

Mayor
Willard Rodarmel
Mayor Pro Tem
John Plourde
Council Members
John Gordon
John Murray
William Siegel



**Office of the
City Manager**

119 Fox Street
Lemoore, CA 93245
Phone (559) 924-6700
FAX (559) 924-9003

Staff Report

Item # 5

To: Lemoore City Council
From: Jeff Britz, City Manager
Date: April 11, 2012
Subject: California Consulting Contract Extension

Discussion:

The current contract with California Consulting for lobbying and grand writing services ended on March 31, 2012. California Consulting has provided the attached proposal which includes a one-year contract for an annual fee of \$33,600 plus expenses and a two-year contract for an annual fee of \$28,800 plus expenses, which is identical to the prior arrangement. Also attached are three lists which include grants awarded, grants pending, and grants not awarded from 2008 to present that California Consulting assisted the City in applying for.

As the attached grants awarded list shows, California Consulting has assisted the City with obtaining many grants over the years. While the attached list of grants awarded is impressive, many of the grants awarded were not very competitive. If Council wished to not extend the contract with California Consulting, City staff could continue applying for and receiving most of these grants. In addition, staff has already applied for and received many grants without the assistance of California Consulting. In some cases, staff declines using California Consulting's services because they find it easier to apply for grants on their own.

The attached proposal highlights the many advantages of using California Consulting's services that the City has enjoyed. However, staff has recently run into a few problems while dealing with California Consulting. In one instance, a grant writer missed a deadline for submission and we lost out on the opportunity for that grant. There is also a higher turnover than expected with the grant writers at California Consulting. Staff has had a great experience with a grant writer on a grant and request that grant writer on a future grant, only to find out that he/she has left the company. This year, California Consulting attempted to maintain continuity with grant writers by assigning one grant writer to the City, instead of by grant type which was the previous practice. The first grant writer assigned to the City of Lemoore has already left California Consulting.

Budget Impact:

California Consulting offers a one-year contract for an annual fee of \$33,600 plus expenses and a two-year contract for an annual fee of \$28,800 plus expenses. Either option would be paid by the General Fund.

Recommendation:

Staff recommends that Council discuss the contract extension for California Consulting and decide on a path forward.