



STAFF REPORT

MEETING DATE: October 12, 2022

PRESENTER: John Jansons, City Manager

SUBJECT: Consultant Services Agreement for Governmental Advocacy Services with Joe A. Gonsalves & Son (JAJ)

RECOMMENDATION: Council by motion approve resolution of the City Council of the City of Kerman approving Amendment No. 1 to consultant services agreement with Joe A. Gonsalves & Son for governmental advocacy services and authorizing the City Manager to execute the agreement.

EXECUTIVE SUMMARY:

The City of Kerman has benefited from the services of Joe A. Gonsalves & Son since July of 2020 and wishes to extend the contract for services for an additional two years through June 30, 2024, at a rate of \$1,250 per month. The resolution to approve Amendment No. 1 to the Agreement is attached as Attachment 'A'. Amendment No.1 is presented as Exhibit 'A' to the resolution.

Joe A. Gonsalves & Son (Gonsalves & Son) represents small and medium sized cities throughout California since 1975. Currently, Gonsalves & Son represents over 60 California cities among their vast client list. Their specific expertise with cities is the type targeted advocacy Kerman requires. Through the depth and breadth of their relationships in Sacramento and at the Federal level, Gonsalves and Son will ensure that Kerman's voice is heard. Gonsalves and Son will aggressively lobby, facilitate and support Kerman's efforts to pursue grants and partnerships to improve the quality of life in Kerman for all residents and businesses.

Gonsalves & Son provides professional advocacy and lobbying to support the City's efforts to build and maintain a healthy and successful community. In Kerman, new or revised legislation at the County, State or National level can affect the quality of life in either positive or negative ways and Kerman often needs a voice in these matters in addition to the Council and staff voice. Access to key decision makers and regulatory agencies is essential to having the needs, challenges and desires of Kerman heard and a professional advocate will make that possible.

Jason Gonsalves, a third generation member of the firm, will continue to serve as Kerman's primary representative.

FISCAL IMPACT:

Funding for advocacy services were included in the FY 2022-2023 (Measure M) budget and will be amended to reflect the change in compensation effective January 1, 2023.

ATTACHMENTS:

A. Resolution w/Exhibit

Attachment 'A'

RESOLUTION NO. 22-__

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF KERMAN APPROVING AMENDMENT NO. 1 TO CONSULTANT SERVICES AGREEMENT WITH JOE A. GONSALVES & SON FOR GOVERNMENTAL ADVOCACY SERVICES AND AUTHORIZING THE CITY MANAGER TO EXECUTE THE AMENDMENT.

WHEREAS, the City of Kerman has been satisfied with the legislative advocacy services of Joe A. Gonsalves & Son since 2020; and

WHEREAS, Joe A. Gonsalves & Son are a recognized leaders in representing cities in California; and

WHEREAS, the City continues to require assistance in governmental advocacy at the County, State and Federal levels on issues of significance to the City; and

WHEREAS, the City's effort to continue to receive grants is enhanced by an advocate; and

WHEREAS, Joe A. Gonsalves & Son and the City have negotiated a mutually satisfactory Amendment No. 1 (Exhibit 'A') to the Agreement for services.

NOW, THEREFORE, the City Council of the City of Kerman does resolve as follows:

1. The foregoing recitals are true and correct.
2. The City Council hereby approves Amendment No. 1 (Exhibit 'A') to the Consultant Services Agreement with Joe A. Gonsalves & Son to extend the term of Agreement through June 30, 2024, and to set monthly compensation at \$1,250 for the term of the Agreement.
3. City Council authorizes the City Manager to execute Amendment No. 1 to the Agreement which will become effect November 1, 2022.
4. This resolution shall be effective immediately.

The foregoing resolution was considered by the City Council to the City of Kerman at a regular meeting of said Council held on the 12th day of October, 2022 and adopted by the following vote:

AYES:

NOES:

ABSENT:

ABSTAIN:

The foregoing resolution is hereby approved.

Gary Yep
Mayor

ATTEST:

Marci Reyes
City Clerk

Exhibit 'A'

**AMENDMENT NO. 1
AMENDMENT TO CONSULTANT SERVICES AGREEMENT BY AND BETWEEN CITY OF KERMAN AND
JOE A. GONSALVES & SON FOR LEGISLATIVE ADVOCACY SERVICES.**

The City of Kerman ("City") and Joe A. Gonsalves & Son ("Consultant") agree to enter into Amendment No. 1 to Consultant Services Agreement as follows:

RECITALS

- A. The City and Consultant entered into a Consultant Services Agreement for Legislative Advocacy Services ("Agreement") on July 22, 2020.
- B. Consultant has the competence, experience, and qualifications to provide legislative advocacy services required by City.
- C. The Agreement provides for successive renewals pursuant to annual budget allocation.
- D. The parties have determined to extend the Agreement and to amend the compensation rate.

AGREEMENT

- SECTION 1.** Section 2 of the Agreement shall be amended to reflect the term of agreement to be extended from July 22, 2020, to June 30, 2024.
- SECTION 2.** Section 3 of the Agreement shall be amended to increase the monthly compensation to \$1,250 per month effective November 1, 2022 through June 30, 2024.
- SECTION 3.** All other term and conditions of the Agreement shall remain in full force and effect.
- SECTION 4.** This Amendment No. 1 shall be effective on November 1, 2022.

JOE A. GONSALVES & SON:

CITY:

Jason Gonsalves

John Jansons
City Manager