PREVENTION & PUBLIC EDUCATION

Inspections

Battalion Chief's along with their Engine companies completed:

22 business inspections, including reinspection's. Each inspection is averaging 1.5 hours.

Public Education

- Coalinga Youth Softball opening day
- Coalinga Youth Baseball opening day
- Coalinga Chamber Mardi Gras
- (4) Elementary School tours of the fire station
- (5) Ambulance standby's for the Coalinga Rodeo

Burned Properties Update

As of 3/19/2025, the City Attorney's Office is still waiting for the Fresno County Courts for the warrants to complete the demolition project of 154 Buchannon and 325 E. Houston.

Tri Cities has put the job out to bid and I have included their proposal for the project.

STAFFING

We are currently at 15 out of 18 suppression personnel, 0 out of 2 Reserve personnel, and 4 out of 6 non-safety personnel. Testing for all positions has been ongoing and current through March and April.

ISO RATING UPDATE

The ISO (Insurance Services Office) rating for fire departments, also known as the Public Protection Classification (PPC), is a numerical grade (1-10), with 1 being the best, that assesses a community's fire protection capabilities and is used by insurance companies to determine fire insurance premiums.

The ISO evaluates a community's fire protection system based on factors such as:

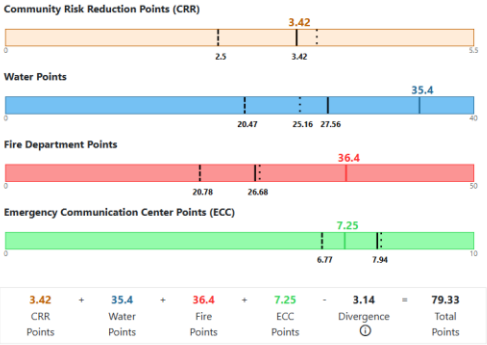
- **Fire Department:** Response times, equipment, staffing, training, and fire prevention programs.
- **Water Supply:** The adequacy and distribution of water resources for fire suppression.
- **Alarm Systems:** The efficiency of the fire alarm system and dispatch procedures.
- **Community Risk Reduction:** Fire prevention and safety education efforts.

The Department received our updated ISO rating of 79.33 to remain a Class III Department. An increase of 4.43 from 2018. We need 80 points to become a Class II. Below are the areas where we scored.

These points represent the summary of the major categories of the PPC evaluation.



Overall PPC Value: 03
Effective Date: 7/1/2025



Compare the following: ☒ Peer Group ☐ State Group ☒ Nationwide

Coalinga	3	Communities: 1
Fire Protection Area	Number of 3 Story Buildings	View Communities

**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Police Department Monthly Report for March 2025
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, (i)City Manager
Prepared by: Jose Garza, Chief of Police

I. RECOMMENDATION:

II. BACKGROUND:

III. DISCUSSION:

IV. ALTERNATIVES:

V. FISCAL IMPACT:

ATTACHMENTS:

File Name	Description
 CPD_March_2025_Monthly_Report.docx	CPD March 2025 Monthly Report

Monthly Report

March 2025

For the month of March 2025, Part 1 crimes were up 4% compared to March 2024. During March 2025, we had no homicides, rapes or burglaries. However, we did have 1 robbery, 15 assaults, 5 of which were domestic violence related and two gang related, 5 larcenies and 2 auto thefts.

March 2025 Notable Community Outreach, Investigations and/or Arrests

Community Outreach

Coalinga Police Department strives each day to contact residents and businesses in a positive light to build community trust and partnerships. For the month of March 2025, the Coalinga Police Officers reached out and made 106 community contacts. Year to date, CPD contacted 267 residents and businesses. Also, in the month of March, CPD hosted Cup of Coffee at New Life Tabernacle Church (252 E. Glenn), a big thanks to Pastor R.P. Sailer and his congregation.

Arrests

On March 22, 2025, at about 8am, officers conducted a search warrant on the 200 block of Locust. The search warrant stemmed from an ongoing investigation officers had been working on. During the execution of the search warrant two pistols and ammunition were recovered. 42-year-old Coalinga resident Oscar Rebolledo was arrested for charges related to Felon in Possession of a Firearm, Assault with a Deadly Weapon, Carrying a Concealed Firearm, Brandishing, and Witness Intimidation. Mr. Rebolledo was booked into the Coalinga City Jail and later transported to the Fresno County Jail.

Investigations

On March 27, approximately 9:30pm, Coalinga Police Department responded to shots fired call in the 600 block of College Street. Officers arrived and located evidence of a shooting and a vehicle that was damaged by gunfire. At this time, the investigation reveals that the shooting was a drug deal gone bad and no residents living in the 600 block of College Street were involved or targeted in the shooting.

STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Adopt Resolution No. 4259 Approving a List of Projects to be Funded by SB 1: The Road Repair and Accountability Act and Further Authorizing Budget Expense in Amount of \$473,300 to Execute List of Projects Funded by SB 1 in 2025/2026 Fiscal Year

Meeting Date: Thursday, April 17, 2025

From: Sean Brewer, Interim City Manager

Prepared by: Sean Brewer, Interim City Manager

I. RECOMMENDATION:

City Council Approve Resolution No. 4259 Approving a List of Projects to be Funded by SB 1: The Road Repair and Accountability Act and Further Authorizing a Budget Expense in the Amount of \$473,300 to Execute the List of Projects Funded by SB 1 in the 2025/2026 Fiscal Year

II. BACKGROUND:

Senate Bill 1 (SB 1), the Road Repair and Accountability Act of 2017 (Chapter 5, Statutes of 2017) was passed by the Legislature and Signed into law by the Governor in April 2017 in order to address the significant multi-modal transportation funding shortfalls statewide. The new transportation bill will generate \$54 billion over the next decade, split between state and local agencies.

III. DISCUSSION:

SB 1 includes accountability and transparency provisions that will ensure the residents of our City are aware of the projects proposed for funding in our community and which projects have been completed each fiscal year. The City must include a list of all projects proposed to receive funding from the Road Maintenance and Rehabilitation Account (RMRA), created by SB 1, in the City budget, which must include a description and the location of each proposed project, a proposed schedule for the project's completion, and the estimated useful life of the improvement.

The City is expected to receive \$473,300 in RMRA funding in Fiscal Year 2025/2026 from SB 1 and is recommending using the funds and future funds for the City's annual road repair and maintenance efforts through completing the following project:

Project Title: Sacramento-Warthan Street Improvements Project.

Project Description: This project's scope of work is to improve Sacramento Street and Warthan Street from Forest Street to Tache Way by replacing existing asphalt concrete pavement, existing valley gutter, existing stop bar and stop text markings, and adjusting existing utility lids. Improvements include installation of new A.C. pavement, new aggregate base, new concrete valley, utility lid adjustments, thermoplastic striping, thermoplastic pavement markings, and construction surveying.

Project Location: Beginning at Sacramento Street and Forest Street and extending to Warthan Street and Tache Way just west of the Warthan Street and Tache Way intersection.

Estimated Project Schedule: Design Started in 2025 – Design & Construction Start (7/25) – Construction Completion (11/25) based on the component being funded with RMRA funds

Estimated Project Useful Life: 20 years

IV. ALTERNATIVES:

None - this action is required under SB 1 in order to utilize the finding allocated to the City of Coalinga.

V. FISCAL IMPACT:

The City is expected to receive an estimated \$473,300 from the Road Maintenance And Rehabilitation Account funds to support the City's annual road and rehabilitation efforts. This new funding must be used on street related project implementation.

ATTACHMENTS:

File Name	Description
 FY26_SB_1_Project_List_Resolution_No._4259.docx	Resolution No. 4259 - SB1 Funding FY26

RESOLUTION NO. 4259

RESOLUTION ADOPTING A LIST OF PROJECTS FOR FISCAL YEAR 2025-2026 FUNDED BY

SB 1: THE ROAD REPAIR AND ACCOUNTABILITY ACT OF 2017

WHEREAS, Senate Bill 1 (SB 1), the Road Repair and Accountability Act of 2017 (Chapter 5, Statutes of 2017) was passed by the Legislature and Signed into law by the Governor in April 2017 to address the significant multi-modal transportation funding shortfalls statewide; and

WHEREAS, SB 1 includes accountability and transparency provisions that will ensure the residents of our City are aware of the projects proposed for funding in our community and which projects have been completed each fiscal year; and

WHEREAS, the City must adopt by resolution a list of projects proposed to receive fiscal year funding from the Road Maintenance and Rehabilitation Account (RMRA), created by SB 1, which must include a description and the location of each proposed project, a proposed schedule for the project's completion, and the estimated useful life of the improvement; and

WHEREAS, the City, will receive an estimated \$473,300 in RMRA funding in Fiscal Year 2025-2026 from SB 1; and

WHEREAS, this is the 2025/2026 year in which the City is receiving SB 1 funding and will enable the City to continue essential road maintenance and rehabilitation projects, safety improvements, repairing and replacing aging bridges, and increasing access and mobility options for the traveling public that would not have otherwise been possible without SB 1; and

WHEREAS, the City has undergone a robust public process to ensure public input into our community's transportation priorities/the project list; and

WHEREAS, the City used a Pavement Management System to develop the SB 1 project list to ensure revenues are being used on the most high-priority and cost-effective projects that also meet the communities priorities for transportation investment; and

WHEREAS, the funding from SB 1 will help the City maintain and rehabilitate E. Sacramento Street from Forest Ave to Warthan Street in the City this year and 2-3 similar projects into the future; and

WHEREAS, the 2023 California Statewide Local Streets and Roads Needs Assessment found that the City's streets and roads are in an fair condition and this revenue will help us increase the overall quality of our road system and over the next decade will bring our streets and roads into a better condition; and

WHEREAS, the SB 1 project list and overall investment in our local streets and roads infrastructure with a focus on basic maintenance and safety, investing in complete streets infrastructure, and using cutting-edge technology, materials and practices, will have significant positive co-benefits statewide.

NOW, THEREFORE IT IS HEREBY RESOLVED, ORDERED AND FOUND by the City Council of the City of Coalinga, State of California, as follows:

1. The foregoing recitals are true and correct.
2. The following previously proposed and adopted projects may also utilize Fiscal Year 2025-2026 Road Maintenance and Rehabilitation Account revenues in their delivery. With the relisting of these projects in the adopted fiscal year resolution, the City is reaffirming to the public and the State our intent to fund these projects with Road Maintenance and Rehabilitation Account revenues:

Project Title: Sacramento-Warthan Street Improvements Project

Project Description: This project's scope of work is to improve Sacramento Street and Warthan Street from Forest Street to Tache Way by replacing existing asphalt concrete pavement, existing valley gutter, existing stop bar and stop text markings, and adjusting existing utility lids. Improvements include installation of new A.C. pavement, new aggregate base, new concrete valley, utility lid adjustments, thermoplastic striping, thermoplastic pavement markings, and construction surveying. This project will include surveying, design engineering, construction, testing and construction engineering.

Project Location: Beginning at Sacramento Street and Forest Street and extending to Warthan Street and Tache Way just west of the Warthan Street and Wache Way intersection.

Estimated Project Schedule: Design Start (05/24) – Design Completion (06/25) & Construction Start (8/25) – Construction Completion (10/25) based on the component being funded with RMRA funds

Estimated Project Useful Life: 20 years

PASSED AND ADOPTED by the City Council of the City of Coalinga, State of California this 17th day of April, 2025, by the following vote:

AYES:

NOES:

ABSTAIN:

ABSENT:

Honorable Mayor/Mayor Pro-Tem

ATTEST:

City Clerk/Deputy City Clerk

STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: City Council Approval of a Project Change Order – Derrick Reservoir
Rehabilitation Project: Magnetic Flux Leakage (MFL) Floor Scan
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Sean Brewer, Interim City Manager

I. RECOMMENDATION:

Staff recommends that the City Council approve a change order in the amount of **\$26,310.00** to the Derrick Reservoir Rehabilitation Project to perform a Magnetic Flux Leakage (MFL) scan of the tank floor by Pacific Engineering & Consulting.

II. BACKGROUND:

Throughout the course of the Derrick Reservoir Rehabilitation Project, staff and the project team have discussed the need to scan the steel floor of the reservoir as there have been some areas that are going to require repair and staff feels it is necessary to scan the entire floor to ensure structural integrity and to avoid costly or emergency repairs in the future once the project is complete and tank back in service.

III. DISCUSSION:

The City recently received a formal proposal from Pacific Engineering & Consulting to conduct the scan. The scope of work includes:

- **Tank Floor Cleaning:** Use of magnetic sweepers to prepare the surface.
- **Tank Floor Mapping:** Developing a detailed layout to log all measurements.
- **MFL Floor Scan:** Use of MFE Mark IV Scanner to detect corrosion or volume loss.
- **Ultrasonic Thickness (UT) Testing:** “Prove-up” of any areas of concern.
- **Inspection Report:** A comprehensive report of findings and recommendations.
- **Project Supervision and Reporting:** Managed by certified professionals.

The entire process will take approximately five working days and will be completed by a three-person team. A detailed report will be provided within two weeks of the scan’s completion.

IV. ALTERNATIVES:

V. FISCAL IMPACT:

The change order in the amount of **\$26,310.00** will be funded through the existing Derrick Reservoir Rehabilitation Project fund. Sufficient funds are available to cover this cost in the water fund.

ATTACHMENTS:

File Name	Description
 Coalinga_-_Derrick_Reservoir_-_MFL_Scan_Proposal.pdf	Coalinga - Derrick Reservoir - MFL Scan Proposal

Proposal:
MFL Floor Scan



Submitted to:

MKN & Associates
8405 N. Fresno St., Ste. 120
Fresno, CA 93720

11 March 2025



1788 N HELM AVE, SUITE 112 · FRESNO, CA 93727 · (559) 251-4060

Pacific Engineering & Consulting

Company Credentials and Certifications

Name of Organization: Pacific Engineering & Consulting

Office Address: 1788 N Helm Ave Suite 112
Fresno CA, 93727

Web Address: www.pacificmgt.com

Telephone Number: (559) 251-4060

Fax: (559) 251-4060

DUNS Number: 196553770

Size of Company: Small under NAICS
541330 - Engineering Services,
541620 - Environmental Consulting
Service,
541690 - Other Scientific and
Technical Consulting Services.

Point of Contact:

Daniel Elliott
Project Manager
(559) 251-4060 ext. 105
daniel@pacificmgt.com

PEC, INC.

Core Competencies:

- UST/AST, piping inspection and testing, tank tightness testing.
- API 653, 570, 510 STI SP001 Inspections
- SPCC Planning
- NPDES Permitting
- HMBP/EPCRA
- Hazardous Waste Profiling
- California Accidental Release Prevention

Certifications:

- PE, Mechanical Engineering
- API 653
- STI SP001
- API 570
- ASNT SNT-TC-1A (Level II)
- Trainer of Record/ QISP
- QSP / QSD
- QPSWQ
- NACE Cathodic Protection/Coating Inspection Specialist

1. Introduction

Pacific Engineering & Consulting was founded in 1982 and is headquartered in Fresno, CA. We specialize in engineering and environmental services, specifically in performing certified inspections of tanks, piping and pressure vessels. We also prepare technical documentation related to hazardous materials compliance, spill planning and prevention, and analysis of pollutants generated by industrial processes. Pacific Engineering & Consulting has conducted Aboveground and Underground Storage Tank (AST/UST) inspections and testing for a variety of public and private institutions. Since our inception, the professionals at Pacific Engineering and Consulting have assisted thousands of businesses across the United States and beyond meet their obligations with high quality and responsive service.

2. Project Approach

We propose the following scope of services for the inspection and evaluation of the 180-foot diameter tank floor, covering approximately 25,000 square feet:

- 1. Tank Floor Cleaning**
 - To conduct a Magnetic Flux Leakage (MFL) scan the tank floor must be free of all loose ferrous material. This will be achieved using a push-type magnetic sweeper.
 - It is expected the coatings contractor will have blasted the floor to the appropriate profile and removed the majority of the debris, loose material, etc.
- 2. Tank Floor Mapping**
 - Develop a detailed tank floor drawing that will then be used to indicate the location of all Ultrasonic Thickness (UT) measurements taken during the inspection.
- 3. MFL Floor Scan**
 - Conduct an MFL scan on the accessible tank floor using an MFE Mark IV Tank Scanner.
 - The MFL scanner is designed to detect soil-side corrosion in the tank floor, enabling real-time identification of volume loss.
 - Relevant indications will necessitate an appropriate UT examination to validate or “prove-up” the material loss.
 - Please note that the MFL scanner has a limitation of 2-inches from the floor welds.
- 4. Fieldwork Execution**
 - The field inspection is anticipated to take five (5) working days, utilizing a three-person crew. However, the duration may vary depending on the amount of indications that must be “proved-up.”
- 5. Inspection Report & Findings**
 - Deliver a comprehensive inspection report outlining our findings, evaluations, conclusions, and recommendations. This report will be completed within two weeks of project completion.
 - All professional services will be conducted in accordance with recognized engineering principles and industry best practices.
- 6. Project Supervision**
 - The fieldwork and overall inspection will be supervised by Daniel Elliott and Pacific Engineering & Consulting personnel to ensure quality and compliance with project requirements.

3. Contractor Qualification

Daniel Elliott – Vice President, COO

Expertise:

Tank Inspector with certifications that include:

- STI-001 Aboveground Storage Tank Inspector – Certification # AC44220
- API-653 Aboveground Storage Tank Inspector – Certification #70788
- API 570 Piping Inspector – Certification #82919
- API 510 Pressure Vessel Inspector – Certification #101084
- CIP Level 2 Certified Coatings Inspector – Certification #110709

Mr. Elliott is a tank inspector with experience in storage tank integrity inspections and in various hazardous material management and spill prevention planning and review processes.

Experience:

Tank Inspector – 2015 to present: Lead inspector for Pacific Management Services / Pacific Engineering & Consulting specializing in environmental compliance inspections and planning. Has provided recommended updates to a range of environmental protection plans including Hazardous Materials Business Plans (HMBP), Storm Water Pollution Prevention Plans (SWPPP) and Spill Prevention Control and Countermeasure (SPCC) Plans. Evaluated petrochemical storage tanks in accordance with following applicable codes and standards:

- CAL EPA (CUPA, SWRCB, ARB, CalOSHA),
- American Petroleum Institute (API),
- Steel Tank Institute (STI),
- American Society for Mechanical Engineers (ASME),
- Underwriters Laboratory UL-142,
- National Fire Prevention Association (NFPA) 30,
- 40 Code of Federal Regulation (CFR), and State and Federal regulation.
- Unified Facilities Guide Specifications (UFGS)/Unified Facilities Criteria (UFC)

Specific Related Projects:

- Inspector for eleven internal API 653 tank inspections at NAS Lemoore.
Tank Info: 40'-88' diameter / 11'-13' height, Cut and Covers.
- Inspector of three external API 653 tank inspections at Mar Vista Resources.
Tank Info: 26' diameter / 20' height, Aboveground Storage Tanks.
- Inspector for thirty STI tank inspections at multiple Department of Transportation locations.
Tank Info: 7'-12' diameter / 16'-32' length, Aboveground Storage Tanks.
- Inspector of five external API 653 tank inspections with roundness inspections at Fort Hood.
Tank Info: 10'-52' diameter / 12'-40' height, Aboveground Storage Tanks.
- Inspector for 28 STI tank inspections at Klamath Falls Bulk Plant.
Tank Info: 5'-11' diameter / 6'-30' height/length, Aboveground Storage Tanks.
- Inspector of four external API 653 tank inspections with roundness inspections at Barksdale AFB.
Tank Info: 33'-77' diameter / 39'-46' height, Aboveground Storage Tanks.

4. Project Cost/Limitations

The estimated cost to provide the above-mentioned engineering services is \$26,310.00. A breakdown of the estimated fees is provided below:

Task	Quantity	Rate	Total
MFL Floor Scan per Project Approach	1	\$24,210.00	\$24,210.00
Mobilization / Travel Expenses	5	\$420.00	\$2,100.00
Total Estimated Cost			\$26,310.00

If there are any questions or concerns regarding the proposed services and associated fees, please do not hesitate to contact Pacific Engineering & Consulting at your earliest convenience. Pacific Engineering & Consulting strives to satisfy our client's needs and meet their expectations. We will make every effort to accommodate requested changes in our understanding of the project, assumptions, scope, or services, as appropriate.

Pricing is based on all scopes being awarded, if all scopes are not awarded additional fees will be added to cover other fixed costs associated with job.

No liability is assumed for damage to aboveground storage tank, piping, or appurtenances during the inspection.

Proposed costs are good for 60 days from the date of issue noted above.

Extra work, if required, will be completed on a separately negotiated lump sum basis or on a "time and materials" basis according to Pacific Engineering & Consulting's fee schedule. No extra work will be performed without written authorization from the client.

Pacific Engineering & Consulting, Inc. (hereafter, Consultant) and MKN & Associates (hereafter, Client) agree that the following mutual limitation of liability is agreed to in consideration of the fees to be charged and the nature of Consultant's services under this Agreement. Consultant and Client agree that to the fullest extent permitted by applicable law, each party's and its Personnel's maximum aggregate and joint liability to the other party for claims and causes of action relating to this Agreement or to the report or other services under this Agreement shall be limited to the total annual fees and costs charges by Consultant for the services that are the subject of the claim(s) or cause(s) of action for that year. This limitation of liability extends to all types of claims or causes of action, whether in breach of contract or tort, including without limitation claims/causes of action for negligence, professional negligence or negligent misrepresentation on the part of either party or its Personnel, but excluding claims/causes of action for intentionally fraudulent conduct, criminal conduct or intentionally cause injury. The Personnel of each party are intended third-party beneficiaries of this limitation of liability. "Personnel," as used in this paragraph, means the respective party's staff, employees, contractors, members, partners and shareholders. Consultant and Client agree that they each have been free to negotiate different terms than stated above or contract with other parties.

5. Conclusion

Pacific Engineering & Consulting will administer this project in accordance with all applicable MKN & Associates requirements, industry standards, and engineering best practices. Our staff of Professional Engineers and certified personnel are excited at the opportunity to assist your environmental compliance needs.

Best Regards



Daniel Elliott
Project Manager
STI Inspector, #AC44220
API 653 Inspector, #70788
API 570 Inspector, #82919
API 510 Inspector, #101084
CIP Level 2 #110709
FTV # 2022-00111
SP8310-RIT-003
QISP #00969
NDT Level II

Please Sign and Return to Pacific Engineering & Consulting.

Accepted by:
MKN & Associates / Authorized Representative

Signature

Title

Date

STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Approve a Quote from Herc Rentals for a Temporary Booster Pump Station Rental to Support the Derrick Reservoir Rehabilitation Project
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Anthony Uribe, Utilities Supervisor

I. RECOMMENDATION:

City Council to approve a quote from Herc Rentals for a Temporary Booster Pump Station Rental in the amount of \$128,548.92.

II. BACKGROUND:

The Derrick Reservoir Rehabilitation Project will extend into the summer months, meaning the City's largest water supply source will remain offline during a period of increasing water demands (June/July). Additionally, the City's other existing storage infrastructure such as the Palmer Reservoir does not have sufficient capacity to meet peak summer demands. While the Calaveras Reservoir has available storage capacity, it is currently hydraulically limited due to its lower elevation. As a result, there was an urgent need to explore ways to optimize the City's existing storage infrastructure to help supplement the water supply while the Derrick Reservoir remains offline.

III. DISCUSSION:

In working with the City's Project Engineering Firm (MKN), it was determined that a temporary booster pump station will enable the water system to meet peak summer demands by maximizing supply and storage available from the Calaveras Reservoir. This approval will allow the City to move forward with the procurement and rental of the temporary booster pump station to help ensure an adequate water supply as demand increases throughout the summer. The City will enter into a three (3) month rental agreement with Herc Rentals, who will provide and install the temporary booster pump station.

IV. ALTERNATIVES:

None at this time. This is an urgent item to ensure the continued delivery of an adequate supply of drinking water.

V. FISCAL IMPACT:

This purchase will come from the Derrick Reservoir project fund consisting of bond funds, unanticipated excess water sales revenues, and water enterprise fund balance which has sufficient funds to support this

unanticipated purchase. The total contract amount will be \$128,548.92. This will have no impact to the general fund.

ATTACHMENTS:

	File Name	Description
📎	Coalinga_Temp_BPS_Rental.pdf	BPS Rental Quote
📎	Coalinga_BPS_Datasheet.pdf	BPS Rental Specs



2160 Saturn Court
Bakersfield, CA 93308

Office:
Fax:
Cell: (661) 337-9237
Email: Brett.Picanso@hercrentals.com

Branch #: 9642

TSR **Brett Picanso** Date: Quote Valid until:

Herc Rentals thanks you for the opportunity to provide the attached quotation. We look forward to fulfilling your service pump, temporary power and HVAC application needs. Please contact us if you should have any additional equipment needs or questions.

Customer Information		Job Site Information	
Name:	MKN Associates	Job Name	Coalinga Potable Water Supply- NSF61 Certified Option
Acct #:		Quote #	
Contact:	Xavier	Address:	
Address:		City, State:	Coalinga, CA
City, State:		Zip:	
Zip:		Contact	
Phone:		Phone:	
Fax:		Additional Contact info	
Cell:			
Email:			

Delivery Date		Special Delivery/Pickup instructions
Job Start		
Job End		Please specify exact delivery address and site contact information prior to delivery.
Pickup Date		

Qty	Description	Rental Rates			Rental Term		Estimated Total
		Daily	Week	Month			
1	PUMP VAC ASSIST HIGH HEAD 12X8IN DSL CA Property Recovery Fee of 0.75% Enviornmental and Emission Fee of 1.98% Preventative Maintenance of 7%	1,995.00	5,700.00	14,250.00	1	M	14,250.00
							106.88
							282.15
							997.50
	<i>Potable Approved and Used on Potable Applications</i>						
1	12 x 20 Spill Containment Berm CA Property Recovery Fee of 0.75% Enviornmental and Emission Fee of 1.98%	50.07	161.50	425.00	1	M	425.00
							3.19
							8.42
1	2300 Gallon Auxiliary Fuel Tank CA Property Recovery Fee of 0.75% Enviornmental and Emission Fee of 1.98%	489.00	1,318.00	2,852.00	1	M	2,852.00
							21.39
							56.47
	<i>Fuel Burn= 21 GPH, 5 Days Run Time on 2300 Gallon Tank</i>						
3	12" x 20' HDPE DR 17 Spool NSF 61 Certified CA Property Recovery Fee of 0.75%	53.01	171.00	450.00	1	M	1,350.00
							10.13
2	12" x 12" Flanged Tapping Sleeve (wet or dry tap capable) CA Property Recovery Fee of 0.75%	35.34	114.00	300.00	1	M	600.00
							4.50
1	12" Flanged HDPE 90 NSF 61 Certified CA Property Recovery Fee of 0.75%	35.34	114.00	300.00	1	M	300.00
							2.25
1	8" x 12" Flange Adapter CA Property Recovery Fee of 0.75%	58.90	190.00	500.00	1	M	500.00
							3.75
1	MagMeter Insertion Flow Meter CA Property Recovery Fee of 0.75%	64.79	209.00	550.00	1	M	550.00
							4.13
2	2" SS MPT Threaded Branch (Socket Fuse on HDPE) CA Property Recovery Fee of 0.75%	6.48	20.90	55.00	1	M	110.00
							0.83
1	8" HDPE Flanged 90 CA Property Recovery Fee of 0.75%	8.84	28.50	75.00	1	M	75.00
							0.56
40	8" HDPE DR17 NSF61 Certfied CA Property Recovery Fee of 0.75%	0.65	2.09	5.50	1	M	220.00
							1.65
3	8" Vic 905 HDPE Style Refuse to Fuse Clamps CA Property Recovery Fee of 0.75%	6.48	20.90	55.00	1	M	165.00
							1.24
1	Pressure Transducer forFlow Rate Automation	29.45	95.00	250.00	1	M	250.00

1	CA Property Recovery Fee of 0.75%						1.88
	Flange Bolt Kits & Gaskets	6.48	20.90	55.00	1	M	55.00
	CA Property Recovery Fee of 0.75%						0.41
Job Scope or Project Comments				Sub Total			23,209.30
				Delivery			1,500.00
				Transporation Service Charge of 18%			270.00
				Pick-up			500.00
				Transporation Service Charge of 18%			90.00
				Labor-Install			8,100.00
				Labor-Removal			5,400.00
				Loss Damage Waiver		N Declined	
				Technician Required		N	
				Estimated Taxes		7.75%	3,780.34
				Estimated Total			\$42,849.64

Comments:

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Please sign and return accepting terms and rates above for your application.

Print Name/Title	Signature	Date
P.O. Number/Job Number		

CAT CLASS: 804-1545

PUMP VAC ASSIST HIGH HEAD 600HP 12X8IN DSL

PP128S20L71-6135C1550

PUMP SPECIFICATIONS

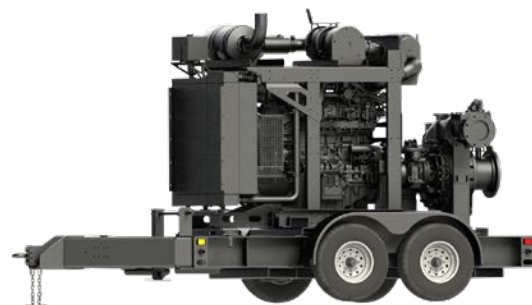
Size	12" x 8" (305 mm x 203 mm)
Impeller Diameter	19.25" (489 mm)
Max Flow	8,340 gpm (1894 m³/h)
Max Head	458 feet (140 meters)
Solids Size	3" (76 mm)
Max. Operating Temp.	200 °F (93 °C)
Max. Operating Press.	260 psi (1,800 kPa)

ENGINE SPECIFICATIONS

FT4 Engine Type	John Deere 6135C1550
Displacement	824 cu. in. (13.5 L)
Fuel Consumption	25.35 gph (95.9 L/hr) @ 1,800 rpm
Continuous HP	527 HP (393 kW) @ 1,800 rpm
Peak Intermittent HP Rating	600 HP (447 kW)
FT4 Specifics (Def or No Def, DOC, SCR, etc.)	DOC/DPF/SCR/EGR
Instrument Panel	Oil pressure gauge, voltmeter, hourmeter, tachometer

PIONEER PRIME PRIMING SYSTEM

Priming System	Mechanically driven diaphragm-style vacuum pump
Air Removal Cap.	50 cfm (.02 cms)
Priming Chamber	Positive sealing air separation w/stainless steel components
Discharge Check Valve	Swing style; ductile iron w/nitrile disc
Run Dry System	Oil-lubricated mech. seal allows pump to run completely dry without damage



FEATURES AND BENEFITS

- Indefinite run-dry capability
- Extreme flow technology
- Environmentally safe priming system: Pioneer Prime
- Auto-start controls
- HERC telematics ready

PARTS KITS

Mechanical Seal Kit: 372000122	Upper Vacuum Kit: 374000102
Bearing Frame Kit: 373000118	Lower Vacuum Kit: 374000103
Priming Chamber Assembly: 1060015894	

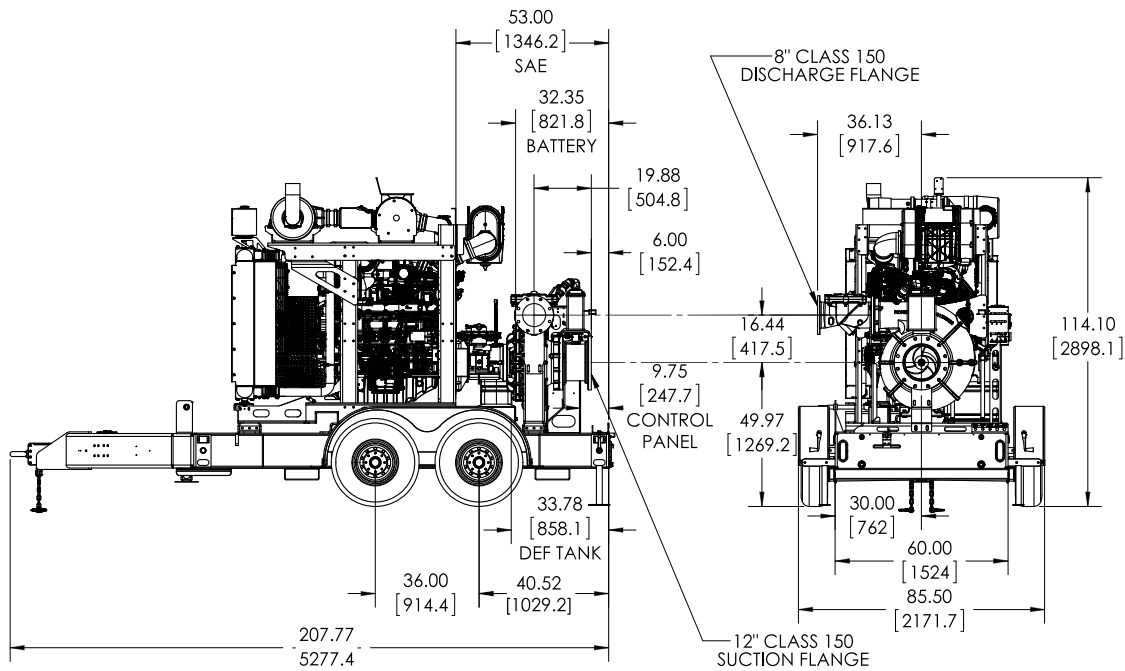
PACKAGE SPECIFICATIONS

Fuel Capacity	250 gal (946 L)
Control Panel	LOFA CP1000
Operating Speed (Min. / Max.)	1,000 / 1,800 rpm
Weight (Dry / Wet)	13,000 lbs (5,900 kg) / 14,775 lbs (6,700 kg)
Instrument Compatibility	High/low level floats, transducer
Trailer Brakes	Electric
Included Adders	Solar trickle charger, oil change quick connect, aux fuel quick connect, 2.5lb fire extinguisher, suction & discharge gauges

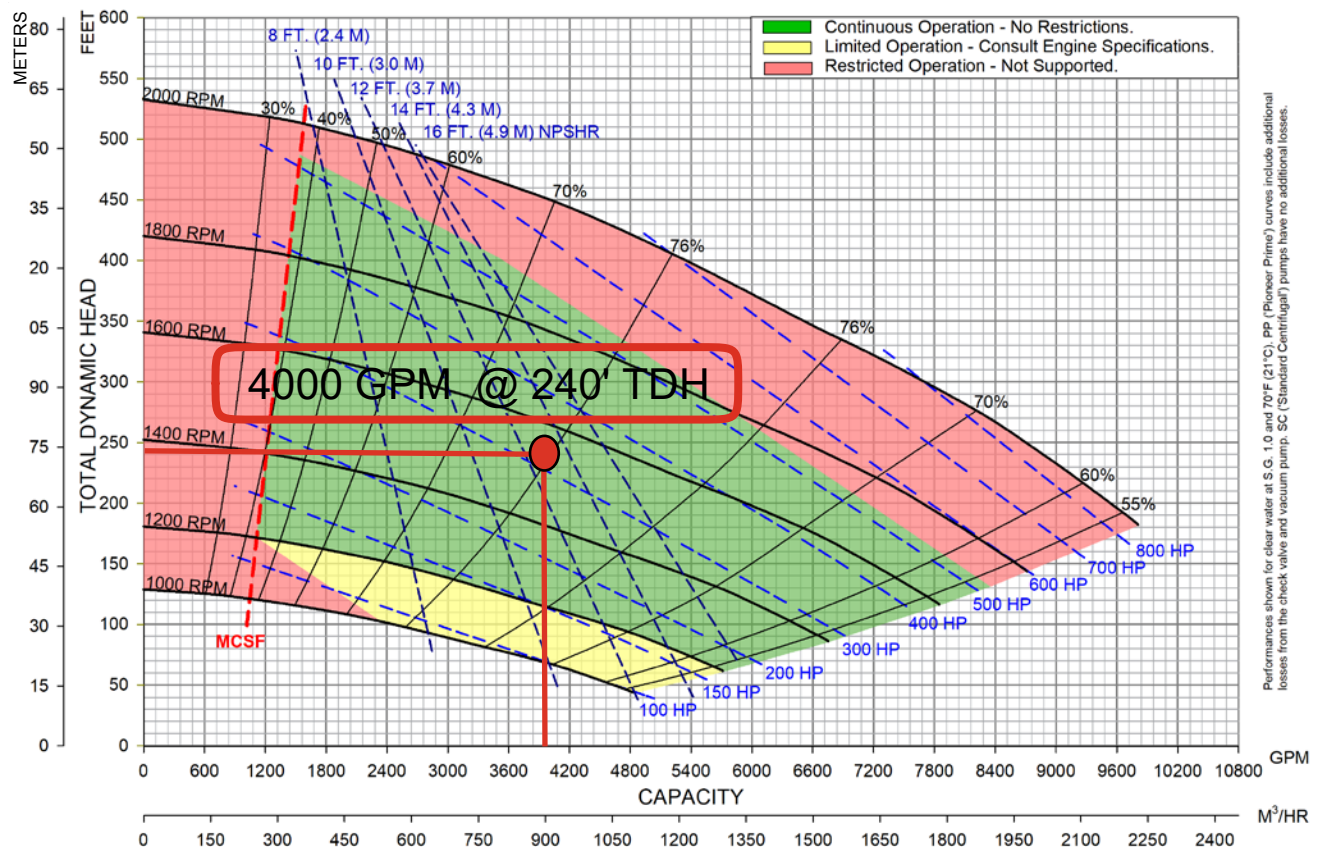
MATERIALS OF CONSTRUCTION

Impeller	CA6NM Stainless
Shaft	17-4 PH Stainless Steel
Wear Ring	ASTM A48 Class 40 Gray Iron
Suction Cover	Ductile Iron ASTM A536 65-45-12
Volute	Ductile Iron ASTM A536 65-45-12
Brac-Plate/Bracket	Ductile Iron ASTM A536 65-45-12
Mechanical Seal	Silicon Carbide rotating and Tungsten Carbide stationary

MECHANICAL DIMENSIONS



PERFORMANCE CURVE



STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Update on Advanced Metering Project (Smart Meters) - Future Agenda Item - Mayor Vosburg
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Anthony Uribe, Utilities Supervisor

I. RECOMMENDATION:

None.

II. BACKGROUND:

Mayor Vosburg requested a future agenda item related to the Advanced Metering Infrastructure (AMI) and its current status.

III. DISCUSSION:

The City of Coalinga was awarded a grant by the Department of Water Resources for the Urban Community Drought Relief Grant Program in 2023. This grant includes an Advanced Metering Infrastructure (AMI) Project which will replace water meters throughout the City of Coalinga with smart meters.

Tri City Engineering has created a bidding and construction timeline for phase 1 of the water meter replacement project:

IMPORTANT DATES	
Fresno Builders Exchange Advertisement Due Date:	Tuesday, April 8, 2025

Pre-Bid Meeting Date:	Tuesday, April 15, 2025
Pre-Bid Meeting Time:	10:00 A.M. (D.S.T.)
Pre-Bid Meeting Location:	Northwest corner of Hachman Street and Valley Street
Questions Due Date:	Thursday, April 24, 2025
Questions Due Time:	12:00 P.M. (D.S.T.)
Bid Opening Date:	Tuesday, April 29, 2025
Bid Opening Time:	1:30 P.M. (D.S.T.)
Award Date:	Thursday, May 15, 2025
Pre-CON Meeting Date:	Tuesday, May 27, 2025
Pre-CON Meeting Time:	2:00 P.M. (D.S.T.)
Pre-CON Meeting Location:	Zoom (online)
Construction Working Days	45
Construction Start Date:	Monday, June 2, 2025
Construction Completion Date:	Monday, August 4, 2025

Attached is a map showing phase 1 (red) and phase 2 (Green). Phase 1 will consist of 1,734 meters to be installed. The contractor awarded the project will begin by installing 1,500 meters (234 meters waiting for delivery). Phase 2 will consist of 1,670 meters, including the 234 meters from phase 1, if not delivered by June/July.

IV. ALTERNATIVES:

None.

V. FISCAL IMPACT:

None at this time.

ATTACHMENTS:

File Name	Description
 Water_Meter_Phase_Map.pdf	Water Meter Phase Map



Phase 1: 1734 meters

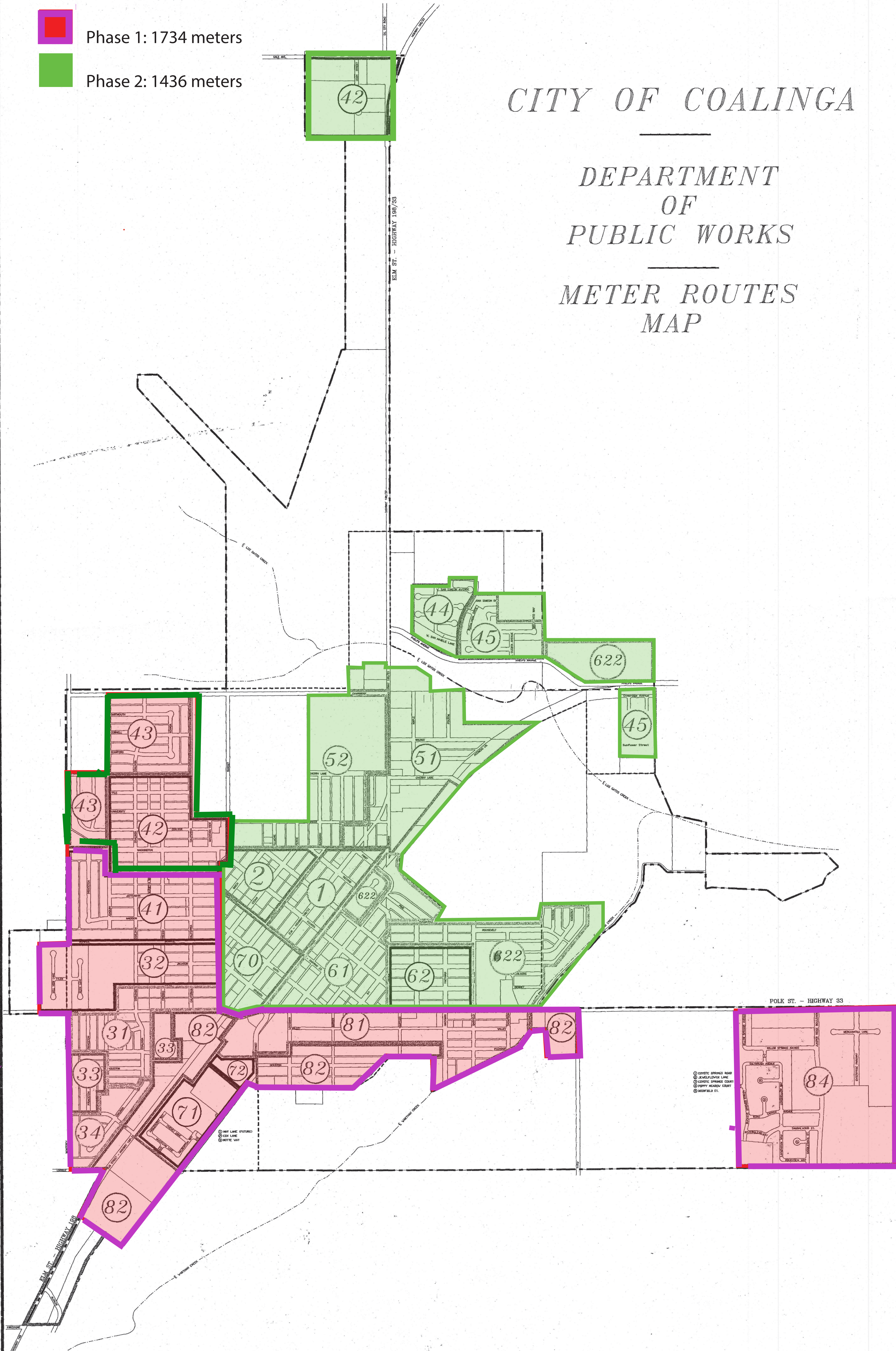


Phase 2: 1436 meters

CITY OF COALINGA

DEPARTMENT OF PUBLIC WORKS

METER ROUTES MAP



STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Council Authorization to Issue a Request for Proposals (RFP) for Ambulance Billing Services
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Greg DuPuis, Fire Chief

I. RECOMMENDATION:

Staff recommends that the City Council authorize the release of a Request for Proposals (RFP) for professional ambulance billing services on behalf of the Coalinga Fire Department.

II. BACKGROUND:

The City of Coalinga Fire Department currently contracts with Wittman Enterprises, LLC for EMS billing services. This agreement has served the City for several years but is now due for competitive review through a formal RFP process. The Coalinga Fire Department responds to approximately 3,500 calls for service annually, many of which result in patient transport and billing. The City's current ambulance billing agreement is due for review, and staff is seeking competitive proposals from qualified vendors to ensure continued compliance, efficiency, and maximum revenue recovery.

The billing landscape for EMS providers has grown increasingly complex, particularly in California. State-specific regulations such as AB 176, and participation in reimbursement programs such as the Voluntary Rate Range Program (VRRP), Intergovernmental Transfer (IGT), and Public Provider Ground Emergency Medical Transport (PP-GEMT) require a high level of expertise to manage effectively. It is essential that the selected vendor has demonstrated experience in these areas.

III. DISCUSSION:

Issuing a formal Request for Proposals (RFP) ensures a transparent, competitive selection process that invites qualified vendors to submit proposals based on clearly defined service expectations and evaluation criteria. The complexity of ambulance billing—particularly within the context of California-specific requirements such as AB 176, PP-GEMT, VRRP, and IGT programs—necessitates a provider with specialized knowledge and demonstrated experience. A competitive procurement process allows the City to evaluate vendors not only on cost, but also on compliance, technological compatibility (e.g., ESO EHR integration), reporting capabilities, customer service standards, and overall value. This approach supports fiscal responsibility, regulatory compliance, and enhanced patient service outcomes.

The RFP outlines the City's expectations for comprehensive ambulance billing services, including claim submission, patient invoicing, accounts receivable management, reporting, and customer support. It also includes requirements for familiarity with ESO Electronic Health Records (EHR), compliance with HIPAA, and a strong understanding of California-specific EMS funding mechanisms.

Proposals will be evaluated based on experience, qualifications, approach, compliance knowledge, customer service standards, and cost. Staff anticipates bringing a recommendation for award back to the City Council following the proposal evaluation process.

Timeline

Milestone	Date
RFP Release	April 17, 2025
Proposal Deadline	May 15, 2025
Evaluation Period	May 16–22, 2025
Award Recommendation to Council	May 23, 2025
Contract Start Date	July 1, 2025

IV. ALTERNATIVES:

None

V. FISCAL IMPACT:

There is no immediate fiscal impact associated with the release of the RFP. The final contract award and associated costs will be brought forward for Council approval prior to execution.

ATTACHMENTS:

File Name	Description
 Coalinga_Fire_Dept_Ambulance_Billing_RFP.pdf	RFP Ambulance Billing



REQUEST FOR PROPOSAL

City of Coalinga

Ambulance Billing Services

Date Released: April 17, 2025

Submission Deadline: May 15, 2025

Request for Proposal (RFP): Ambulance Billing Services

1. Introduction

The Coalinga Fire Department (CFD) is seeking proposals from qualified vendors to provide comprehensive ambulance billing services. The selected provider will manage all aspects of the billing and collections process for emergency medical services (EMS) provided by CFD, with the goal of maximizing revenue recovery while ensuring full compliance with all applicable regulations.

2. Background

The Coalinga Fire Department provides emergency response services to the City of Coalinga and surrounding areas in Fresno County, California. CFD responds to approximately 3,500 EMS calls annually and offers both Advanced Life Support (ALS) and Basic Life Support (BLS) transport services.

The Department currently uses ESO Electronic Health Record (EHR) for electronic patient care reporting (ePCR). Billing services are being re-evaluated to improve efficiency, revenue collection, and customer service.

3. Scope of Services

The selected vendor will be responsible for and have experience in:

A. Billing and Collections

- Timely processing and submission of all EMS transport claims to Medicare, Medi-Cal, private insurance, and patients.
- Management of accounts receivable, including follow-up on denials and unpaid claims.
- Patient invoicing, statements, and customer service support.
- Handling of refund requests and credit balance processing.
- Monitoring of payer regulations and prompt implementation of updates.

B. Compliance & Security

- Adherence to all applicable federal, state, and local EMS billing laws and guidelines, including Medicare/Medi-Cal rules and HIPAA.
- Maintenance of secure systems for the protection of patient information (PHI).
- Support for audits or data reviews.

C. Reporting

- Monthly financial reports, including:
 - Gross and net revenue
 - Collections by payer type

- Aging reports
- Ad hoc reporting upon request.
- Regular performance reviews with CFD.

D. Integration and Support

- Coordination with CFD's ESO EHR system for data transfer.
- Implementation support and training as needed during the transition phase.

E. California EMS reimbursement programs

- Knowledge and support for EMS reimbursement programs, including:
 - Voluntary Rate Range Program (VRRP)
 - Intergovernmental Transfer (IGT)
 - Public Provider Ground Emergency Medical Transport (PP-GEMT)
 - Assistance with documentation, application, reconciliation, and audits for these programs
- Demonstrated understanding of AB 176 and its impact on ambulance billing practices.

F. Customer Service

- Dedicated patient support call center with EMS billing experience
- Multilingual support, including Spanish
- Fair and transparent dispute resolution process for patient concerns or hardships.

4. Proposal Requirements

All proposals must include the following components, clearly labeled and in the order listed below:

1. Cover Letter

- Signed by an authorized representative.
- Briefly summarize the firm's interest, qualifications, and point of contact.

2. Company Profile

- Name, address, contact information
- Years in business and EMS billing experience
- Overview of services provided
- Number of EMS billing clients
- Key staff

3. Experience and References

- Description of similar contracts, especially with California fire or EMS agencies
- At least three references from current or recent clients

4. Technical Plan

- Description of billing process and software used
- Security protocols and HIPAA compliance details
- Transition and onboarding plan

5. Reporting and Analytics

- Sample reports and reporting frequency
- Availability of dashboards or real-time data access

6. Implementation Timeline

- Key milestones from contract award to go-live
- Staff training and support offered

7. Customer Service Standards

- Patient contact methods and hours of operation
- Escalation and dispute resolution procedures
- Language supported

8. Fee Structure

- Fee schedule (e.g., percentage of collections, fixed monthly fee, etc.)
- Any implementation or one-time costs

9. Compliance and Certifications

- Documentation of HIPAA compliance
- NAAC or other relevant certifications
- Data security breach response plan

10. California Expertise and AB 176 Compliance

- Proposers must be based in California or have a significant operational presence within the state.
- Proposers must demonstrate knowledge and understanding of AB 176 and its impact on ambulance billing practices, including documentation of current compliance measures and any policy adjustments made in response to the legislation.

11. California EMS Reimbursement Programs

- Proposers must demonstrate working knowledge and experience with the following programs:
 - Voluntary Rate Range Program (VRRP)
 - Intergovernmental Transfer (IGT)
 - Public Provider Ground Emergency Medical Transport (PP-GEMT)
- Include a description of current or prior participation in these programs and how your

firm supports clients through the application, tracking, and reconciliation processes.

5. Evaluation Criteria

Proposals will be evaluated based on:

- Demonstrated EMS billing experience
- Technical capabilities and reporting
- Cost-effectiveness
- Customer service support
- Compliance and data security standards

6. Timeline

Event	Date
RFP Release	April 17, 2025
Deadline for Questions	May 1, 2025
Responses to Questions Posted	May 6, 2025
Proposal Submission Deadline	May 15, 2025 (by 5 PM PT)
Evaluation of Proposals	May 16–22, 2025
Notification of Award	May 23, 2025
Contract Start Date	July 1, 2025 (On or Around)

7. Submission Instructions

Chief Greg DuPuis

Coalinga Fire Department

Email: gdupuis@coalinga.com

Subject Line: RFP Submission – Ambulance Billing Services

8. Questions

Chief Greg DuPuis

Coalinga Fire Department

Email: gdupuis@coalinga.com

Phone: 559-935-1652

**STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE
AUTHORITY**

Subject: Adopt Resolution No. 4251 Updating Authorized Signatures to the Investment of Monies in the United States Treasury Fund with Zions BanCorporation.

Meeting Date: Thursday, April 17, 2025

From: Sean Brewer, Interim City Manager

Prepared by: Mai Vang, Financial Services Director

I. RECOMMENDATION:

Financial Services Director recommends Council adopt Resolution No. 4251 to update authorized signatures to the investment of monies in the United States Treasury Fund with Zions BanCorporation.

II. BACKGROUND:

Under Resolution No. 3953, the City in accordance with the Statement of Investment Policy is authorized to invest funds not required for immediate necessities in one of the media outlined under Government Code Section 53601.

As of March 31, 2025, the City's United States Treasury Investment fund has an ending balance of \$5,171,850.

Resolution No. 4251 will grant authorization by the governing body of the agency to order the deposit or withdrawal of monies in the United States Treasury investment fund.

In the event of such changes to the designated and authorized personnel, it is necessary to make such changes to the resolution authorized signatures currently on file with Zions Bancorporation.

III. DISCUSSION:

To establish authority of the fund, it is necessary to update and authorize designated signatures currently on file with Zions Bancorporation.

New Additions:

Interim City Manager as Sean Brewer
Mayor as Nathan Vosburg
Senior Accountant as Elizabeth Garcia

Removals:

City Manager as Marissa Trejo
Senior Accountant as Heather Bonilla

Remaining:

Financial Services Director as Mai Vang

IV. ALTERNATIVES:

None

V. FISCAL IMPACT:

None.

ATTACHMENTS:

File Name	Description
<input type="checkbox"/> 20250417_-_RESOLUTION_4251_Zions_Bancorporation_Authorized_Individuals.pdf	Resolution No. 4251
<input type="checkbox"/> 20250409_-_Certificate_of_Authorized_Signers-Coalinga_(UPDATED).pdf	Certificate of Authorized Signers

RESOLUTION NO. 4251

**RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COALINGA AMENDING THE
AUTHORIZED REPRESENTATIVES TO THE CUSTODY AGREEMENT WITH ZIONS
BANCORPORATION, NATIONAL ASSOCIATION**

BE IT HEREBY RESOLVED BY THE CITY COUNCIL OF THE CITY OF COALINGA.

WHEREAS, the City of Coalinga maintains an investment account with Zions Bancorporation, National Association, a qualified financial institution, in accordance with applicable laws and regulations; and

WHEREAS, Zions Bancorporation, National Association, has served in the capacity as custodian for and on behalf of the City of Coalinga and has full power and authority to perform and serve as custodian for the City of Coalinga's investment account; and

WHEREAS, the City of Coalinga may designate and update those individuals who are authorized to manage the investment account with Zions Bancorporation, National Association, ensuring proper oversight and accountability; and

WHEREAS, the City Council of the City of Coalinga does hereby find that updating the names of the individuals authorized to affect any deposit and withdrawal of money from the City of Coalinga's investment account with Zions Bancorporation, National Association, for the purpose of investment, is in the best interest of the City of Coalinga.

NOW, THEREFORE, BE IT HEREBY RESOLVED BY THE CITY COUNCIL OF THE CITY OF COALINGA:

That the City Council of the City of Coalinga does hereby authorize the following City of Coalinga employees or their successors in office to order the deposit or withdrawal of monies from the investment account with Zions Bancorporation, National Association.

Sean Brewer,
Interim City Manager

Mai Vang,
Financial Services Director

Nathan Vosburg,
Mayor

BE IT FURTHER RESOLVED, that the City Council of the City of Coalinga authorize the Interim City Manager to execute any and all other documents and complete any additional actions that may be necessary or appropriate to give full force and effect to the terms and intent of this Resolution.

The foregoing Resolution was adopted at a regular meeting of the City Council of the City of Coalinga on April 17, 2025, by the following roll call vote.

AYES:

NOES:

ABSENT:

ABSTAIN:

APPROVED

Nathan Vosburg, Mayor

ATTEST

City Clerk/Deputy City Clerk

**CERTIFICATE OF AUTHORIZED SIGNERS
CITY OF COALINGA**

The undersigned hereby certifies that:

The signature(s) set forth opposite the names of the following persons are the true and correct signatures of such persons and such persons are hereby appointed as authorized representatives to execute, deliver and perform day-to-day activities including confirming disbursement requests and payment instructions for City of Coalinga Custody Account:

MAIN ACCOUNT NUMBER(S):

_____348

SECTION 1

AUTHORIZED REPRESENTATIVE

SIGNATURE

Nathan Vosburg
Mayor
nvosburg@coalinga.com
(559) 935-1533

Sean Brewer
Interim City Manager
sbrewer@coalinga.com
(559) 935-1533 ext. 143

Mai Vang
Financial Services Director
mvang@coalinga.com
(559) 935-1533 ext. 129

SECTION 2

The following contacts may confirm disbursement/wire/ACH requests and payment instructions

AUTHORIZED REPRESENTATIVE NAME	AUTHORIZED REPRESENTATIVE EMAIL	AUTHORIZED REPRESENTATIVE PHONE
Mai Vang	mvang@coalinga.com	559-935-1533 ext 129
Elizabeth Garcia	egarcia@coalinga.com	559-935-1533 ext 121

IN WITNESS WHEREOF, the undersigned has executed this Certificate as of (Closing Date of Transaction).
The signature below indicates consent to the attached Disbursement Instruction Agreement.

CITY OF COALINGA

By: _____

Name: Mai Vang

Title: Financial Services Director

MV Initial to allow use of this Certificate for existing and future transactions until notified otherwise.

*See attached Disbursement Instruction Agreement.

DISBURSEMENT INSTRUCTION AGREEMENT

1. The following security measures will be taken to verify the authenticity of new or changed Disbursement Instructions delivered to Zions under this Agreement.

- a) The Disbursement Instructions must include the name of the person authorizing the disbursement request to Zions. The Zions account administrator will check that the name of the person provided on the Disbursement Instructions appears to be the same as a name provided on Section 1 of the Certificate of Authorized Signers for the authorized representative.
- b) Zions will make a telephone call using a phone number on file and/or at any telephone number as set forth on the Certificate of Authorized Signers to an authorized representative identified in Section 1 and/or Section 2 of the Certificate of Authorized Signers purporting to deliver the Disbursement Instructions to obtain oral confirmation of the Disbursement Instructions.
- c) In an instance where the phone number for an authorized representative changes or is no longer valid, and the authorized representative is a beneficial owner/control prong person, the authorized representative must verbally answer security questions to confirm their identity to have the phone number on file updated.
- d) In an instance where the phone number for an authorized representative changes or is no longer valid, and the authorized representative is not a beneficial owner/control prong person, a phone call must first be made to the beneficial owner/control prong person using a phone number on file to verify the new phone number for the authorized representative. Once the phone number for the authorized representative is confirmed with the beneficial owner/control prong person, a call back must be made to the authorized representative to confirm disbursement instructions.
- e) Given its particular circumstances, including the nature of its business, the size, type and frequency of its instructions, transactions and files, internal procedures and systems, the additional security measures conducted by Zions, the security procedures in general use by other customers and banks similarly situated, and the security procedures set forth in this Section(1) are a commercially reasonable method of verifying the authenticity of a disbursement request in any Disbursement Instructions.

2. Zions is authorized to execute any Disbursement Instructions authorized by an authorized representative that is accepted by Zions in accordance with the security measures set forth in Section(1) of this agreement, whether or not authorized by such representative(s). Notwithstanding anything else, Zions shall be deemed to have acted in good faith and without negligence, gross negligence or misconduct if Zions is authorized to execute the disbursement request under Section(1) of this agreement. Any action taken by Zions pursuant to this paragraph prior to Zions actual receipt and acknowledgement of a notice of revocation, cancellation, or amendment of any Disbursement Instructions shall not be affected by such notice.

3. The security procedures set forth in Section(1) of this agreement are intended to verify the authenticity of disbursement instructions provided to Zions and are not designed to detect errors in the transmission or content of any disbursement instructions. Zions is not responsible for detecting an error in the payment order, and Zions is not liable for any damages arising from any failure to detect an error.

4. Zions shall not be obliged to make any payment requested under this Agreement if it is unable to validate the authenticity of the request by the security measures set forth in Section(1) of this agreement. Zions' inability to confirm a disbursement request may result in a delay or failure to act on that disbursement request. Notwithstanding anything else in this Agreement, Zions shall not be required to treat a disbursement request as having been received until Zions has authenticated it pursuant to the security measures in Section(1) of this agreement and shall not be liable or responsible for any losses arising in relation to such delay or failure to act.

STAFF REPORT - CITY COUNCIL/SUCCESSOR AGENCY/PUBLIC FINANCE AUTHORITY

Subject: Council Discussion and Potential Action Related to Considering a Firm to Provide the City Advocacy and Lobbying Services
Meeting Date: Thursday, April 17, 2025
From: Sean Brewer, Interim City Manager
Prepared by: Sean Brewer, Interim City Manager

I. RECOMMENDATION:

Staff recommends that the City Council review each proposal in light of Coalinga's strategic priorities in infrastructure, public safety, water resource management, and economic development. Upon Council direction, staff will initiate negotiations with the selected firm to establish a contract for services.

II. BACKGROUND:

On March 5, 2025, the City of Coalinga issued a Request for Qualifications (RFQ) seeking professional services for state and federal lobbying and advocacy. The intent is to engage a qualified firm to represent the City's legislative interests, advocate for public policies aligning with local priorities, and identify and pursue relevant funding opportunities.

Scope of Services includes:

- Legislative monitoring, analysis, and reporting
- Direct advocacy and representation before legislative and regulatory bodies
- Strategic consultation and coordination with City leadership
- Grant identification and funding advocacy
- Coalition building and stakeholder engagement
- Regular reporting and briefings to the City
- Support for crisis response and strategic messaging
- The anticipated term is two years, with extensions possible based on performance.

Proposals were due on April 4th and the City received 3 proposals.

III. DISCUSSION:

Below are summaries of each proposal. Full proposals are attached to this report for the Council to review.

The CrisCom Company - \$4,000 Per Month

Experience: 28 years in lobbying, with a proven record of success including over \$100 million in recent project funding for cities like Corcoran, Sanger, and Selma.

Strengths:

- Strong grant writing and advocacy background.

- Offers biweekly “Sacramento Snapshot” legislative reports.
- Selective municipal representation to avoid conflicts and prioritize clients.

Key Personnel: Charles Jelloian (President), Renée Missakian (COO), and a seasoned team with legislative experience.

Approach: Strategic, collaborative planning with City officials, focused advocacy in Sacramento and Washington, and proactive communication.

Notable Achievements: Secured \$8M for Kettleman City Bridge, \$7M for Kings County Sheriff HQ, \$5M for Madera Sewer Trunk Line.

Physical Presence: Frequent Sacramento visits, but no dedicated office.

References & Clients: Include multiple cities across Central California.

BlueWater Strategies (with Catalyst) - \$10,000 per month.

Experience: Joint venture with expertise at both state and federal levels. Team brings 150+ years of combined government affairs experience.

Strengths:

- Bipartisan access and engagement in both Sacramento and Washington, DC.
- Comprehensive understanding of federal and state grant programs including FEMA, USDA, DOT, and HUD.
- Strategic targeting of funding from the Bipartisan Infrastructure Law, RAISE grants, and California’s IBank.

Key Personnel: Full-team advocacy model with expert consultants assigned per issue.

Approach: Proactive engagement with legislators, tailored advocacy for Coalinga’s infrastructure, public safety, and water priorities.

Unique Features: Deep agency-level connections and emphasis on shaping grant opportunities at the early policy formation stage.

Physical Presence: Permanent representation in both Sacramento and Washington.

Client Base: Mix of municipalities and public sector clients.

Townsend Public Affairs (TPA) \$5,000 Per Month

Experience: Established in 1998, with over \$3.2 billion in funding secured and 150+ legislative items advanced.

Strengths:

- High success rate with earmarks and competitive grants (e.g., \$688M in state and 177M in federal earmarks).
- Deep Central Valley client base and regional familiarity.
- Large, multidisciplinary team with offices in Sacramento, DC, and Fresno.

Key Personnel: Christopher Townsend (President) and a team of 19 registered lobbyists and grant writers.

Approach: Personalized strategic planning, extensive relationship-building, coalition participation, and detailed legislative tracking.

Recent Successes: \$42M for City of Tulare, \$18M for Dinuba, and substantial wins in water, housing, education, and public safety funding.

Physical Presence: Active offices in key political locations; extensive direct contact with legislators and agencies.

IV. ALTERNATIVES:

- The council may choose to continue its services with the Cris Com Company or choose to direct staff to negotiate with a new firm.

V. FISCAL IMPACT:

Depending on the selected firm 10% of the contract will come from the General Fund where the remainder will be paid evenly from the water, waste water and streets enterprise funds.

ATTACHMENTS:

File Name	Description
❏ 2025_04_04_The_CrisCom_Company_Coalinga_RFQ_Lobbying_and_Advocacy_Services.pdf	The CrisCom Company Proposal
❏ BlueWater_Strategies_-_Coalinga_Proposal_FINAL.pdf	Blue Water Strategies Proposal
❏ Townsend_-_Coalinga_Advocacy_Proposal_4.4.25.pdf	Townsend Proposal



REQUEST FOR QUALIFICATIONS CITY OF COALINGA

LOBBYING AND ADVOCACY SERVICES



CITY OF COALINGA
The Sunny Side of the Valley

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April 4, 2025



Submitted via Electronic Submission
sbrewer@coalinga.com

Mr. Sean Brewer
Interim City Manager
City of Coalinga
155 West Durian
Coalinga, CA 93210

Re: Request for Qualifications Lobbying and Advocacy Services

Dear Mr. Brewer:

The CrisCom Company is pleased to provide the City of Coalinga with our Proposal for Lobbying and Advocacy Services.

We are confident that our firm will continue to provide the City of Coalinga with unparalleled service. Our knowledge, experience, and proven deliverables will continue to drive success for the City. Unlike our competitors, CrisCom is selective in representing other municipalities. This allows us to prioritize our clients and focus on their unique needs and funding opportunities. In fact, we represent only one other city in Fresno County. This focus ensures that the City of Coalinga and its projects remain a top priority for our team.

Please do not hesitate to contact me if you have any questions, or require any clarification on our proposal. We look forward to hearing from you soon.

Sincerely,

Renée Missakian

Renée Missakian
Chief Operating Officer & Executive Vice President
Renee@TheCrisComCompany.com
Cell - 818.282.6363

THE CRISCOM COMPANY
TheCrisComCompany.com
9550 Topanga Canyon Blvd., Chatsworth, CA 91311
1099-A Otis Ave., Corcoran, CA 93212

FIRM OVERVIEW

QUALIFICATIONS AND EXPERIENCE

Founded in 1997 by Charles “Chuck” Jelloian, CrisCom Public Relations, Inc., (dba The CrisCom Company) has become the preeminent leader in governmental affairs advocacy, grant writing, public relations, and community development consulting. Chuck has been in the political arena for decades starting as a young boy when his cousin was the Speaker of the California Assembly. In 1984 he began working for a State Senator. He later caught the eye of the California Governor, who recommended him to President Reagan to work with him on developing his Presidential Library and Center for Public Affairs. Our entire team has decades of experience and knowledge with a long history of non-partisan relationships in Sacramento as well as Washington, D.C. As such, we take great pride in providing our clients with unparalleled grant writing and advocacy services.

The key to our success is our ability to engage elected officials, key stakeholders, and agencies to develop advantageous relationships for our clients. Not only do we work in conjunction with our clients to identify and pursue viable opportunities, we also develop and employ a strategic approach to advocacy to meet our clients’ more demanding needs through comprehensive advocacy and outreach efforts.

Over the past 28 years, this in-depth and thoughtful approach to grant writing and advocacy continues to provide our clients with the proper footing to be successful in their funding with respect to grant writing/awards, as well as legislative and appropriations priorities. The cornerstone to our method is incorporating the needs and direction from our clients. This collaborative effort, including unfettered access to CrisCom’s leadership team, sets our clients up for success in their endeavors.

Charles H Jelloian, President and Chief Executive Officer

Renée T. Missakian, Executive Vice President and Chief Operating Officer

Linda Jelloian, Chief Financial Officer

Reuben Shortnacy, Executive Vice President

MISSION STATEMENT

Our mission is to provide our clients with highly ethical, innovative, and dynamic strategies, which are effective in achieving their goals. The CrisCom Company adheres to the highest standards of accuracy and truth to those we represent and to the public.

Office Locations:

The CrisCom Company
Southern California Headquarters
9550 Topanga Canyon Blvd.
Chatsworth, CA 91311

The CrisCom Company
Central California Headquarters
1099-A Otis Avenue
Corcoran, CA 93212

While we do not currently maintain offices in Sacramento, CrisCom has access to local office resources and is physically in Sacramento several times per month. Through the pandemic it has become apparent that a physical office location is not necessary to be an accomplished and effective consultant. This enables our firm to reduce overhead and pass those savings along to our clients. Our Team works diligently with elected officials in their local district offices, as well as with the League of California Cities.

FIRM ACCOMPLISHMENTS

(Partial List)

The CrisCom Company is proud to have brought our clients hundreds of millions of dollars in revenue over the past 28 years. Below is a partial list of our most recent successful grant awards and appropriation requests:

\$10M+ Public Safety Infrastructure
\$8M Kettleman City Pedestrian Bridge
\$7M Corcoran Gateway Park Prop 68
\$7M Kings County Sheriff's Office
\$6.5M Calabasas Santa Monica Mtns Conservancy
\$5.7M Corcoran Police Station
\$5M Madera Sewer Trunk Line Replacement
\$5M Sanger PD Dispatch Center
\$4.5M Selma Fire Station
\$4M Selma Police Station
\$3M Lemoore Public Safety Dispatch
\$3M Sanger Water Well Repair
\$2M Avenal Community Center
\$2M Corcoran Water Treatment Facility
\$1.5M Corcoran Water Well
\$1.5M Selma Storm Drain Repair
\$1.2M CFDA Education Grant CLU
\$1M Sanger Water Connections
\$1M+ COPS Hiring Grants
\$1M Kings County/KCAO Food Bank
\$1M Avenal Veteran's Hall
\$1M Clean California - Sanger Veteran's Park
\$950K Madera Mobile Command, Parking Lot, etc.
\$680K Avenal COPS
\$650K Kings County Gang & Narcotics Task Force



\$606K Madera PD BSCC Prop 64 Grant
\$400K Sanger School Resource Officer
\$440K CA State Parks - City of Glendale, CA
\$348K FEMA AFG - City of Glendale, CA
\$240K Avenal Emergency Ops Center
\$125K Corcoran COPS



38th Assembly District
Small Business of the Year
Awardee



National Firm Representing Clients
Throughout the United States



STATE & FEDERAL LEGISLATIVE ADVOCACY

PROJECT UNDERSTANDING & APPROACH

In order to provide unparalleled lobbying and advocacy services, The CrisCom Company will work hand-in-hand with City leaders, including elected officials and staff to develop a comprehensive and strategic approach to its advocacy efforts. Our approach to advocacy is built around a partnership with the City to establish a legislative platform. This platform will serve as a guide during the legislative session. CrisCom's in-depth approach and strategic planning give our clients with the proper footing to successfully pursue legislative and appropriation goals. As such, our team will develop clear and concise lines of communication with the City. A constant flow of communication is key to any successful relationship and is the cornerstone of the CrisCom client/consultant model.

The CrisCom team will meet with the City Manager, City Council and City department leaders to fully understand the focus and needs of the City of Coalinga. The team will then work to develop a legislative and budget priority list based on a needs assessment. This includes a comprehensive review of legislation and available funding sources.

The CrisCom Company's advocacy model includes providing our clients with a biweekly legislative report (Sacramento Snapshot) during the legislative session. These reports include a summary and status of legislation that could have an impact on a municipality like the City of Coalinga. Our team monitors and tracks each piece of legislation and will provide summary documentation on bills of interest. We proactively address legislation and any and all amendments that occur on tracked bills.

Our firm has deep roots in the California state legislature. This includes numerous projects with our local elected officials and legislative and executive branch leadership. We take great pride in providing our clients with a strategic approach to advocacy. These efforts, accompanied with a robust and thoughtful approach to advocacy, continue to position CrisCom's clients with a winning strategy. Unlike our competitors, CrisCom is very selective with our clientele as we do not represent dozens of municipalities, but rather a select few so we can prioritize them and focus on their needs and funding opportunities.

At the outset of the state legislative session, CrisCom will meet with the City Council, City Manager, and department heads to set the legislative platform for the coming session. This will include identifying budgetary needs and developing a plan of action to pursue these dollars through the state budget process. Following the setting of the agenda, CrisCom's team will facilitate meetings with the appropriate state elected officials to discuss and promote the legislative platform. CrisCom meets regularly with our state representatives throughout the year. Our team will provide written updates to the City Manager. These updates include legislation that may impact the City of Coalinga (positive, negative, or neutral).

Through the state legislative process, our team will engage with the City of Coalinga's leadership and will make actionable recommendations to the City. This will include setting up informational meetings, lobbying meetings, providing testimony at hearings, drafting and delivering letters of opposition or support, and shepherding appropriations requests through the state budgetary process.

In addition to the written reports provided to the City Manager, The CrisCom Company can also provide in-person quarterly reports to the City Council. City management and the Council will also have direct and unfettered access to CrisCom's leadership 24/7.

SCOPE OF SERVICES & DATA

The CrisCom Company will adhere to and provide consulting utilizing the “Scope of Services” as the basis for this project. This includes, but is not limited to, the following:

Strategy

The CrisCom Company will work closely with the City of Coalinga and identified key staff to identify and pursue the City’s goals, objectives, opportunities and priorities. CrisCom will also assist the City in developing and implementing its legislative agenda, key proposals and policy positions. This will be done in conjunction with input from the City’s federal and state elected representatives. As part of the City of Coalinga team, CrisCom will look holistically at the City’s platform and provide key strategic advice for future strategy and engagement plans. This will assist the City in positioning itself for success now and in future years. CrisCom will implement strategies to keep the City engaged even when the legislature is not in session. CrisCom will develop the City’s annual legislative platform, draft needed legislation and compile supporting documentation and amendments as necessary.

Tracking & Reporting

Identifying, tracking and reporting on federal and state legislation is only one component of successful advocacy. It is imperative for a firm to be able to properly analyze and understand the reason behind said legislation. The CrisCom Company will provide the City with detailed analysis of proposed legislation, administrative actions, and impactful regulatory matters. The CrisCom Company will be in close communication with the City on pending issues during the legislative session, especially as issues arise. CrisCom will also provide weekly legislative updates during the legislative session. CrisCom will provide a final session report as well as an in-person presentation at the end of the legislative session.


Advocacy

Over the past 28 years, The CrisCom Company’s success can be attributed to its approach to advocacy on its client’s behalf. CrisCom has a strong presence in the US and California Capitols and will serve as the City’s day-to-day contact for the legislative offices and governmental staff. Being a conduit for the City to the US and California government will help achieve the City’s goals in Washington, D.C. and Sacramento. CrisCom’s efforts will include attending committee and rulemaking hearings, preparing testimony and submitting positions on bills.

Relationship Building

Beyond tracking specific legislation, building relationships is a key component of a successful lobbying effort. The CrisCom Company will continue to work with leadership, federal, state, and local representatives, staff, federal and state agencies, and other key stakeholders to advocate for the City’s strategic advocacy and engagement plan. Additionally, we will help develop strong connections with similar agencies and membership organizations in which the City participates, as well as facilitate meetings with federal and state legislators and departments to pursue and promote the City’s legislative priorities.

General Lobbying Services:

	On an annual basis, work with the City of Coalinga to update its legislative program to look at upcoming legislative trends. This will assist the City in proactively addressing legislation, topics, or issues that unfold in advance of the coming year.
	Undertake advocacy, including strategy development and related activities, to attain the objectives of the City. Related activities shall include meeting with legislators and staff,

✓	drafting legislative amendments, coordinating testimony at legislative hearings and administrative agencies, attending meetings and otherwise representing the City's positions. Organize advocacy trips to promote the City's projects and priorities.
✓	Review proposed, introduced, and amended legislation, and proposed and adopted administrative rules and regulations, to determine its impact on the City and recommend positions to be taken on the legislation.
✓	Provide periodic electronic reports on status of legislation and other related matters such as bill language and committee analysis, an annual report giving an overview of the completed and forecast of important issues for the upcoming year.
✓	Coordinate and cooperate with other organizations, municipalities, companies, and firms having similar legislative objectives as the City. Where appropriate, advocate positions on legislation and work to secure language in law that will advance the City's interests.
✓	Regularly communicate with the City to assess legislative options, analyze legislation, and discuss policy objectives including review and input to the City's legislative policy guide. Present legislative issues to the City Council as needed/upon request.
✓	Participate in regular planning and coordination meetings with City staff.
✓	Prepare and file all applicable Fair Political Practices Commission lobbying documents and reports within all applicable deadlines, per the provisions of the Political Reform Act of 1974 as amended. Provide the City notification of any changes or modifications that may be pertinent.
✓	Arrange meetings with legislative representatives and/or government departments and/or agencies for the City's elected officials and staff as requested by the City.
✓	Upon request, provide a monthly written summary of work conducted on behalf of the City.
✓	Identify grant and funding opportunities, as well as advocate for City projects and funding requests in state and federal budgets.

Federal Lobbying Services:

✓	Provide a broad range of Federal Lobbying Services on behalf of the City of Coalinga before the Legislative and Executive branches of the Federal Government.
✓	Create and cultivate alignment and development of relationships with U.S. federal government entities to assure issue understanding, association policy priorities, and mutually beneficial relationships that advance the City's requests for funding.
✓	Work with City Administrators and staff to identify and maintain ongoing contact with elected and appointed officials from the United States Executive and Legislative branches of government, including members of the House of Representatives and Senate and their staff, who may directly or indirectly participate in the development of legislation impacting public sector.
✓	Review and analyze, on a continual basis, all existing and proposed Federal policies, programs and regulations that may impact the City. Provide prompt notification to City staff and members of the issue and specific impact.
✓	Provide policy direction in collaboration with the City. Develop and implement strategies to advance the City's Federal policy goals.
✓	Use established, long-standing positive working relationships with key decision makers in Congress and the Executive agencies to achieve the City's Federal policy goals and promote the interests of the City.
✓	Coordinate with the City to create a plan to identify and develop the City's legislative priorities, and develop implementation plans to advance the legislative priorities.

✓	In coordination with staff, develop and implement strategies for identified priorities including timelines and performance measures.
✓	Track key federal legislation and federal agency regulations relevant to the City's strategic priorities.
✓	Meet regularly with staff to maintain alignment of legislative strategy with the City's comprehensive strategic goals.
✓	Identify key legislative and federal agency relationships for the City and assist in creating opportunities to build and strengthen relationships.
✓	Connect City Administrators to key legislative staff and members of Congress.
✓	Manage and lead in-person meetings with key legislative and regulatory staff.
✓	Assist in the drafting of legislative language for applicable laws and regulations when possible.

State Lobbying Services:

✓	Review all bills introduced in the California Legislature, inform the City of all such legislation affecting its interest, and forward a copy of such bills to the City.
✓	Assist the City in identifying and obtaining state funding available for City programs and proposed capital projects.
✓	Provide a monthly written summary conducted on behalf of the City during the legislative session and at other times if significant activity warrants it.
✓	Initiate legislative proposals on behalf of the City.
✓	Attend and provide testimony on behalf of the City in legislative hearings.
✓	Perform duties customarily performed by legislative advocates and governmental affairs on behalf of the City to the best of their abilities, experience, and talents.



LEGISLATIVE & ADVOCACY PROJECT SCHEDULE

If awarded this contract for State Lobbying Firm with the City of Coalinga, within the first 30 days of our executed contract, The CrisCom Company will schedule meetings with the City Manager, City Council and City department leaders to ascertain the City's needs and priorities, along with their budget requests and legislative platform. Once the information is gathered, CrisCom will report back within 30 to 60 days with our findings and recommendations on the most effective and productive path forward. CrisCom has extensive experience with lobbying and advocacy which will aid the City in establishing a successful strategy in maximizing potential funds with respect to various City projects.

When the budget request and legislative platform are finalized, CrisCom will collaborate with legislators and their staff in the State Senate and Assembly, as well as the US House and Senate. This collaboration will extend to working with leadership, other government departments/agencies, and committees, to advocate for the City. CrisCom will communicate with said legislators and departments/agencies/committees on a regular basis, as well as attend meetings, hearings, etc. as appropriate. CrisCom will follow the City Manager's and City Council's direction and will track legislation per their request and regularly report on legislation, and any topics or issues that may concern or be of interest to the City throughout the year.



EXAMPLES OF FIVE FUNDED PROJECTS VIA ADVOCACY EFFORTS

1. Kettleman City Bridge, Awarded \$8,000,000
2. Kings County Sheriff's Office New Headquarters, Awarded \$7,000,000
3. City of Calabasas, Santa Monica Mountains Conservancy, Awarded \$6,500,000
4. City of Corcoran New Police Department Headquarters, Awarded \$5,700,000
5. City of Madera Sewer Trunk Line Replacement, Awarded \$5,000,000

KEY PERSONNEL & TEAM STRUCTURE

ADVOCACY & GOVERNMENTAL AFFAIRS TEAM

The CrisCom Company's governmental affairs and advocacy team enjoys decades of experience, including leadership positions on legislative staff. Our keen and in-depth knowledge and understanding of the legislative process provides our clients with the strategic consulting needed to be successful in Sacramento and Washington, D.C.

Chuck Jelloian
*President &
Chief Executive Officer*
35+ years' experience

Renée Missakian
*Executive Vice President
& Chief Operating Officer*
Advocate & Grant Writer
9+ years' experience

Reuben Shortnacy
Executive Vice President
Advocate
23+ years' experience

John Basmajian
*Government Affairs
Manager*
Advocate
6+ years' experience

Emily Engelsgaard
*Grant Manager &
Advocacy Support*
6+ years' experience



Charles H Jelloian | President and Chief Executive Officer

Chuck Jelloian's extensive experience in the public relations field is second to none. That is why clients call upon him to provide his guidance and expertise on the most challenging of situations. Through his tenacity and vociferous advocacy efforts, he makes sure the CrisCom team delivers on the projects we undertake.

About Chuck - Chuck is committed to providing all of CrisCom's clients with highly effective programs that focus on governmental affairs, business development, strategic planning, corporate communications, public relations, and marketing.

Since founding CrisCom in 1997, Chuck continues to work diligently on establishing the firm as one of the nation's premiere governmental affairs and business development firms. Before founding CrisCom, he served as the Executive Director of the non-partisan Ronald Reagan Presidential Foundation and was responsible for the planning and development of the historic Ronald Reagan Presidential Library and Center for Public Affairs, located in Simi Valley, California. He hosted numerous national and international dignitaries, including British Prime Minister Lady Margaret Thatcher and Polish President Lech Walesa. Since then, Chuck has had the privilege of working with several other national figures.

Chuck was appointed by Los Angeles Mayor Richard Riordan to serve on the Board of Transportation Commissioners. As Commission President, Chuck presided over the \$200 million department and its 1600 full-time employees. Los Angeles City Councilman Greig Smith appointed Chuck to the Design Review Board, which reviews all proposed applications for buildings and structures in the Chatsworth, California area.

Chuck, widely recognized for his leadership skills, continues to play an important role in many political, social and philanthropic activities throughout California and the nation.



Renée T. Missakian | Executive Vice President & Chief Operating Officer

Renée Missakian is a proven leader in the governmental and public affairs arena with over 8 years of experience throughout California and the nation, implementing successful lobbying and public relations campaigns for municipal, corporate, and non-profit clients. Her attention to detail and background as a paralegal helps ensure that our clients' requests and projects are delivered timely and professionally. From government advocacy, to community outreach, to grant writing, Renée continues to deliver on our clients' needs.

About Renée - Renée has been a member of the CrisCom team since 2017. She serves as CrisCom's Chief Operating Officer and Executive Vice President. Renée is responsible for the day-to-day operations, including overseeing and managing CrisCom's Account Managers and Representatives. She is a lobbyist at both the state and federal levels of government and has been at the forefront of CrisCom's legislative and appropriations wins for its clients. In addition, Renée has 25 years' experience in the legal field and over 15 years' experience working with nonprofit organizations. Her experience includes organizing fundraisers, community outreach events and public relations campaigns. She has also spearheaded The CrisCom Company's grant writing initiatives for our clients, specializing in both public and private sector grants. Renée's extensive experience in governmental and public affairs as well as grant writing experience makes her a valued strategist and problem solver on which our clients rely on many levels.



Reuben Shortnacy | Executive Vice President/Legislative Advocate

Reuben Shortnacy has had a long and distinguished career in the public sector. Not only has he shown to be a proven leader as a former Chief of Police for the City of Corcoran for over 23 years, he has been a respected leader amongst his peers and the citizens in the City and County in which he served. While Reuben is new to the CrisCom Team, during his tenure as Chief of Police in Corcoran, he worked hand in hand with CrisCom for close to 20 years.

About Reuben - Reuben's law enforcement experience over the past several decades has prepared him to serve the public and private sectors. He understands law enforcement and public safety needs. He has sat on a variety of boards and commissions throughout his career and has accumulated a tremendous amount of experience that will allow him to serve a broad range of clients. Reuben has also served as an Interim City Manager and as a result has developed a unique understanding of municipal government. He has experience working cooperatively with both state and federal elected officials. He holds an Associate Degree in the Administration of Justice, an Associate Degree in Corrections and a Bachelor Degree in Criminal Justice.



John Basmajian | Government Affairs Manager

John Basmajian joined The CrisCom Company as an intern and has worked his way up to Government Affairs Manager. His demeanor, energy and exuberance he brings to each project is palpable. John is also a very supportive member of our grants writing team. The information and knowledge he possesses through his position as Government Affairs Manager makes him invaluable in the grant writing process.

About John - John graduated from California Lutheran University with a Bachelor of Science in Business Administration, where he was an honored recipient of the Dean's List award four times, as well as the President's List award. He served as student body president, and sat on the university's Board of Regents. Prior to joining CrisCom he served as an intern for an industrial services company where he led a marketing campaign that resulted in fifteen percent revenue growth. He also worked with a real estate investment firm providing administrative assistance.



Emily Engelsingaard | Grant Manager & Advocacy Support

Emily Engelsingaard is a valued member of The CrisCom Company and serves as an integral part of our grants writing team as the Grant Manager. Her tenacity and willingness to tackle any obstacle help achieve our client's goals.

About Emily - Emily holds a master's degree in American History and is a graduate of California Polytechnic State University, San Luis Obispo. Emily has extensive experience in customer service and as a legal assistant. Her background continues to be a beneficial asset to the team. Emily resides in the Central Valley and works out of CrisCom's local headquarters.

CASE STUDY: CrisCom has been called many things, but none more fitting than "Quarterback". Leading advocacy efforts involves a lot of moving parts. You need to be nimble and call audibles in the midst of the action. We were proud to lead a coalition of public safety departments in the Central Valley to pursue state funding to bolster their aging infrastructure. Engaging state leadership and working with our local elected officials positioned these projects for success. Implementing a comprehensive advocacy campaign, along with a detailed public relations campaign turned these projects into a win-win for both the state representative and awarded city.

FEE STRUCTURE

Our firm typically provides services on a retainer basis. Doing so often results in saving the client money, as our retainer is more cost-effective. Also bundling more than one service provides a discount. Below is our hourly fee schedule, along with various expenses, however please note many of our expenses are waived with our retainer.

The CrisCom Company's proposed fee schedule for
State and Federal Lobbying and Advocacy Services
Hourly Rates:

Research for Grant Funding	\$50 per hour
Grant Consultation, Preparation, Submission, etc.	\$175 - \$250 per hour
Flat Rate Per Grant	\$3,500 to \$5,000+
Federal & State Advocacy	\$200 - \$370 per hour

Expense Reimbursements:

Black & White Photocopying Costs	\$.20 per page
Color Photocopying Costs	\$.70 per page
Auto Travel	IRS Standard Rate
Air Travel	Within CA, not to exceed \$200 Outside of CA, not to exceed \$400
Hotel	Not to exceed \$400 per night

Retainer Rates:

State and Federal Lobbying and Advocacy Services - \$4,000

CrisCom will not ask for reimbursement of ordinary business expenses such as travel, parking, delivery, photocopying, etc., and will be included in retainer, including travel to Sacramento.

However, travel to Washington, D.C. could be an additional cost.

These fees will be in effect for the duration of the contract term and will be in advance of services to be rendered. All reimbursable expenses over \$50 (including travel costs) shall be pre-approved by the City. This agreement shall be on a month-to-month basis and either party may terminate this relationship with or without cause on a 30-day written notice.

CrisCom Company's Federal Tax ID Number is: 95-4628989.

CONFLICT OF INTEREST DISCLOSURE

The CrisCom Company has no conflicts of interest with the City of Coalinga. Our only other client within Fresno County is the City of Sanger, which shares State Senator Anna Caballero. Additionally, the Madera Police Department, also a CrisCom client, shares Senator Caballero, Congressman Gray, and Assemblymember Soria with the City of Coalinga.

Therefore, we have only two clients with overlapping representatives. The CrisCom Company is confident that this presents no conflict. Our competitors have a much more significant conflict of interest, given their client list. CrisCom strategically engages with other municipalities to ensure our current clients' priorities are at the forefront.



CRISCOM & THE CITY OF COALINGA

The CrisCom Company has had the privilege of serving the City of Coalinga since February 2020, providing State and Federal lobbying services as well as Economic Development. Throughout our tenure, we have worked diligently to advocate for Coalinga's interests at both the state and federal levels, ensuring that the City remains on the radar of key decision-makers and funding sources.

Despite the challenges presented by the COVID-19 pandemic and the subsequent state budget deficit, our firm successfully secured \$250,000 for Public Safety Technology upgrades and improvements in 2022. Additionally, recognizing the ongoing fiscal constraints at the state level, we have expanded our efforts to include federal funding opportunities to ensure Coalinga continues to receive critical financial support for infrastructure and public safety projects.

Our team remains actively engaged with state and federal representatives, consistently advocating for Coalinga's priorities. We regularly coordinate meetings with elected officials, legislative leadership, and key decision-makers in Sacramento, Washington, D.C., and their respective district offices, ensuring that we maintain direct dialogue with policymakers. This engagement keeps Coalinga's legislative and funding needs front and center in the decision-making process. We foster positive relationships with these representatives to ensure Coalinga is viewed favorably.

Beyond securing funding, we have also provided valuable legislative tracking and reporting services. Our team ensures that the City is informed of relevant legislative developments, including regular updates through our Sacramento Snapshot, which has been well received by the Council and is even posted on the City's website. Moreover, we continue to monitor and track specific legislation at the request of Council Members to ensure Coalinga's interests are effectively represented.

The CrisCom Company has been dedicated to supporting the City of Coalinga's economic development, beyond our lobbying services, at no additional cost. We utilize our extensive network of nearly 200 contacts specific to Coalinga—including restaurants, retail stores, hotels, entertainment venues, and developers—to promote the city as an ideal place for business growth and investment.

For several years, our firm has been instrumental in introducing national businesses to Coalinga. Several businesses are opening in Coalinga such as Five Below, Ross Dress for Less, and Tractor Supply, all of which have been contacted many times by our firm which started several years ago. We laid the groundwork for informing them of Coalinga's potential. Additionally, we've generated interest from Chipotle and Dutch Bros. While Chipotle recently was not able to reach an agreement with a developer, they remain interested if new development opportunities arise. Dutch Bros is currently seeking corporate approval to establish a presence in Coalinga. We've also had initial discussions with Wendy's, and they have shown interest.

Our team actively participates in major industry events like the International Council of Shopping Centers (ICSC) conference, where we meet with vendors and potential businesses to promote opportunities within Coalinga. These efforts have successfully attracted national chains, enhancing Coalinga's attractiveness to both investors and businesses.

We are also working to attract innovative business models to Coalinga, including discussions with national chains about launching an automated restaurant prototype in the city. This project would establish Coalinga as a test site for cutting-edge dining technology while reinforcing its reputation as a forward-thinking business hub.

Another notable initiative we have spearheaded is the Coalinga Photo Project. The primary objective of this project is to enhance the City's image, particularly in the realm of economic development. Unlike larger cities with well-known names like Los Angeles or Fresno, Coalinga relies heavily on its online presence to attract interest. When developers search for Coalinga, the images displayed on platforms such as Google Maps can significantly influence their perception. Unfortunately, many of these images do not accurately represent the best aspects of the city. To address this, we have undertaken efforts to capture and share high-quality images that showcase the true beauty and potential of Coalinga. This initiative has already garnered over 3 million views, helping to shape a positive and compelling visual narrative of the City for prospective investors and developers.

Beyond our professional services, we are deeply committed to being an active and engaged partner in the Coalinga community. We demonstrate this commitment is by participating in the Annual Community Service Awards Gala Event, organized by the Chamber of Commerce. Each year, we proudly decorate a table for this event, contributing to the celebration of community service and leadership in Coalinga. Our involvement in this and other local initiatives reflects our desire to be more than just a service provider—we strive to be an integral part of the Coalinga community, supporting its growth and fostering meaningful connections.

Additionally, as previously stated, we are highly selective in the clients we choose to represent. Unlike many of our competitors who maintain dozens of municipal clients, we prioritize a more focused approach, ensuring that each of our clients receives dedicated and personalized advocacy. Notably, in Fresno County, we represent only one other client, reinforcing our commitment to quality over quantity.

The CrisCom Company has been honored to serve as an unwavering advocate for the City of Coalinga. Our partnership has delivered significant value at a monthly fee of \$4,000, covering State and Federal lobbying services as well as Economic Development. Notably, the \$250,000 we secured in 2022 alone more than covers our fees over the four-year engagement period. Additionally, we have never increased our fees nor charged the City for travel or other related expenses.

We are proud of the progress we have made for Coalinga and hope to have the opportunity to continue building on the strong foundation we have created together.



REFERENCES

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Proposal for Federal & State Representation of the City of Coalinga


BlueWater Strategies LLC


CATALYST

PHILOSOPHY

A Brief Overview of Our Strategy

Public services and infrastructure are fundamental to the economic development of our country, the welfare of our citizens, and the protection of our environment. The City of Coalinga encompasses all aspects of this challenge. At BlueWater Strategies & Catalyst, we see work in this arena as central to our mission. With extensive experience and a strong focus on infrastructure, public services and environmental policy, we are uniquely positioned to assist the City of Coalinga as you navigate the evolving political landscape in both Washington and Sacramento.

BlueWater & Catalyst work collaboratively to provide our clients with timely and insightful political and policy intelligence, regulatory expertise, and the ability to guide our clients through the Federal funding network. The result is customized, strategic advice and issue advocacy support.

BlueWater & Catalyst appreciate the invitation to present our proposal to represent the City of Coalinga. BlueWater Strategies is a boutique government affairs firm that is focused on infrastructure and municipal policy needs with the Federal government. Catalyst is home to one of Sacramento's premiere public affairs and lobbying firms. Their California branch established a unique advocacy firm that can wield deep ties to California's policymakers and harness the strength of a multi-state, multi-level network to engage at the highest levels of politics and policy. Our proposal is a joint proposal from the two firms; BlueWater Strategies would serve as the prime contractor, and Catalyst as the subcontractor.

The City of Coalinga stands at a pivotal moment in its development, requiring seasoned advocacy to navigate complex legislative landscapes and secure strategic funding that will enhance economic development, infrastructure, and public safety. Bluewater Strategies, in partnership with Catalyst, presents a robust lobbying approach that combines deep expertise, strong legislative relationships, and a history of delivering results for municipal clients. Our strategy is rooted in proactive engagement, continuous legislative tracking, and focused advocacy to ensure Coalinga's priorities are effectively represented at both the state and federal levels.

Our partnership brings a variety of strengths to bear in our full-service advocacy. These include:

Representation Proposal

- **Experience.** BlueWater & Catalyst are small, focused firms, but our members have over 150 years of combined experience working for and with the executive agencies, Congress, NGOs, governor's offices, state regulators and legislators. We enjoy well-established relationships with Democratic and Republican policy makers, including the key agency staff at the all the pertinent state and federal departments, as well as the White House and Governor's Office.
- **Full Team.** We believe in full-team advocacy. So while we may have a point-person for the purposes of consistency and clarity of communications, all of our government affairs professionals are engaged on each and every client to ensure that the full experience of our firm is at our client's disposal.
- **Relationships.** We are bipartisan firms with reach to both sides of the aisle and in key regulatory agencies. We have built strong ties with Department staff, thought leaders at think tanks, NGOs, labor unions, and in the media. Our professionals are highly regarded for their policy and commercial expertise, and their proven ability to build strong coalitions and make fair deals, even in these times of intense political polarization.
- **Expertise.** Our principals are all government affairs professionals with direct experience in shaping legislation, modifying regulations, and securing government funding. Our successful advocacy strategies are built not just upon our knowledge of the critical people within Congress and the Administration, but upon in-depth technical knowledge of our issues and the interests of all parties.
- **Permanent Dual Representation.** Our proposal, with the team of BlueWater and Catalyst ensures that you have people on the ground in both Washington and Sacramento, twenty-four-seven looking after the interests of the City of Coalinga in both of these vital centers of power and opportunity.

Sincerely,

The BlueWater & Catalyst Team

CONFLICT STATEMENT

BlueWater Strategies and Catalyst maintain a firm commitment to transparency and ethical lobbying practices. At present, we do not represent any clients whose interests would conflict with those of the City of Coalinga. Should any potential conflicts arise, we will promptly disclose them and develop mitigation strategies in coordination with city officials.

STRATEGY OVERVIEW

The City of Coalinga stands at a pivotal moment in its development, requiring seasoned advocacy to navigate complex legislative landscapes and secure strategic funding that will enhance economic development, infrastructure, and public safety. Bluewater Strategies, in partnership with Catalyst as a subcontractor, presents a robust lobbying approach that combines deep expertise, strong legislative relationships, and a history of delivering results for municipal clients. Our strategy is rooted in proactive engagement, continuous legislative tracking, and focused advocacy to ensure Coalinga's priorities are effectively represented at both the state and federal levels.

Legislative & Funding Priorities

Coalinga's advocacy priorities align with major statewide policy concerns, positioning the city to benefit from targeted lobbying efforts. Our strategy will focus on infrastructure and economic development by securing funding for transportation improvements, broadband expansion, and local business incentives. By leveraging opportunities available through state and federal economic development programs, Coalinga can enhance its position as a business-friendly community.

Water resource management is another key priority. California's water policies continue to evolve, impacting municipalities that rely on sustainable access to resources. Our lobbying efforts will advocate for grants and legislative support that ensure Coalinga's long-term water security while addressing infrastructure upgrades necessary for efficient distribution and conservation.

Public safety remains at the forefront of Coalinga's priorities. Our team will actively pursue state and federal grants that bolster fire department services, enhance emergency response capabilities, and support local law enforcement. Through strategic engagement with lawmakers, regulatory agencies, and industry stakeholders, we will advance legislative measures that provide Coalinga with the resources necessary to maintain and improve its public safety infrastructure.

Federal Funding Opportunities:

- The Rebuilding American Infrastructure with Sustainability and Equity (RAISE) Grant program provides funding for transportation infrastructure projects, including road improvements, which align with Coalinga's priority to enhance transportation networks.

- The Community Development Block Grant (CDBG) Program administered by the U.S. Department of Housing and Urban Development (HUD) can support Coalinga's efforts in economic development, public facilities, and affordable housing.
- The FEMA Assistance to Firefighters Grant (AFG) Program offers funding for fire department training, equipment acquisition, and emergency response preparedness.
- The Bipartisan Infrastructure Law (BIL) allocates funding for water infrastructure projects, which can support Coalinga's water resource management initiatives.
- The Rural Development Water & Waste Disposal Loan & Grant Program from the U.S. Department of Agriculture (USDA) provides financial assistance to improve water and waste management systems in small communities like Coalinga.
- The Title XVI WaterSMART Program administered by the Bureau of Reclamation provides funding for water reuse and recycling projects, which can help Coalinga develop sustainable water infrastructure.
- The EPA's Clean Water State Revolving Fund (CWSRF) offers low-interest financing for water quality improvement projects, including wastewater treatment and storm water management.
- The Army Corps of Engineers' Water Resources Development Act (WRDA) Grants provide funding for flood risk management, water infrastructure improvements, and ecosystem restoration projects that could benefit Coalinga.
- The Bureau of Reclamation's Water Infrastructure Improvements for the Nation (WIIN) Act Funding supports projects that enhance water storage, supply, and conservation efforts.



State Funding Opportunities:

- The California Infrastructure and Economic Development Bank (IBank) Infrastructure State Revolving Fund (ISRF) Loan Program offers low-interest financing for public infrastructure projects, aligning with Coalinga's priorities for road improvements and public safety enhancements.
- The California Water Boards' Clean Water State Revolving Fund (CWSRF) provides financial assistance for wastewater treatment and storm water management projects, which would support Coalinga's long-term water sustainability goals.
- The California Office of Emergency Services (Cal OES) Homeland Security Grant Program offers funding for emergency preparedness and response initiatives that would benefit Coalinga's fire and police departments.



- The California Department of Housing and Community Development (HCD) Affordable Housing and Sustainable Communities Program supports local housing projects and infrastructure improvements aimed at increasing livability and economic opportunity.
- The California Transportation Commission's Local Partnership Program (LPP) provides funding for local transportation infrastructure projects, including road repairs and bridge enhancements.

By targeting these federal and state funding sources, Bluewater Strategies and Catalyst will position Coalinga to maximize available grant opportunities that align with the city's economic development, infrastructure, water resource management, and public safety priorities.

ELEMENTS OF STRATEGY: EXECUTIVE AGENCIES

Several federal departments and agencies have a crucial impact on infrastructure funding and support for law enforcement, fire departments and public schools. These agencies are often found in partnership with the states in regulating and supporting needed support for these vital public services. The largest single player in the area of water infrastructure is the Department of Interior's Bureau of Reclamation. The City of Coalinga's focus on utility water service, wastewater treatment and water recycling are all very much within Reclamation's purview as a grant making entity.

However, other Federal agencies play a significant role in water management including the US Fish and Wildlife Service and the Environmental Protection Agency, the National Marine Fisheries Service, the Department of Agriculture, the Army Corps of Engineers and the Department of Energy among others. This diverse set of regulatory entities make the Federal government a vital partner for the water challenges in California and its metropolitan water utilities and districts.

The Department of Justice offers several grant programs that could significantly enhance Coalinga's law enforcement capabilities. The COPS Hiring Program (CHP) provides funding directly to law enforcement agencies to hire additional officers, while the Edward Byrne Memorial Justice Assistance Grant (JAG) Program offers support for a wide range of law enforcement initiatives including equipment procurement and community policing efforts. Additionally, the Small, Rural, Tribal, and Border Regional Center Program administered through the Bureau of Justice Assistance provides specialized training and technical assistance tailored for smaller jurisdictions like Coalinga. For emergency management concerns, the Federal Emergency Management Agency (FEMA) administers the Emergency Management Performance Grant (EMPG), which could help Coalinga improve its disaster preparedness infrastructure and response capabilities.

Coalinga's public schools could benefit from several Department of Education grant programs. The Rural Education Achievement Program (REAP) specifically targets small, rural districts with funding to improve educational outcomes and close achievement gaps. The Elementary and Secondary School Emergency Relief (ESSER) Fund provides resources for addressing

learning loss and improving school facilities, while the School Violence Prevention Program offers grants for enhancing security measures and training. Additionally, the Department's Impact Aid program may be relevant if Coalinga has federally connected students or federally owned property that affects their tax base. The Institute of Museum and Library Services also offers grants that could enhance Coalinga's school libraries and educational technology resources.

For the Coalinga Fire Department, the Department of Homeland Security's Assistance to Firefighters Grant (AFG) program could provide crucial funding for equipment, protective gear, training, and facility modifications. FEMA's Staffing for Adequate Fire and Emergency Response (SAFER) grants could help with hiring and retaining firefighting personnel, while the Fire Prevention and Safety (FP&S) grants support community risk reduction efforts. The United States Department of Agriculture's Community Facilities Direct Loan & Grant Program offers another avenue for rural communities like Coalinga to finance essential community facilities including fire stations and equipment. Additionally, the Department of the Interior's Rural Fire Capacity (RFC) Program provides funds specifically for rural fire departments, which could help Coalinga enhance its wildfire prevention and suppression capabilities.

As we explore Federal funding opportunities, BlueWater can be most effective when we engage with our clients as early as possible in the funding process to help shape the FOAs that will be available and then assist with crafting applications. We would welcome the opportunity to work with Coalinga to participate in this agenda setting to ensure that the funding that emanates from Reclamation and other agencies is well suited to Coalinga's needs and expertise

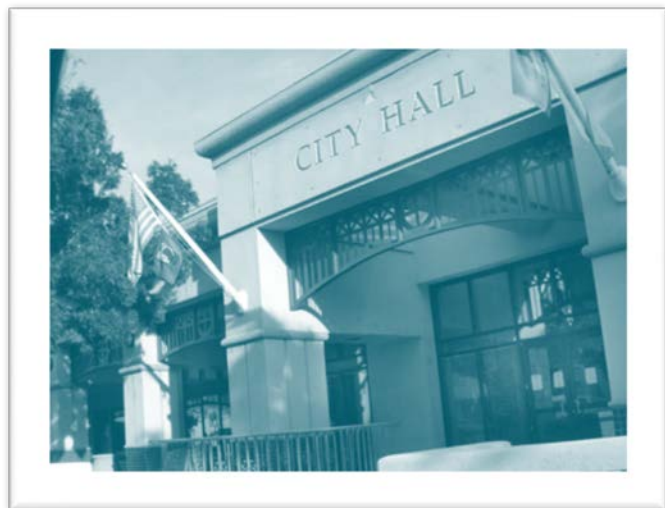
It can also be important to maintain relationships with White House officials to shake legislative policy and funding initiatives loose from bureaucratic dead ends. Even within the White House the Office of Management and Budget can present a challenge. Therefore, at BlueWater we cultivate and maintain relationships with the White House on a bipartisan basis to ensure access when our clients need assistance at that level. In addition to grant making, there are a variety of significant Federal laws that impact the work of the city and the parallel agencies in the state. These include the Clean Water Act, the Safe Drinking Water Act, the National Environmental Policy Act and the National Pollution Discharge Elimination System. These laws and their attendant regulations are a constant source of friction in Washington. The Trump Administration has signaled its intention to roll back several Biden Administration regulatory amendments to these policies. We believe it is important for the City of Coalinga to have a voice in this process and provide their unique perspective as a community service district providing a variety of services to its customers.

California State Programs

The California Commission on Peace Officer Standards and Training (POST) offers various grant programs that could strengthen Coalinga's law enforcement capabilities, including reimbursement for officer training and specialized equipment. The Board of State and Community Corrections (BSCC) administers several funding sources, notably the Justice Assistance Grant (JAG) program, which supports local initiatives in crime prevention and public safety. For emergency management, the California Governor's Office of Emergency Services (Cal OES) provides critical support through its Hazard Mitigation Grant Program and the California Disaster Assistance Act (CDAA), which helps local governments recover costs during disasters. Additionally, Cal OES offers specialized funding for emergency operations centers and public safety communications equipment that would enhance Coalinga's emergency response infrastructure.

California's Department of Education manages numerous grant programs benefiting public schools in smaller communities like Coalinga. The Local Control Funding Formula (LCFF) provides supplemental funding specifically for districts with high percentages of English learners, foster youth, and low-income students. The Career Technical Education Incentive Grant (CTEIG) program supports vocational training programs that prepare students for careers in high-demand industries. Coalinga schools may also qualify for the Community Schools Partnership Program, which provides resources to transform schools into community hubs offering integrated services. The California School Facility Program, administered by the State Allocation Board, provides matching funds for school construction and modernization projects, while the Proposition 51 bond funds remain available for qualifying districts.

The California Department of Forestry and Fire Protection (CAL FIRE) offers several funding opportunities that could benefit Coalinga's fire department. The Fire Prevention Grant Program provides funding for projects that reduce wildfire risk to communities, while the California Fire Foundation's Firefighters Assistance Grant Program supports local departments with equipment needs. The California Office of Traffic Safety (OTS) provides grants for emergency vehicle equipment and training programs for first responders. Additionally, the California Infrastructure and Economic Development Bank (IBank) offers low-interest financing through its Infrastructure State Revolving Fund for essential public infrastructure like fire stations. Coalinga could also apply for funding through the California Climate Investments Fire Prevention Grant Program, which focuses on projects that reduce greenhouse gas emissions while simultaneously improving fire prevention capabilities in vulnerable communities.



ELEMENTS OF STRATEGY: CENTRAL VALLEY DELEGATIONS

To make meaningful progress in Washington, Coalinga must have the strong backing of its home state delegation. Congressman David Valadao (CA-22) represents Coalinga in the U.S. House of Representatives and serves on the House Appropriations Committee, which plays a key role in federal funding allocations. His advocacy is essential for securing grants for infrastructure, water, and economic development projects. With the Republicans holding a narrow majority in the House, Congressman Valadao would be our first stop in Federal advocacy for the City.



Senator Alex Padilla serves on the Senate Environment and Public Works Committee, which oversees water infrastructure and environmental policy. His support can help Coalinga access federal water and transportation funding.

Senator Adam Schiff is a member of the Senate Appropriations Committee and the Senate Intelligence Committee. His role in federal funding decisions can directly benefit Coalinga's priorities, including infrastructure investment and public safety enhancements. In conjunction with Congressman Valadao, we are fortunate to have strong, bipartisan and bicameral representation for any community development project funding we seek through the appropriations process.

At the state level, California State Senator Anna Caballero (SD-14) serves on the Senate Budget Committee, which oversees state appropriations. Her role is crucial in securing funding for Coalinga's infrastructure and public services.

Assemblymember Esmeralda Soria (AD-27) serves on the Assembly Appropriations Committee and can advocate for state-level grants that support Coalinga's economic and water resource development.

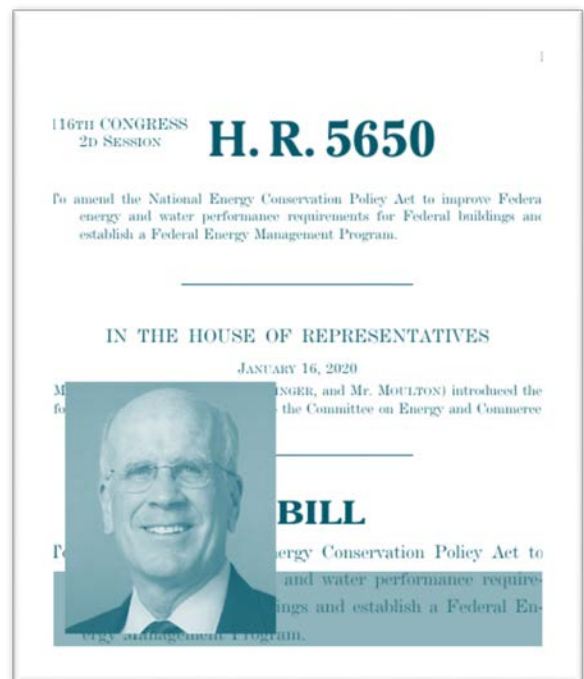
Nearby influential legislators such as Assembly Speaker Robert Rivas and State Senator Steven Bradford hold leadership positions that can impact funding decisions beneficial to Coalinga. Engaging with their offices can help ensure broader legislative support for Coalinga's initiatives.

By leveraging these legislative relationships and ensuring that Coalinga's representatives champion its priorities, we will maximize funding opportunities and policy support for the city's long-term growth and sustainability.

ELEMENTS OF STRATEGY: ISSUE CHAMPIONS

In a broad policy area such as Federal water policy, an organization like the City of Coalinga may find itself very closely aligned with members of Congress or federal policy makers outside of the Congressional delegation. No Congressional delegation is equally represented on all committees, so sometimes alliances and champions must be found beyond the four corners of the state.

Champions are particularly critical in the context of committee leadership and may not be Members of Congress that would spring to mind on a particular issue. For example, in the Senate, the Large Scale Water Recycling Project and Drought Resiliency Investment Act is not lead by either member of the California delegation, but rather by Senator Catherine Cortez Masto (D-NV), a Senator from Nevada. Nevada, of course, also struggles with the western drought and seeks to find a more sustainable path for a growing state population. However, Nevada's needs are not entirely the same as California's. So it would be important



for BlueWater to reach out to Senator Masto’s staff to ensure Coalinga’s priorities are also reflected in the Senate version of the bill.

So far this Congress, there have been 327 bills filed pertaining to some element of water policy and infrastructure. A majority of those bills emanated from outside the California delegation. Needless to say, with a volume of legislation in that tempo and amount, there will be many bills with provisions that are concerning as well as bills that we should get behind. Our task at BlueWater will be to assist the City of Coalinga in separating the wheat from the chaff – identifying early the legislation that has a chance to go the distance in the Congress, from those bills that are introduced for political messaging purposes, or which face other self-



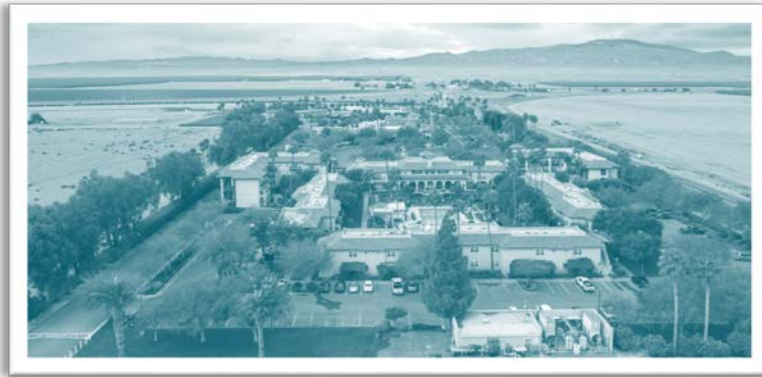
evident political hurdles.

That makes it acutely important that Coalinga’s voice in Washington engage with these offices to ensure the particular needs of industrial recycled water users in California be incorporated and reflected in the structure of any tax credit.

With this knowledge in hand, we will help the City of Coalinga shape a meaningful engagement strategy that protects your interests in significant legislation while also further its priorities.

ADDITIONAL ASSISTANCE

We have always taken an expansive view of our responsibilities to our clients. While we are



discussing potential legislative advocacy, we focus on our client's full range of advocacy needs in Washington. We remain in very close contact with the leadership and regional offices of the across many water and environment-related agencies.

Our firm is eager to provide assistance with Community Funding

Opportunities or policy matters. We like to participate in the application process at all stages and proactively bring our contacts and experience to bear on behalf of our clients. We know that Congressional support for infrastructure initiatives can be vital in securing agency approval and Federal funding. But we also realize that we are entering a period with multiple levels of uncertainty. It is important for our clients to be able to reach out to decision makers regardless of what political party is currently calling the shots.

Reporting: BlueWater provides reporting on whatever basis our customers prefer. We have provided monthly comprehensive reports of both political and policy developments. We've maintained status databases for critical legislation. We provided a weekly clipping service for one of our clients and of course do zoom call bi-weekly updates and comprehensive policy analysis documents as needed.

BLUEWATER BIOGRAPHIES

Below are short biographies for each member of the BlueWater team. Bios are typically put at the end of proposals, but in many ways they are the most important part. The effectiveness of any government consulting firm depends on the skills, experience, and judgement of its staff and how well they work together and with the client. At BlueWater, we collaborate seamlessly to bring the best possible combination of knowledge, connections, and skills to bear as needed, with the constant involvement of the full team.



Kyle Oliver, Partner. Kyle spent ten years on Capitol Hill serving as Legislative Director and Chief Policy Advisor to Congressman Ralph Hall, the Dean of the Texas delegation. Kyle was professional staff on the Energy and Environment Subcommittee while Hall was Chairman of the Science, Space, and Technology Committee. In that role Kyle arranged and managed hearings and markups of legislation moving through the committee.

Kyle handled the Congressman's Energy and Commerce portfolio, focusing on energy and environment issues. He is the President of the Texas State Society, where he serves on multiple committees, including the Black Tie and Boots Committee, which organizes the Black Tie and Boots Inaugural Gala in Washington D.C. He also serves on the board of "Lobbyists 4 Good," a nonprofit organization that crowdfunds lobbying for issues that are underrepresented in Washington.

Kyle hails from Texas, where he was born, raised, and graduated from the University of Texas in Austin. He spent two years in Montana where he started a small business that helped to prevent forest fires on private lands. Kyle is an avid basketball player and helps the Hoops for Youth Foundation put on the annual Member of Congress Charity Basketball Game that raises money for local kids in the D.C. community. Kyle lives in D.C. with his wife Aaricka, his daughters Chancellor and Pearl, and Golden Retriever Ranger.



Jason Matthews, Partner. Jason has spent most of his career in legislative work. On the Hill, he was on Senator Mary Landrieu's staff for 13 years, leaving as Chief of Staff. In the energy sector, Jason was intimately involved in the Gulf of Mexico Energy Security Act (GOMESA), the National Energy Infrastructure Security Program Establishment Act, and other energy and natural resource issues. Most importantly, he is respected on both sides of the aisle for his legislative intelligence, integrity, and ability to get things done. Prior to joining BlueWater, Jason was the Director of Public Policy and

Government Relations with PACT USA. PACT is the leading anti-trafficking policy organization in the United States. Previously, Jason was a federal lobbyist for the U.S Chamber of Commerce and BP America. At the Chamber, Jason's primary focus was financial services, leading the Chamber's lobbying efforts on the Dodd-Frank banking reform bill. Jason also established the Native American Enterprise Institute within the Chamber, constituting that organization's first structured outreach to the Native American business community. At BP, Jason was the primary lead on BP's Gulf of Mexico offshore business and handled government relations for BP's North American refining operations. He also represented BP's wind and remediation management efforts on the Hill. Jason Chairs the Board of Directors for Protect All Children from Trafficking, the Advisory Board of the Congressional Coalition on Adoption and the Board of Directors for the Game Manufacturers Association.

Jason originally hails from Southern California. He did his undergraduate work at the University of Redlands, obtained his law degree from Southern Illinois University, and began his career with the Illinois General Assembly's Legislative Research Unit.



Jan Brunner, Principal. Jan has served as a senior advisor/counsel to three Democratic and two Republican U.S. senators. Brunner's most recent position in the Senate was as head of the infrastructure team for then Chairman John Barrasso (R-WY) on the Environment and Public Works (EPW) Committee, where she drafted comprehensive federal infrastructure legislation, overseeing development of water infrastructure components. Jan also served as a senior policy advisor on all environment, energy and

infrastructure issues for Senator Shelley Moore Capito (R-WV). Capito now chairs the EPW Committee and Jan maintains a close relationship with the Senator and her staff.

Other positions held by Jan include senior counsel on the Energy and Natural Resources Committee under Chair Mary Landrieu (D-LA), senior energy policy advisor for Senator Joe Manchin (D-WV), senior energy advisor at the British Embassy in Washington, D.C., counsel to Senator Richard J. Durbin (D-IL), and associate attorney in private practice, focusing on pharmaceutical and food regulation, agriculture, and trade issues.

A proud native West Virginian, Jan serves on the board of the West Virginia State Society. She is also a board member of Travelers Aid International. She holds a B.A. in Political Science from Trinity College in Washington, D.C., an M.A. from University of Leeds (UK) in International Relations, and a J.D. from the University of Virginia



McKie Campbell, Senior Advisor and former owner. McKie has over 30 years of experience in government and private sector energy and natural resource ventures. He has extensive experience working with Federal, state, and local agencies, and with advocacy groups on all sides of issues.

Prior to joining BlueWater Strategies, McKie was the Republican Staff Director of the Senate Energy and Natural Resources Committee for Senator Lisa Murkowski. In that position, McKie managed policy and strategy across the spectrum of energy and natural resource issues and legislative initiatives including nuclear energy, DOE labs, nuclear waste disposal, oil and gas issues including exploration and development, pipelines and LNG export facilities, electric generation and transmission, hydropower, carbon capture and storage, clean energy funding and all other aspects of U.S. natural resource and energy policy. As Staff Director, McKie served as a key liaison and negotiator between Congress and the Department of Energy, the Environmental Protection Agency, the Department of the Interior, and the White House, as well as Congressional decision makers on both sides of the aisle and in both chambers of Congress.

Prior to moving to Washington D.C., McKie held a series of key leadership positions with the State of Alaska including serving as the Commissioner of the Alaska Department of Fish and Game, as the Deputy Chief of Staff to Governor Walter Hickel, and as a member of the North Pacific Fishery Management Council and the Exxon Valdez Oil Spill Trustee Council.

McKie also ran a successful consulting business for over a decade that specialized in environmental permitting and managed multi-discipline teams of scientists performing EIS's and EA's on major energy and natural resource projects. McKie has been a Visiting Fellow in Policy Practice at the Energy Policy Institute at the University of Chicago (EPIC) and is on the Board of ConservAmerica.



Aaricka Oliver, Business Manager. Aaricka is the business manager of BlueWater Strategies. In addition to working with clients, Aaricka manages the firm's business and political affairs. Prior to coming to BlueWater Strategies, Aaricka worked on the House Science, Space and Technology Committee under Chairman Ralph Hall and was Scheduler to Senator John Cornyn. Aaricka graduated from Texas A&M University, is a member of the

Junior League of Washington, a member of the Daughters of the American Revolution, and volunteers with the P.A.L. organization. Aaricka is also the mother of two girls, Chancellor and Pearl.

CATALYST BIOGRAPHIES

David Quintana Sacramento



David Quintana's ("Q"), the only lobbyist in Sacramento known by all by a single letter, his professional history spans nearly two decades in and around the California Capitol. Q is well known as an expert in big legislative fights, political strategy, and regulatory hurdles. He has been the key lobbyist in the gaming space in Sacramento for 20 years, representing over 15 Tribes over that span. This past year he headed up a Tribal coalition to defeat the

cardrooms and organized labor in one of the biggest fights of the year (SB 549 {Newman}). He has been named one of Capitol Weekly's Top 100 Power Players 15 times.

Greg Porter Sacramento/Kansas City



Greg Porter is one of the managing partners of Catalyst. Greg works in all Catalyst verticals, including California, to coordinate client priorities and direct engagement of the legislature. Greg finished his campaign career leading statewide political efforts in California, and as recent board member of the LGBTQ Victory Fund, he is politically involved with the state LGBT delegation. As a non-lawyer, Greg often represents our clients in front of the California Attorney General's office.

PAST & PRESENT CLIENTS

ACG Analytics

Florida Keys Aqueduct Authority

Alaska Power & Telephone

AOGA

APTIM

Association of Fish & Wildlife Agencies

Lockheed

Centrus

Chemtex

Chicago Bridge & Iron

City of Camarillo

Coeur D'Alene Mines

ConocoPhillips Company

Energy Future Holdings

Hudson Clean Energy Partners

Kinectrics

Leidos

Los Angeles Department of Water and Power (*current clients in bold*)

Marrone Bio Innovations, Inc.

North San Diego Water Reuse Coalition

Olivenhain Municipal Water District

One Future

Pioneer Natural Resources

PureSense Environmental

SAFE (Securing America's Future Energy)

San Gabriel Basin Water Quality Authority

Schlumberger

Sonoma County

The Nature Conservancy

Third Way

Timber Product Manufacturers Association

Toshiba

USEC

Velocys

Yes Every Kid

CLIENT SUCCESSES

Most of our existing clients have been with us for many years, based on the ongoing value they get from our day-to-day service here in Washington. Below are three examples where that success was immediate and obvious.

City of Camarillo 2019: The City of Camarillo, like many cities in California was largely dependent on imported water to provide basic water services to its residents. Working with the Bureau of Reclamation we won an award for \$4.6 million to help the City, in partnership with the State of California, to build a desalter, allowing Camarillo to turn brackish water into potable water for the community. In turn, now 87% of the city's water will come from local sources instead of being imported.

Nature Conservancy 2020: We played a leadership role with the broad-based coalition effort to halt the permitting of the proposed Pebble Mine, an open-pit gold mine in Bristol Bay Alaska whose size would have rivaled the size of the Grand Canyon. The coalition included local and national environmental NGO's, commercial and sport fishing groups, tribal entities, and village and regional Alaska Native corporations. The Trump Administration had given every indication that they would allow the mine to move forward despite the fact that Bristol Bay produces over half the Sockeye salmon in the world as well as huge numbers of the other four species of Pacific Salmon and rainbow trout. The mine would have put their habitat at risk as well as threatening the way of life of indigenous peoples of the region. Through a strategy of grass roots, grass tops, hard science, and Congressional pressure, we prevailed in getting the Army Corps of Engineers to reject the necessary permitting for the mine.

North San Diego Water Reuse Coalition 2021: The North San Diego Water Reuse Coalition is a group of nine water and wastewater agencies in San Diego County working beyond jurisdictional boundaries to maximize recycled water use and reduce demand for imported water. They received a Title XVI WIIN grant from the Department of Interior's Bureau of Reclamation for \$6.1 million. We worked closely with the San Diego delegation, the regional office of the Bureau and the Office of Management and Budget to ensure the applications ultimate success.

APPENDIX: COST PROPOSAL

COST PROPOSAL/FEE SCHEDULE:

Our monthly fee for a contract such as this is \$10,000, payable monthly in advance. For all our clients, we travel where and when they wish, but only at their request. When we do travel, we request reimbursement of the actual cost of transportation, food and lodging based on receipts without markup. We absorb all normal direct costs.

TOWNSEND

PUBLIC AFFAIRS

EST **TPA** 1998

SACRAMENTO • WASHINGTON D.C.
NORTHERN CALIFORNIA • CENTRAL CALIFORNIA
SOUTHERN CALIFORNIA



CITY OF COALINGA

The Sunny Side of the Valley

**Proposal for
Lobbying & Advocacy Services**

April 4, 2025

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COVER LETTER

April 4, 2025

Sean Brewer, Interim City Manager
City of Coalinga
155 W Durian Avenue
Coalinga, CA 93210

Dear Mr. Brewer:

Thank you for the opportunity for Townsend Public Affairs, Inc. ("TPA") to submit our proposal for Lobbying and Advocacy Services to the City of Coalinga ("City").

Since our inception in 1998, TPA has earned the reputation as a ***Champion for Better Communities*** by providing the experience, resources, and relationships expected from a premier legislative advocacy and grant writing firm while also giving clients the unique brand of customer service they deserve: personal attention, maximum accessibility, and passion for their mission.

Our strategic approach to advocacy and funding is tailored to meet the individual needs of each client by leveraging the breadth and depth of our team as well as our vast network of relationships with key stakeholders and decision makers.

Over the years, TPA has been proud to secure more than **\$3.2 billion in competitive grants and appropriations** and to successfully advance more than **150 pieces of legislation** on behalf of our clients. But beyond the numbers, what sets us apart is our dedication to helping communities like Coalinga turn bold ideas into reality—whether securing new funding, shaping statewide policy, or protecting vital resources that your residents rely on.

Thank you again for your interest in our firm and your consideration of this proposal. Please contact us if you have any questions or need additional information. We would be honored to serve the City of Coalinga.

Yours truly,



Christopher Townsend (Authorized to Bind the Firm)
President

FIRM OVERVIEW

OVERVIEW OF THE FIRM

TPA is a state and federal legislative advocacy and grant writing firm that provides lobbying and funding services to public agencies and nonprofit organizations throughout California.

- **Founder/Owner/President:** Christopher Townsend
- **Type of Organization:** Type “C” Corporation
- **Advocacy Success:** Shepherded **over 150** client-sponsored legislative items into law
- **Funding Success:** Over **\$3.2 billion** in state, federal, and local government grants as well as grants from nonprofit organizations and private companies
- **Longevity:** 26 years (founded in 1998)
- **Number of Employees:** 23
- **Number of Registered State and Federal Lobbyists and Grant Writers:** 19
- **Number of Offices: Five**
 - TPA State Capitol Office, Sacramento
 - TPA Federal Office, Washington, DC
 - TPA Northern California Office, Oakland
 - TPA Central California Office, Fresno
 - TPA Southern California Office, Newport Beach
- **Types of Clients:**
 - City Governments
 - County Governments
 - Water and Sanitation Districts
 - Transportation Districts
 - K–12 School Districts
 - Community College Districts
 - Parks and Recreation Districts
 - Fire Protection Districts
 - Museums, Science Centers, and Cultural Facilities
- **Areas of Specialization:**
 - Local Governance (Cities, Counties, Special Districts)
 - Transportation Policy and Infrastructure
 - Water and Sanitation Policy and Infrastructure
 - Education Policy and Infrastructure
 - Housing and Economic Development
 - Parks and Community Facilities (Recreational, Cultural, Historical)
 - Energy, Environment, and Natural Resources
 - Public Safety
 - Budget and Finance
- **Ranking by Revenue Reported to the California Secretary of State:**
 - 7th of 491 Firms Registered for the 2023–24 Legislative Session
 - 99th Percentile
- **More California public agencies** have hired TPA to represent them in **Washington, DC** than any other advocacy firm in the nation



EXPERIENCE & REFERENCES

Since 1998, Townsend Public Affairs (TPA) has set the standard for legislative advocacy and grant writing in California. With a track record of securing over \$3.2 billion in competitive funding and advancing high-priority legislation, TPA delivers results through deep policy expertise, strategic relationships, and seamless collaboration with clients.

With offices across California and in Washington, DC, TPA provides direct access to key decision-makers at the state and federal levels. As ***Champions for Better Communities***, we partner with public agencies to advance their legislative and funding priorities, ensuring residents, businesses, and local governments have the resources they need to thrive. Over the last 26 years, TPA has utilized the following strategies to transform clients' visions into reality.

Strategic Relationships

TPA leverages an extensive network of long-standing relationships in Sacramento, Washington, DC, and key agencies to drive results. Our team works directly with state and federal legislators, executives, and agency officials to execute tailored advocacy strategies that achieve client goals.

Legislative Advocacy

TPA has built a strong reputation as an effective advocate for local governments and nonprofits. We help clients craft and promote legislation, monitor and analyze policy developments, and protect against harmful proposals. Our team has successfully guided dozens of client-sponsored bills into law under multiple presidential and gubernatorial administrations.

Funding Success

Since 1998, TPA has secured over **\$3.2 billion** in public funding for projects in water, transportation, housing, parks, public safety, education, and more. This includes over **\$688 million in state budget funding since 2019** and **\$177 million in federal Community Project Funding since 2022**. We support clients throughout the funding process—from influencing funding opportunities and crafting competitive applications to advocating for project approvals.

Dedicated Expertise & Execution

TPA operates as an extension of client staff, offering tailored advocacy strategies and hands-on support. Clients benefit from a dedicated project manager and a team of subject-matter experts. We organize and facilitate advocacy trips to Washington, DC, and Sacramento, ensuring clients' priorities remain top-of-mind for lawmakers. With offices strategically located near the State Capitol and Capitol Hill, our team ensures every advocacy effort is seamless and effective.

Through proven strategies, relentless advocacy, and unmatched expertise, TPA continues to deliver legislative and funding victories that help communities thrive.

Understanding of the City's Priorities

Since our inception, TPA has represented public agencies statewide, including many in the Central Valley—a dynamic that provides our firm with knowledge of the region and local priorities. Our team understands the City of Coalinga's priorities focus on securing state and federal funding for infrastructure improvements, water resource management, economic development, and maintaining local land use control.



With extensive experience representing public agencies across California, TPA is well-versed in the challenges and opportunities facing communities like Coalinga. TPA has successfully participated in the development and implementation of legislation to advance our clients' priorities, including the development of several California bond propositions for the state-wide ballot to provide capital funding for major infrastructure projects, including water and sanitation, education, transportation, housing and economic development, parks and natural resources, and historical and cultural resources.

TPA is committed to partnering with the City to ensure a high quality of life for residents through well-maintained public safety services, parks, and community amenities. These priorities require strategic advocacy to navigate legislative and regulatory frameworks while positioning the City for funding opportunities and policy advancements. Our tailored approach will ensure that Coalinga's voice is effectively heard at both the state and federal levels, securing resources and policy outcomes that align with the City's long-term vision for growth and sustainability.

STATE LEGISLATIVE ADVOCACY ACHIEVEMENTS

Policy Sector	Issue	Outcome Of Lobbying Efforts
Municipal Management	Local Control	<ul style="list-style-type: none"> AB 2339 (Gipson, 2018) signed into law to permit cities to sell its drinking water property in special circumstances Secured a state audit request of the State Department of Health Care Services due to its management of sober living homes SB 927 (Anderson, 2016) signed into law to permit public utility districts to establish district boundaries without legislation.
	Local Infrastructure Revenue	<ul style="list-style-type: none"> Several bills signed into law to facilitate the voter consideration of local revenue measures Worked with numerous local governments on elements of redevelopment dissolution to maximize contractual obligations and implementation of local plans
	Cannabis	<ul style="list-style-type: none"> AB 2020 (Quirk, 2018), signed into law to allow cities to approve temporary cannabis events Led a coalition to help pass California's first medicinal cannabis regulatory framework legislation
Transportation	Local Streets & Roads	<ul style="list-style-type: none"> AB 2496 (Petrie-Norris, 2022) signed into law to mitigate loud vehicle noise Relinquishment of certain sections of Highway 1, SR 133, Beach Boulevard and other state highway systems to the jurisdiction of local cities
	Transit Districts	<ul style="list-style-type: none"> AB 3177 (Chavez, 2018) signed into law to permit the North County Transit District to negotiate procurements on the open market AB 354 (Nguyen, 2023) signed into law to expand SacRT's Board of Directors AB 1052 (McCarty, 2023) signed into law to enable SacRT to limit potential future tax measures to jurisdictions within its boundary
	Vehicle Code	<ul style="list-style-type: none"> AB 705 (Lowenthal, 2023) signed into law to expand the allowable length of a vehicle that could be defined as an autoette
Water & Sanitation	Water Quality	<ul style="list-style-type: none"> AB 2022 (Gordon, 2016) first bill signed into law in the nation to allow the bottling of advanced recycled water for educational purposes

	Water District Formation	<ul style="list-style-type: none"> SB 634 (Wilk, 2017) signed into law to consolidate multiple water agencies to create the Santa Clarita Valley Water Agency
	Sanitation Infrastructure	<ul style="list-style-type: none"> SB 991 (Newman, 2022) signed into law to permit local agencies to use progressive design build for water projects
Housing & Community Development	Homelessness	<ul style="list-style-type: none"> Creation of the Homelessness Emergency Aid Program (HEAP) to provide funding to cities, counties, and continuums of care Creation of the Homeless Housing, Assistance, and Prevention (HHAP) Grant Program AB 1285 (Wicks, 2023), signed into law to require continuums of care to provide evidence of encampment resolution impacts in regionally coordinated homelessness action plans AB 2011 (Wicks, 2022) signed into law to construct 2 million units of affordable and mixed-income housing along transit-friendly commercial corridors
	Affordable Housing	<ul style="list-style-type: none"> SB 593 (Wiener, 2023) signed into law to finance affordable housing units SB 591 (2021, Becker) signed into law to increase the production of intergenerational housing developments
	Community Development	<ul style="list-style-type: none"> AB 1486 (Ting, 2019) signed into law to clarify and strengthen provisions in the Surplus Land Act to promote the use of public land for affordable housing projects.
Recreation & Natural Resources	Park and Recreation Facilities	<ul style="list-style-type: none"> Implementation of Prop 68, which allocated \$4 billion to parks and recreation programs SB 5 (De Leon, 2017) signed into law to allocate \$3.5 billion in state funding for parks, drought/water, and flood protection programs Secured amendments to AB 1737 (2022, Holden) to protect cities from several onerous requirements related to the operation of day camps
	Energy	<ul style="list-style-type: none"> Secured amendments to SB 379 (2022, Weiner) to protect cities utilizing online, automated platforms for issuing solar-energy system permits
Public Safety	Crime Reduction	<ul style="list-style-type: none"> AB 645 (Friedman, 2023) signed into law to implement speed safety system pilot programs SB 1079 (2022, Portantino) signed into law to permit the use of sound activated devices to prevent loud, modified exhaust systems
	E-Bike Safety	<ul style="list-style-type: none"> SB 381 (Min, 2023) signed into law to require a study on electric bicycles and the safety of riders and pedestrians
	Local Law Enforcement	<ul style="list-style-type: none"> Establishment of the North Orange County Public Safety Collaborative
	Emergency Management	<ul style="list-style-type: none"> AB 2553 (Ting, 2019) signed into law to expand an emergency shelter pilot program statewide
Education	Community College Districts	<ul style="list-style-type: none"> AB 1173 (Ta, 2023) signed into law to require local educational agencies (LEA) serving grades 9 to 12 to notify community college districts when holding career fairs Worked with a coalition of community college and K12 stakeholders to implement, and fund, the California Adult Education Program.
	School Facilities	<ul style="list-style-type: none"> SB 1406 (Mendoza, 2016) signed into law protecting community college from frivolous lawsuits

FEDERAL LEGISLATIVE ADVOCACY ACHIEVEMENTS

Policy Sector	Issue	Outcome of Lobbying Efforts
Local Control & Local Budget	COVID-19 Pandemic Messaging	<ul style="list-style-type: none"> Helped lead the creation and passage of the CARES Act and the American Rescue Plan (ARPA) Crafted regional advocacy letters to urge for increased local relief funding Coordinated with the National League of Cities and the White House to utilize and distribute TPA templates, models, and language regarding COVID-19 messaging Facilitated conversations between the Department of Treasury and local public agencies regarding the implementation and reporting of CARES Act and ARPA funds
	Wireless Infrastructure	<ul style="list-style-type: none"> Obtained a copy of the draft text of the wireless infrastructure bill that threatened local control Using both statistics and anecdotal evidence, advocated against provisions that would challenge local control, resulting in mitigation of provisions upon introduction
	Local Funding	<ul style="list-style-type: none"> Successfully advocated for reauthorization and return of funding for the Secure Rural Schools/Payment instead of Taxes programs
	State & Local Tax Deduction	<ul style="list-style-type: none"> Modified provision from tax legislation that would have impacted local public agency general fund budgets
	Sober Living Homes	<ul style="list-style-type: none"> Negotiated public messaging on the issue Influenced witnesses and premise for sober living hearing Proposed amendment to circumvent controversial provisions; the amendment was adopted by the House committee Pushed for House and Senate passage of opioids package including sober living provision in each version—both packages passed with sober living provision intact
Transportation & Infrastructure	Streets, Roads, Public Transit, Highways, & Airports	<ul style="list-style-type: none"> Successfully advocated for continued or increased funding for four out of five federal transportation infrastructure programs between Fiscal Years 2018 and 2019, with the fifth program receiving a one-time tripling of funding in Fiscal Year 2018
Water	Water	<ul style="list-style-type: none"> Successfully advocated for an increase in funding for Bureau of Reclamation WaterSMART grant programs Authorized millions of dollars in funding for clients through the 2022 WRDA process
Affordable Housing, Homelessness, & Community Development	Homelessness	<ul style="list-style-type: none"> Secured direct HUD funding for innovative programs to provide temporary housing and rehabilitation to homeless individuals
	Private Activity Bonds	<ul style="list-style-type: none"> Negotiated removal of provision from tax legislation that would have impacted key financing tools for new construction
	Community Development Block Grants	<ul style="list-style-type: none"> Successfully advocated for maintained funding for HUD Community Development Block Grants between Fiscal Years 2017 and 2019
Public Safety & Emergency Management	Anti-Crime Provisions	<ul style="list-style-type: none"> Inserted rural gang priority language in House and Senate Appropriations Committee Report Created a regional coalition of Central California cities and law enforcement agencies to advocate for prioritizing rural gang violence
	Local Law Enforcement	<ul style="list-style-type: none"> Increased local police presence through securing funding from the U.S. Department of Justice COPS program
	Firefighter Grants	<ul style="list-style-type: none"> Successfully advocated for the continuation of funding for FEMA firefighter grants
Education	Public Education	<ul style="list-style-type: none"> Authorized \$30 million for California Maritime Centers of Excellence through the 2022 National Defense Authorization Act (NDAA)

EXAMPLES OF SUCCESSFUL STATE & FEDERAL EARMARKS

The following charts detail TPA's success in securing state and federal earmarks over the past several years. For each award, TPA strategized with our clients to identify priority projects and transform them into budget requests. TPA then worked closely and diligently with state and federal legislators and their staff, relevant committee members, and other key stakeholders to ensure our client projects were included in the final official budget.

STATE BUDGET EARMARKS		
Year	Total Number of Projects	Total Amount Awarded
2023-2024	55	\$73,910,000
2022-2023	42	\$200,950,000
2021-2022	30	\$377,715,020
2019-2020	15	\$36,230,000
TOTAL STATE BUDGET EARMARKS SECURED: \$688,805,020		

FEDERAL EARMARKS		
Year	Total Number of Projects	Total Amount Awarded
2024	52	\$57,599,445
2023	34	\$60,390,094
2022	30	\$59,060,357
TOTAL FEDERAL EARMARKS SECURED: \$177,049,896		

FUNDING ACHIEVEMENTS

This table provides an overview of our funding achievements on behalf of our clients from state, federal, and local government agencies as well as private and nonprofit grant programs. These amounts represent grants secured through a competitive and/or legislative process and do NOT include any funds awarded to clients via formulas or related forms of funding entitlements.

Policy Area	State Funding	Federal Funding	All Sources
Water and Sanitation	\$134 Million	\$24.8 Million	\$159 Million
Transportation	\$766 Million	\$388 Million	\$1,154 Million
Education	\$257 Million	\$49.9 Million	\$306 Million
Parks and Recreation	\$306 Million	\$38.9 Million	\$345 Million
Cultural Resources	\$140 Million	\$14.3 Million	\$154 Million
Housing and Development	\$812 Million	\$42.2 Million	\$854 Million
Public Safety	\$161 Million	\$102.1 Million	\$263 Million
TOTAL	\$2.5 Billion	\$627 Million	\$3.2 Billion



FIRM'S STRATEGIC RELATIONSHIPS

TPA has over 225 years of combined public policy and funding experience, which has led to extensive state and federal relationships with key decision-makers and agency officials. TPA would leverage the following connections on behalf of the City and its policy priorities:

City's State Legislative Delegation:

- Senator Anna Caballero
- Assembly Member Esmeralda Soria

Governor's Administration and Agency Leadership:

- Governor Gavin Newsom
 - Chief of Staff Dana Williamson
- Lieutenant Governor Eleni Kounalakis
- State Treasurer Fiona Ma
- State Controller Malia Cohen
- Attorney General Rob Bonta
- Superintendent of Public Instruction Tony Thurmond
- Secretary Wade Crowfoot, Natural Resources Agency
- Secretary Toks Omishakin, California State Transportation Agency
- Secretary Amelia Yana Garcia Gonzalez, California Environmental Protection Agency
- Secretary Tomiquia Moss, Business, Consumer Services, and Housing Agency
- Director Armando Quintero, Department of Parks and Recreation
- Director Karla Nemeth, Department of Water Resources
- Director Joe Stephenshaw, Department of Finance
- Director Gustavo Velasquez, Department of Housing and Community Development

State Legislative Leadership:

- Senate President Pro Tempore Mike McGuire
- Senate Majority Leader Lena Gonzalez
- Senate Republican Leader Brian Jones
- Assembly Speaker Robert Rivas
- Assembly Speaker Pro Tempore Josh Lowenthal
- Assembly Majority Leader Cecilia Aguiar-Curry
- Assembly Republican Leader James Gallagher

Key Legislative Committee Leadership

- Senate Appropriations Chair Anna Caballero
- Senate Budget Chair Scott Wiener
- Senate Housing Chair Aisha Wahab
- Senate Local Government Chair María Elena Durazo
- Senate Judiciary Chair Tom Umberg
- Senate Public Safety Committee Chair Jesse Arreguín
- Senate Transportation Committee Chair Dave Cortese
- Assembly Transportation Committee Chair Lori Wilson
- Assembly Appropriations Chair Buffy Wicks
- Assembly Budget Chair Jesse Gabriel
- Assembly Local Government Committee Chair Juan Carrillo
- Assembly Housing and Community Development Committee Chair Matt Haney
- Assembly Water, Parks, and Wildlife Committee Chair Diane Papan



City's Federal Legislative Delegation:

- Senator Alex Padilla
- Senator Adam Schiff
- Representative Adam Gray

President's Administration and Federal Agencies:

- White House Office of Intergovernmental Affairs
- Department of Agriculture
 - Kristin Sleeper, Deputy Under Secretary of Natural Resources and Environment
 - Carlos Suarez, California State Conservationist
- Department of Commerce
 - Max Walker, Intergovernmental Affairs
- Department of Education
 - Adam Honeysett, Managing Director, State and Local Engagement
- Department of Homeland Security
- Department of Energy
- Department of Housing and Urban Development
- Department of the Interior
- Department of Justice
 - Shannon Long, COPS Office
- Department of Labor
- Department of Transportation
 - Tonya Gross, Director of Government Affairs
- Army Corps of Engineers
 - Mark Cohen, Operations Division Chief, Los Angeles District
 - Lisa Sandoval, Civil Works Branch Chief, Real Estate Division
 - Darrell Buxton, Chief Civil Works Branch, Los Angeles District
- Bureau of Reclamation
 - Jack Simes, Area Manager, Southern California Area Office
- Federal Aviation Administration
 - Faviola Garcia, Deputy Regional Administrator
 - Nathan Morrissey, FAAS Team Ops
- Economic Development Administration
 - Maiea Sellers, Acting Regional Director
- Environmental Protection Agency
 - Martha Guzman, EPA Region 9 Administrator
 - Jamie Piziali, Municipal Ombudsman
- Fish and Wildlife Service
- National Marine Fisheries Service
- National Park Service

Key Congressional Legislative Committees:

- Senate Appropriations Committee
- Senate Commerce, Science, and Transportation Committee
- Senate Environment and Public Works Committee
- House Appropriations Committee
- House Transportation and Infrastructure Committee



REFERENCES

1. CITY OF TULARE

Contact Name/Title: Marc Mondell, City Manager
Address: 411 East Kern Avenue, Tulare, CA 93274
Phone Number: 559-684-4200
Email Address: mmondell@tulare.ca.gov
Contract Dates: October 2008 – Present
Service Description: State & Federal Legislative Advocacy & Grant Writing
Successes: \$42,812,005 in competitive state and federal funding secured directly for the City, coordination and execution of Sacramento and Washington, DC advocacy trips, expanded relationships with members of the State Legislature and Congress, expanded relationships with key state and federal agency officials, strengthened reputation and increased engagement in Sacramento and Washington, DC, and increased awareness of state and federal legislation.

2. CITY OF REEDLEY

Contact Name/Title: Nicole Zieba, City Manager
Address: 845 G Street, Reedley, CA 93654
Phone Number: 559-637-4200 x 212
Email Address: nicole.zieba@reedley.ca.gov
Contract Dates: May 2016 – Present
Service Description: State & Federal Legislative Advocacy & Grant Writing
Successes: \$8,551,964 in competitive state and federal funding secured directly for the City, coordination and execution of Sacramento and Washington, DC advocacy trips, expanded relationships with members of the State Legislature and Congress, expanded relationships with key state and federal agency officials, strengthened reputation and increased engagement in Sacramento and Washington, DC, and increased awareness of state and federal legislation.

3. CITY OF DINUBA

Contact Name/Title: Luis Patlan, City Manager
Address: 405 East El Monte Way, Dinuba, CA 93618
Phone Number: 559-739-9458
Email Address: lpatlan@dinuba.ca.gov
Contract Dates: May 2008 – Present
Service Description: State & Federal Legislative Advocacy & Grant Writing
Successes: \$18,025,915 in competitive state and federal funding secured directly for the City, coordination and execution of Sacramento and Washington, DC advocacy trips, expanded relationships with members of the State Legislature and Congress, expanded relationships with key state and federal agency officials, strengthened reputation and increased engagement in Sacramento and Washington, DC, and increased awareness of state and federal legislation.



APPROACH & METHODOLOGY

TPA will utilize the following strategic and comprehensive approach to provide state and federal legislative advocacy services to the City:

- **Conduct Detailed Orientation:** TPA utilizes a comprehensive onboarding process that includes extensive meetings with various relevant members of City leadership and key City departments to help develop a strategic plan that is carefully tailored to satisfy the needs of the City and is designed for maximum success in the current political climate and funding environment.
- **Develop Legislative Strategy:** Utilizing the information gathered during the onboarding process, TPA will coordinate with the City to develop an official legislative platform and strategy that represents the City's priorities in Sacramento and Washington, DC. This blueprint will be shared with key stakeholders in the State Legislature and Governor's Administration as well as Congress and the Trump Administration.
- **Implement the Legislative Strategy:** TPA will advocate for the City's legislative agenda utilizing the following methods:
 - **Build and Strengthen Relevant Relationships:** TPA has cultivated a network of valuable relationships that will be leveraged to promote the City's legislative agenda.
 - **Leverage Relationships for Strategic Advocacy Plan:** TPA will engage various techniques to leverage our network of key relationships on behalf of the City:
 - Schedule meetings for the City to discuss relevant legislation
 - Prepare all briefing materials and talking points for the City
 - Brief legislative offices and stakeholders on the City's legislative agenda
 - Follow-up on meetings to ensure commitments and deliverables are being met
 - **Coalition Building and Stakeholder Engagement:** TPA will build and strengthen partnerships between the City and similar organizations, advocacy groups, and coalitions. Additionally, TPA will participate in and leverage legislative and industry coalitions to further the City's objectives.
 - **Coordinate Advocacy Trips:** TPA will work with the City to coordinate advocacy trips to Sacramento and Washington, DC to meet with the City's legislative delegation, as well as legislators that serve on committees relevant to the City's agenda. Whenever possible, TPA will also schedule site visits by legislators to the City.

For advocacy trips to Washington, DC, TPA will handle all details of the trip, including, but not limited to:

- Planning and scheduling of meetings
- Providing logistical support, including airport pickups, hotel pickups, travel to and from meetings
- Providing access to a private office within walking distance to the Hill and with immediate access to the Metro
- Coordinating all meal reservations, including scheduling with key members to attend
- Access to the National Democratic Club
- Access to the Capitol Hill Club



- (National Republican Club of Capitol Hill)
- Organizing any additional activities of interest (White House tour, VIP Capitol Tour, Monument Tour, African American Museum tickets, etc.)
- **Track Legislation:** TPA will identify, analyze, and monitor all bill introductions and amendments relevant to the City's legislative platform and assess their potential impact on the City.
- **Craft Testimony and Position Letters:** TPA will prepare and submit written and verbal testimony regarding legislation relevant to the City. TPA will also draft and deliver position letters to legislators and key officials on specific bill language.
- **Draft Bill Language:** TPA will draft language and amendments for relevant legislation, as required to protect and promote the City's agenda.
- **Engage in the Rule-Making Process:** TPA will coordinate with the City to engage during the federal rule-making process to ensure the City's legislative agenda is being promoted and protected in Washington, DC. Engagement activities will include crafting and publishing public comments and contacting legislators to convey either support or opposition to the proposed rule.
- **State Budget Funding Opportunities:** To maximize state funding, TPA will work with the City to identify projects and other funding priorities that may be suitable for funding through the State Budget. TPA will coordinate with the City to develop supporting materials for the budget request. TPA will also work with members of the City's state legislative delegation, along with the Assembly and Senate Budget Committees, to gain support for the inclusion of the City's project in the final State Budget approved by the Legislature.
- **Federal Earmark Opportunities:** To maximize federal funding, TPA will work with the City to identify projects and other funding priorities that may be suitable for funding through the Federal Earmark process. TPA will coordinate with the City to develop supporting materials for the earmark request. TPA will also work with members of the City's federal legislative delegation to gain support for the inclusion of the City's project.
- **Identify Funding Opportunities:** TPA will leverage its funding expertise to monitor and identify funding opportunities relevant to the City's priorities and projects to ensure that the City can maximize all avenues of state, federal, and local funding available.
- **Provide Progress Reports:** TPA will confer regularly with the City on our activities. TPA will provide timely electronic reports on the status of all legislative activity, such as bill language, amendments, and committee analyses. In addition to written reports, TPA will be available to the City for conference calls, in-person briefings, and meetings.
- **Prepare and File Lobbying Disclosure Reports:** TPA will prepare and file, on behalf of the City, all applicable state and federal lobbying disclosure reports.

KEY PERSONNEL & TEAM STRUCTURE

With a team of 19 registered state and federal legislative and funding advocates, TPA has the breadth and depth of experience AND the ability to deploy as many advocates as needed to maximize success for the City while minimizing the burden on City staff. TPA proposes a dedicated team of four people to perform state and federal legislative advocacy services for the City.

Niccolo De Luca

Vice President

Role: Strategic Advisor; State Legislative & Funding Advocate

Ben Goldeen

Federal Advocacy Director

Role: Federal Legislative & Funding Advocate

Joseph Melo

Senior Associate

Role: Project Manager; Federal Legislative & Funding Advocate

Spencer Street

Senior Associate

Role: Project Manager; State Legislative & Funding Advocate

Resumes for each member of the client service team can be found on the following pages.





Niccolo De Luca, Vice President: Niccolo brings 28 years of legislative and public policy experience to TPA. Niccolo worked with the Cities of Berkeley, Concord, Emeryville, Campbell, Pinole, and Fremont to pass multiple pieces of state legislation that granted these cities the ability to create and enhance local revenue measures. Niccolo has expertise in the policy sectors of local governance, parks and natural resources, housing and homelessness, public safety, cultural resources, and cannabis.

Townsend Public Affairs, Inc.

Vice President

2008–Present

Throughout his tenure at TPA, Niccolo has been responsible for dozens of legislative proposals that have been signed into law and has secured millions in competitive grant funds for local public agency clients. In addition to his public policy expertise, Niccolo has widespread bipartisan relationships with Members and staff of the State Legislature including the Senate and Assembly Budget Chairs and the Budget Committee staff, Governor Newsom's Administration, and numerous policy committee staff. Some of Niccolo's accomplishments include:

- Niccolo worked with Freedom West Homes to sponsor **SB 593**, which gives the City and County of San Francisco's redevelopment successor agency the authority to finance up to 5,842 affordable housing units using the successor agency's property tax revenue. This is one of the few Redevelopment Agency (RDA) successor agency bills signed into law by Governor Newsom and one of the few RDA successor agency bills signed into law since 2015, almost 10 years ago. Niccolo helped create and lead the coalition in drafting language, organizing letters of support, securing witnesses to testify, and worked closely with legislative leadership and the Governor's. Ultimately, the Governor signed the measure into law.
- Niccolo was a major part of the coalition to help pass the state's first ever automated speed enforcement legislation. Niccolo worked with the City of Oakland along with five local governments on **AB 645**, which established a pilot program to give local transportation authorities in six cities the authority to install speed safety systems. To garner momentum for its success, Niccolo worked with Oakland City staff to highlight the need, provide data on the number of accidents and collisions, and to provide technical support to the author and her office. Throughout AB 645's progress through the Legislature, Niccolo provided lead testimony in multiple policy committees in support, drafted coalition letters, worked with the Author's office and committee leaders on various iterations of amendments, and orchestrated support and testimony to counteract the opposition's efforts.
- Niccolo worked with the City of Oakland to secure **\$280 million** in an FY 2021–2022 State Budget earmark for critical maritime infrastructure. Niccolo coordinated directly with Senate Budget Chair Nancy Skinner, the Oakland Mayor, and appropriate Senate and Assembly Budget Committee staff to draft the language for inclusion into the State Budget. Niccolo's strategy, execution, and relationships led to one of the highest budget earmarks in State history and a massive significant financial win for the City and Port of Oakland.
- Niccolo led the TPA efforts to secure **\$33.1 million** in critically needed park funding for cities and nonprofits in the Bay Area, Central Valley, and Southern California. These efforts included working on the funding guidelines, drafting the applications, lobbying for the applications, and working hand in hand with the funding agency. Niccolo was the team lead and instrumental in the many victories of our clients spanning throughout California

- Niccolo spearheaded the movement to secure **\$15 million** in an FY 2022–2023 State Budget earmark to the City of Berkeley for the Berkeley Marina and Pier. This year-long effort included creating a local, grassroots effort, strategizing with the Mayor and City Council, drafting letters of support and speaking points, help drafting a budget, working in partnership with Senate Budget Chair Nancy Skinner and Assembly Member Buffy Wicks, and other related efforts.
- Niccolo was a major part of the coalition to help pass the state's first-ever medicinal cannabis regulatory framework legislation. Niccolo served as an instrumental member of the statewide coalition that supported the views of both local government and the industry. Niccolo actively drafted language and advocated with legislators and staff to ensure statewide regulations would be in the best interest of cities. Due to these efforts, Niccolo has been recognized as a policy expert on cannabis policy and has testified before numerous legislative committees on issues related to its statewide implementation.
- Niccolo worked with the Cities of Berkeley, Concord, Emeryville, and Fremont to pass multiple pieces of state legislation that granted these cities the ability to create and enhance local revenue measures. Niccolo led the advocacy efforts on behalf of these cities which included drafting and implementing and plan of action, working closely with the author's offices to draft the legislation, building coalitions, testifying in committees, meeting with impacted state agencies and the Governor's Administration, and other efforts. Due to these efforts, Niccolo has been recognized as a policy expert on **Transactions and Use Taxes (TUT)** and TPA has been hired specifically to run these legislative efforts on behalf of local governments throughout the Bay Area.
- Niccolo worked closely with the City of Oakland to secure four grants in the combined amount of **\$18.9 million** from the Community Oriented Policing Services (COPS) Hiring Program. Niccolo developed the applications and shepherded them through the grant process, including leveraging relationships with the US Department of Justice and COPS staff, which resulted in critical federal funding for the City to hire additional police officers.

City of Oakland

Deputy City Administrator

2004–2007

Niccolo managed daily operations for the public works and police departments, overseeing a combined \$323 million budget and supervising 45 employees. He led the creation of a crime reduction initiative adopted by the City Council, resulting in reduced crime. Niccolo also expanded neighborhood public safety gatherings for three consecutive years, nearly doubling participation annually. Additionally, he served as the lead administrative staff for three City Council committees, providing policy expertise to the Mayor and Council.

City of Oakland

Assistant Director, Public Works Agency

2001–2004

Niccolo managed three public works divisions, overseeing finances, 40 staff members, and five direct reports. He implemented citywide procedures to reduce workers' compensation claims and served as the department's spokesperson, handling all media relations. Niccolo also acted as a hearing officer for union grievances, strengthening relationships with affected unions.

City of Oakland

Assistant to Councilmember Richard Spees

1998–2001

University of Oregon

Bachelor of Arts, American History

1997





Ben Goldeen, Federal Advocacy Director: Ben brings 14 years of federal legislative, funding, and public policy experience. A native of California, Ben has extensive experience working on behalf of local communities. Ben has in-depth knowledge of issues impacting public agencies, including transportation, infrastructure, water resources, and food and nutrition policy. In addition, Ben has worked extensively with local veterans' service providers, economic development stakeholders, and public safety officials.

Townsend Public Affairs, Inc.

Federal Advocacy Director

2021–Present

Ben's comprehensive understanding of the inner workings of the federal government keeps clients informed of significant actions and pertinent developments and allows him to strategize how to influence and enact changes in Washington, DC, that have concrete results. Some of Ben's accomplishments include:

- Ben leads TPA's federal appropriations process, which has successfully secured over **\$177 million** in community project funding for clients' priority projects in many policy areas, including transportation and infrastructure, water and wastewater, education, and parks and recreation.
- In close coordination with several clients and a national coalition, Ben helped secure the authorization of **\$30 million** for California Maritime Centers of Excellence through the 2022 National Defense Authorization Act (NDAA). Then, working with that authorization, worked to increase funding for the program through the appropriations process.
- Ben leveraged his extensive policy knowledge and utilized key relationships in Congress to authorize **over \$40 million** for TPA clients through the 2022 Water Resources Development Act (WRDA). Working with various Members of Congress and staff in both the House and Senate, Ben puts his experience to work for our clients. The funding will help TPA clients invest in water resources and build more resilient communities.
- Ben worked with the City of Hesperia to secure **\$2 million** through the FY 2023 federal appropriations process to repair a large section of Cedar Street, a major thoroughfare that connects various business, education, and community centers.
- Ben worked with the City of Tulare to secure a total of **\$6.5 million** through the FY 2024 federal appropriations process for two projects critical to the City's development: the International Agri-Center Way Extension, aimed at improving regional transportation infrastructure, and the Regional Business Accelerator, designed to promote economic growth and support local entrepreneurship.
- Ben worked with the City of Turlock to secure **\$2.2 million** through the FY 2024 federal appropriations project for two crucial water projects: the Golden State Sewer Extension, enhancing wastewater management capabilities, and the Storm Drain Upsize project, improving stormwater drainage and flood mitigation.
- Coalition building is a key factor in Ben's success for TPA clients. In 2021, TPA helped the City of Oakland secure **\$14.5 million** through the Department of Transportation's RAISE Grant program. Due to several factors outside the city's control, the city was at risk of forfeiting the funds due to a statutory obligation deadline. Ben built a coalition of grant recipients facing similar challenges that spanned the country from Hawaii to South Carolina. Working with the coalition he built, he successfully inserted language into the

Fiscal Year 2024 Transportation Appropriations bill to extend the obligation deadline. This was signed into law, allowing the city to implement its grant award fully.

- Ben and TPA's advocacy resulted in ten partial Buy America waivers for MCAG. The waivers allowed five cities in Merced County to purchase ten pollution-reducing vehicles. Without the waivers, MCAG would have been prevented from using federal dollars to make the purchases, as the Federal Highway Administration's Buy America requirement mandates that steel and iron used in government projects be manufactured domestically.
- As a part of the Merced County Association of Government's annual One Voice delegation to Washington, DC, Ben helped advance the priority issue of increased vouchers for Merced through the HUD-VASH program. He coordinated across jurisdictions within the delegation to strategize an effective approach to advocate for increased veterans' services in Merced County. Coordinating with service providers from the Department of Veterans Affairs both in Washington, DC, and local field offices in the San Joaquin Valley, Ben connected local leaders with relevant federal officials and advocated for increased services and funding at both the VA and with the client's congressional delegation.
- Through the FY 2023 federal appropriations process, Ben worked with the City of Palmdale to secure two federal earmarks totaling **\$3.5 million** for the City's transportation and infrastructure priorities. Ben helped develop and submit a compelling request and utilized strategic advocacy to ensure the City's funding success.
- Ben helped secure **\$439,094** in FY 2023 federal community project funding for the City of Ontario's Active Seniors On the Go Program. The program will provide seniors with access to recreational activities that foster health and well-being.

U.S. House of Representatives, Office of Representative Jim Costa (CA-16)

Legislative Director, Senior Policy Advisor, Legislative Assistant

2016–2021

As Legislative Director, Ben developed and implemented a diverse legislative strategy ranging from transportation projects to health care, water resources, agriculture, nutrition, and more. Ben updated and advised the Congressman on the latest happenings in Congress and the Administration to successfully advance priorities. Ben directly managed a portfolio of water resources, agriculture, trade, federal budgeting, and appropriations while overseeing the entire legislative program.

Maryland State Senate, Prince George's County Senate Delegation

Legislative Director

2016

Ben managed the legislative priorities of the County's Senate delegation, successfully steering the passage of dozens of bills related to local matters.

U.S. House of Representatives, Office of Representative Dennis Cardoza (CA-18)

Legislative and Press Assistant, Legislative Correspondent, Staff Assistant

2010–2013

Boston College

Bachelor of Arts, Political Science and Latin American Studies

2010

University of Pennsylvania

Certificate in Community Development and Growth

2015



Joseph Melo, Senior Associate: Joseph brings 11 years of federal legislative, funding, and public policy experience. Joseph has extensive experience managing legislative and funding activity, including bill analysis, research, and drafting, particularly for federal funding opportunities. Joseph has expertise in several policy areas including energy and commerce, technology, education, housing, foreign affairs, and local government governance.

Townsend Public Affairs, Inc.
Senior Associate

2023–Present

As a Senior Associate, Joseph is skilled in leveraging his extensive policy knowledge and relationships at both the state and federal levels to advocate for TPA clients and ensure legislative and funding success. Some of Joseph’s experiences include:

- Through the FY 2024 federal appropriations process, Joseph secured **over \$3.9 million** in community project funding working closely with both the Senate and House of Representatives. Joseph’s knowledge of the process led to the only federal earmark secured for a community college in the NASA appropriations bill.
- Joseph helped identify a previously unfunded water recycling and reuse project worth up to **\$20 million** authorized by Congress in 1996. Joseph is now working alongside the Bureau of Reclamation and the City of Tracy to implement the authorizing language and secure the funding.
- Joseph is advocating for the transfer of an Army Reserve Center site to the City of San Pablo. The armory is inactive, and the city sought to acquire the land to use as a new public works corporation yard. Joseph engaged the staff of Representative John Garamendi, the House Armed Services Committee, and the Department of Defense to pursue a public interest land conveyance legislated through the NDAA.
- Joseph successfully elevated the profile of California-based Community Choice Aggregation (CCA) public agencies in Washington, DC by leading the efforts to inform congressional and agency staff of the work performed by CCAs and ensure they are eligible for relevant funding opportunities. Through a joint CCA advocacy trip and correspondence delivered to five federal agencies, Joseph organized a coalition to advocate for the roles of CCAs in federal clean energy programs.
- Joseph worked with the Yosemite Community College District to secure **\$2 million** through the FY 2024 federal appropriations process to implement a fire technology program. The program will enhance workforce readiness, strengthen regional firefighting capabilities, and address the growing demand for trained professionals in fire prevention and disaster response.
- In FY 2024, Joseph worked diligently to secure two federal earmarks, totaling **\$1.9 million**, on behalf of the Long Beach Community College District to support student housing and astronautics research and equipment.
- Joseph worked with the City of Fullerton to secure **\$2.5 million** in federal funding for the City of Fullerton through the FY 2024 appropriations process for the Police Station Remediation and Rehabilitation Project. This critical funding will significantly improve the police department’s operational efficiency and ability to positively serve residents.

- Joseph worked with the City of Monterey Park to secure **\$1.5 million** in federal funding for the City of Monterey Park through the FY 2024 appropriations process to support the Fire Station 61 Renovation Project, enhancing emergency response capabilities and public safety infrastructure.
- Through the FY 2024 federal appropriations process, Joseph worked with the City of San Pablo to secure **\$850,000** to support the San Pablo Avenue Bridge Replacement project. The funding secured will support a portion of this critical multi-year project, ensuring that motorists, cyclists, and pedestrians are able to safely move throughout the area.
- Joseph, alongside the City of Palo Alto, secured **\$850,000** through the FY 2024 federal appropriations process to support low-income housing and greenhouse gas reductions. The funding will support the City's Sustainability and Climate Action Plan, which aims to achieve carbon reduction goals while supporting the natural environment.
- Joseph's experience working for two California Congressional Representatives has led to an extensive network of relationships on Capitol Hill and within federal agencies. These relationships have led to many successes in navigating program complexities, rules, and regulations at agencies such as the Departments of Education, Energy, Commerce, the Treasury, and EPA.
- Joseph has extensive knowledge of the current federal appropriations process and has experience in successfully securing millions of dollars' worth of earmarks for California projects. While serving as Policy Advisor to Congressman McNerney, Joseph assisted in securing \$27 million in community project funding for 15 community projects in Contra Costa and San Joaquin counties, greatly benefiting California communities.

U.S. House of Representatives, Office of Congressman Jerry McNerney (CA-09)

Policy Advisor, Legislative Assistant, Legislative Correspondent, Intern

2019–2023

As Policy Advisor, Joseph led the Congressman's legislative portfolio on issues under the jurisdiction of the Energy & Commerce Committee (Subcommittees on Energy, Communications & Technology, and Consumer Protection & Commerce) and the Science, Space & Technology Committee (Subcommittee on Energy). He assisted in staffing, advising, and preparing the Congressman's questions and talking points for committee hearings and markups. Joseph co-led the Congressman's appropriations process and helped to secure more than \$27 million for 15 community located in Contra Costa and San Joaquin counties, as well as managed the Congressman's caucus work as co-chair of the Artificial Intelligence Caucus and Wi-Fi Caucus.

Save the Children Action Network

Public Policy and Advocacy Intern

2018

Oracle Corporation

Enterprise Account Manager

2015–2017

U.S. House of Representatives, Office of Congresswoman Nancy Pelosi (CA-12)

District Intern

2014

University of California, Berkeley

Bachelor of Arts, Political Science

2015

The Wilson Center

Foreign Policy Fellowship Program Certificate

2022





Spencer Street, Senior Associate: Spencer brings nine years of federal government affairs and public policy experience. Spencer has worked to connect California municipalities to federal agencies and counterparts, as well as experience shepherding bills through the legislative process. Spencer has expertise in several policy areas including local governance, public safety, healthcare, housing, transportation and infrastructure, and municipal finance.

Townsend Public Affairs, Inc.
Senior Associate

2024–Present

Since joining TPA, Spencer has advocated on behalf of clients to advance their priorities and kept clients informed of funding and legislative opportunities at the federal level. Some of Spencer's experiences include:

Spencer is currently advocating for several client Community Project Funding requests on behalf of Central Valley cities to make their communities safer and more resilient. Spencer has worked with local governments to identify fiscal opportunities to expand their capacity and operations. Spencer's seven years of experience working for two members of the California State Legislature have built strong networks between California and Washington, D.C. to maintain strong advocacy for his clients.

California State Assembly, Office of Assembly Member Vince Fong
Legislative Director

2020 – 2024

As the Member's Legislative Director, Spencer managed the office's legislative team to advance the Member's policy priorities. In this capacity, Spencer staffed the Member on several policy committees and the Budget committee, successfully guided multiple bills through the legislative process, and secured funding for critical water and economic development projects in the Central Valley. Spencer worked extensively with Central Valley communities on addressing their legislative and budget needs in areas such as healthcare, transportation, and infrastructure. Amidst congestion at coastal ports, Spencer worked with state agencies and organizations on proposals to resume exports of agricultural commodities and expedite goods movement across the state. To prevent the closure of a rural, critical access hospital, Spencer worked with the Housing and Urban Development Department to find solutions to maintain access to healthcare for California residents.

California State Senate, Office Senator John M. W. Moorlach
Legislative Aide

2017 – 2020

Spencer worked as an integral part of the Senator's legislative team conducting legislative drafting, research, and vote recommendations. Spencer also oversaw a project that recorded the financial position of all states and California counties, cities, and school districts.

California State Senate, Office of Senator Mike Morrell
Legislative Intern

2015

University of the Pacific, McGeorge School of Law
Juris Doctor, Capital Lawyering Concentration

2023

Santa Clara University
Bachelor of Science, Finance

2017



FEE STRUCTURE

ALL-INCLUSIVE RETAINER:

DESCRIPTION OF SERVICES	MONTHLY FEE
State and Federal Legislative Advocacy Services	\$5,000*
• Conduct Detailed Orientation	Included
• Develop Legislative Strategy	Included
• Implement the Legislative Strategy	Included
• Build and Strengthen Relevant Relationships	Included
• Leverage Relationships for Strategic Advocacy Plan	Included
• Coalition Building and Stakeholder Engagement	Included
• Coordinate Advocacy Trips	Included
• Track Legislation	Included
• Craft Testimony and Position Letters	Included
• Draft Bill Language	Included
• Engage in the Rule-Making Process	Included
• State Budget Funding Opportunities	Included
• Federal Earmark Opportunities	Included
• Identify Funding Opportunities	Included
• Provide Progress Reports	Included
• Prepare and File Lobbying Disclosure Reports	Included
• Financial Support and Grant Applications	Included
<i>*The monthly fee includes all reasonable business and travel expenses.</i>	
ANNUAL NOT-TO-EXCEED AMOUNT: \$60,000	



CONFLICT OF INTEREST DISCLOSURE

TPA does not foresee any potential clients or issues that would present a conflict.

TPA maintains a longstanding internal policy to address potential conflicts of interest that may arise between clients. Should an intractable conflict arise, TPA will represent the client with the longest tenure for that specific issue. TPA will pay for another lobbyist, of the other client's choosing, to represent them on that specific issue. This policy is designed to ensure that each client is duly represented on the conflicting issue and provided high-quality customer service, without any added expense.

In our 26-year history, TPA has not encountered a situation in which we have needed to activate this policy, largely due to the collaborative nature of our work on behalf of our clients. Public agencies typically have synergies that allow for coalition building rather than conflicts, making our advocacy efforts more aligned with shared goals and opportunities.

Should any unforeseen conflict arise in the future, TPA is committed to full transparency and proactive communication to ensure that the City's interests are respected and handled with clarity and professionalism.



ADDITIONAL INFORMATION

All pertinent information is included in the proposal above. For additional examples of TPA's success, please visit <https://www.townsendpa.com/clientsuccess>.

