

Subject: Client Update! Report/Summary of Enterprise Zone Hearing Today
From: California Consulting <juan@californiaconsulting.org>
Date: Tue, 20 Apr 2010 20:20:04 -0400 (EDT)
To: carrol@californiaconsulting.org



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April 20, 2010

Client Update: Report/Summary of Enterprise Zone Hearing Today

California Consulting testified today at a hearing held by the Assembly Committee on Jobs, Economic Development and the Economy at the State Capitol.

California Consulting's Chief Operating Officer testified:

"Mr. Chairman and Committee Members, my name is Juan Garza II with California Consulting and I am here on behalf of several of our clients across the state to support funding for the Enterprise Zone. The Enterprise Zone is a very important economic development tool for cities and counties across California. We applaud Mr. Perez' efforts to bring about this legislation, however, what I wanted to speak about today generally and generically is Enterprise Zone programs and preserving the funding of Enterprise Zones.

In that regard, I have Resolutions here with me from several entities who have passed Resolutions from their elected bodies supporting full funding for the Enterprise Zone program. ..."

California Consulting is in receipt of Resolutions and Letters of Support for Enterprise Zone funding from the following:

Fresno COG
Fresno City Council
City of Fowler
City of Clovis
City of Kingsburg
City of Parlier
City of Mendota
City of Reedley
City of San Joaquin
County of Fresno
City of Sanger
City of Orange Cove
City of Kerman
City of Huron
City of Firebaugh
Salinas Valley Enterprise Zone Advisory Board
Five Cities Economic Development Authority
California Partnership for the San Joaquin Valley
California State University Fresno, Office of Community & Economic Development

Others testifying in favor of the Enterprise Zone legislation (AB 2476) included the California Enterprise Zone Commission, The County of Fresno, The California Aerospace and Technology Association, and the California Employment Opportunity Network. The bill passed Committee by a unanimous vote of 3 to 0 and will now move on to the Senate.

California Consulting will continue to monitor the progress of the bill. Moreover, California Consulting will continue to lobby for full funding for the statewide Enterprise Zone program.

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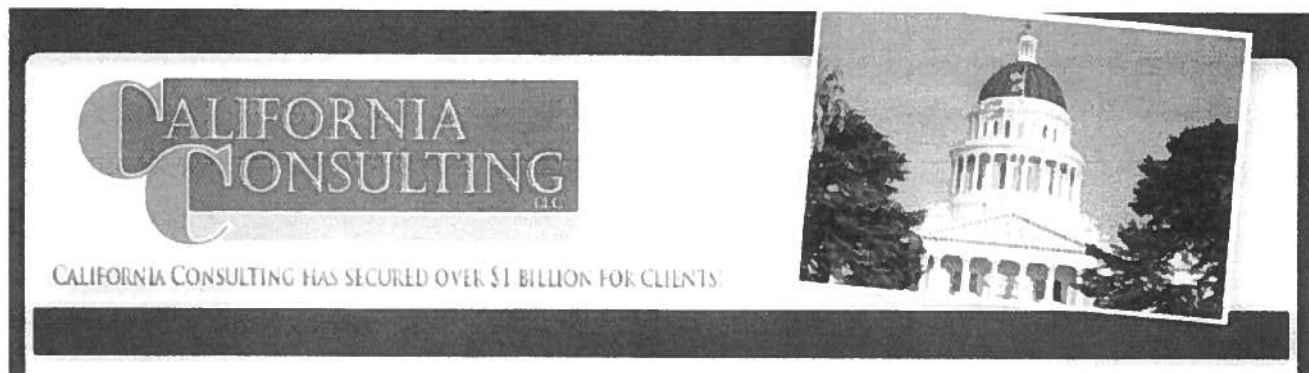
California Consulting | 1530 East Shaw Ave, #114 | Fresno | CA | 93710

Subject: CLIENT UPDATE - TIGER 2 Information

From: California Consulting <juan@californiaconsulting.org>

Date: Mon, 26 Apr 2010 19:05:05 -0400 (EDT)

To: carrol@californiaconsulting.org



[Click here to visit our website](#)

April 26, 2010

CLIENT UPDATE - TIGER 2 Information

See attachment and also read message below from Cal-TRANS.
Steve

Today, the US Department of Transportation announced a notice of funding availability for the Department's National Infrastructure Investment Grant program. Attached are the Department's fact sheet, a chart comparing this program and the TIGER Grant program, and the Interim Notice of Funding Availability, which can also be found at http://www.federalregister.gov/inspection.aspx#reg_T

In general, the program is similar in structure and rules to the previous TIGER program. It is authorized in the FY 2010 Appropriations Bill (HR 3288, PL 111-117 on December 16, 2009). It reserves \$600 million nationally for infrastructure investments.

In summary:

Funds are available at US DOT discretion to States, Local Governments, Transit Agencies, or collaboration thereof. Projects should have a significant impact on the Nation, a Metropolitan Area, or Region. Projects must be eligible under Title 23 (Highway and Bridge), Chapter 53 Title 49 (Public Transportation), passenger or freight rail, or port infrastructure. Priority will be given to projects that need a contribution of federal funds to be completed.

The Secretary of US DOT must ensure an equitable geographic distribution of funds. Grant size may be from \$10 million to \$200 million, but no more than \$150 million can be made available in any single state. Rural areas may have a minimum size of \$1 million and \$140 million of the program is reserved for expenditure in rural areas. The federal share is a maximum of 80% except in rural areas at the Secretary's discretion.

\$150 million may be used to support TIFIA credit type project requests and \$35 million may be used for design and planning of projects. US DOT can retain \$25 million for oversight through its Administrations.

The interim notice and request for comments on the proposed regulations will be published in Monday's Federal Register. Comments on the notice are due to the docket by May 7, 2010. If DOT determines that there is a need, they will publish a supplemental notice by May 28, 2010. Otherwise, preapplications are due to DOT by July 16, 2010 (5 PM EST) and applications must be submitted by 5 PM EST, August 23, 2010. DOT will announce awards no sooner than September 15, 2010.

COMPARISON OF THE MATERIAL STATUTORY PROVISIONS OF THE TIGER & THE NATIONAL INFRASTRUCTURE INVESTMENT PROGRAMS		
TIGER GRANTS		NATIONAL INFRASTRUCTURE INVESTMENT GRANTS
FUNDED BY AMERICAN RECOVERY & INVESTMENT ACT	VS	FUNDED BY FY10 TRANSPORTATION AND HOUSING AND URBAN DEVELOPMENT APPROPRIATION
\$1.5 BILLION TOTAL APPROPRIATION	VS	\$600 MILLION TOTAL APPROPRIATION
FUNDS MUST BE OBLIGATED BY 9/30/2011	VS	FUNDS MUST BE OBLIGATED BY 9/30/2012
DISCRETIONARY GRANTS	VS	DISCRETIONARY GRANTS
COMPETITIVE & MERIT BASED SELECTION CRITERIA	VS	COMPETITIVE & MERIT BASED SELECTION CRITERIA
ELIGIBLE APPLICANTS: STATE & LOCAL GOVERNMENTS AND TRANSIT AGENCIES	VS	ELIGIBLE APPLICANTS: STATE & LOCAL GOVERNMENTS AND TRANSIT AGENCIES
ELIGIBLE PROJECTS: HIGHWAY/BRIDGE UNDER TITLE 23; PUBLIC TRANSPORTATION UNDER CHAPTER 53 OF TITLE 49; PASSENGER RAIL TRANSPORTATION; AND PORT INFRASTRUCTURE INVESTMENT	VS	ELIGIBLE PROJECTS: HIGHWAY/BRIDGE UNDER TITLE 23; PUBLIC TRANSPORTATION UNDER CHAPTER 53 OF TITLE 49; PASSENGER RAIL TRANSPORTATION; AND PORT INFRASTRUCTURE INVESTMENT
FEDERAL REGISTER NOTICE NO LATER THAN 90 DAYS AFTER ENACTMENT	VS	FEDERAL REGISTER NOTICE NO EARLIER THAN 90 DAYS AFTER ENACTMENT
APPLICATIONS DUE, NO LATER THAN 180 DAYS AFTER FEDERAL REGISTER NOTICE	VS	APPLICATIONS DUE, NO EARLIER THAN 120 DAYS AFTER FEDERAL REGISTER NOTICE
AWARD ANNOUNCEMENT ON OR BEFORE 2/17/2010	VS	AWARD ANNOUNCEMENT ON OR AFTER 9/18/2010
NOT LESS THAN \$20 MILLION EACH, SUBJECT TO WAIVER	VS	NOT LESS THAN \$10 MILLION EACH, SUBJECT TO WAIVER FOR RURAL PROJECTS
WAIVER ON MINIMUM FOR SMALL CITY REGION STATE ONLY	VS	WAIVER ON MINIMUM FOR RURAL PROJECTS ONLY
NO GREATER THAN \$200 MILLION EACH	VS	NO GREATER THAN \$200 MILLION EACH
NO MORE THAN 20% PER STATE	VS	NO MORE THAN 25% PER STATE
UP TO 100% FEDERAL SHARE ALLOWED	VS	UP TO 60% FEDERAL SHARE ALLOWED, SUBJECT TO WAIVER FOR RURAL PROJECTS
PRIORITY TO PROJECTS REQUESTING FUNDS TO COMPLETE AN OVERALL FUNDING PACKAGE	VS	PRIORITY TO PROJECTS REQUESTING FUNDS TO COMPLETE AN OVERALL FUNDING PACKAGE
UP TO \$500 MILLION FOR TIFIA FINANCING	VS	UP TO \$150 MILLION FOR TIFIA FINANCING
NO SPECIFIC RURAL FUNDING MINIMUM	VS	AT LEAST \$140 MILLION TO RURAL PROJECTS
UP TO \$100 MILLION FOR GRANT ADMINISTRATION	VS	UP TO \$25 MILLION FOR GRANT ADMINISTRATION
Includes directive to ensure an equitable geographic distribution of funds	VS	Includes directive to ensure an equitable geographic distribution of funds
Includes directive to balance the needs in rural and urban communities	VS	Includes directive to balance the needs in rural and urban communities
PRIORITY TO PROJECTS COMPLETED BY 2/1/2012	VS	N/A
N/A	VS	Includes directive to balance the investments across a variety of transportation modes
N/A	VS	RURAL PROJECT MINIMUM \$1 MILLION
N/A	VS	100% FEDERAL SHARE ON RURAL PROJECTS
N/A	VS	UP TO \$35 MILLION FOR PLANNING & DESIGN PROJECTS ELIGIBLE FOR GRANT FUNDING

TIGER II DISCRETIONARY GRANTS PROGRAM

TIGER II Funding: On Monday, April 26, 2010, the Department of Transportation solicited applications for the TIGER II discretionary grant program, a \$600 million competitive grant program for surface transportation projects. Pre-applications are due on July 16, 2010, and final applications are due on August 23, 2010. The pre-application will include basic information on projects and will be used by DOT to determine eligibility, the presence of the appropriate match and whether NEPA has been initiated.

Funding is available to units of government – including state, tribal and local governments, transit agencies, port authorities, MPOs and multi-jurisdictional entities – for capital investments in highway or bridge projects; public transportation projects; passenger and freight rail transportation projects; port infrastructure investments; and intermodal facilities.

Individual awards can be \$10-200 million, with up to 80% of project costs eligible for federal funding. \$140 million is reserved for projects in rural areas, where 100% of project costs are eligible for funding and project awards can be as low as \$1 million. No one state can receive more than 25% of program funds.

Up to \$150 million is available to support TIFIA financing, and up to \$35 million is available for transportation planning grants. Applicants may apply for capital grants, TIFIA financing or planning grants, though applicants for capital grants may be awarded TIFIA financing or a planning grant, if it is determined that is the most appropriate award.

Public Comments: The solicitation also provides two weeks for comments on the proposed selection criteria and guidance for awarding TIGER II Discretionary Grants. The Department will take all comments into consideration and may revise the solicitation by May 28, 2010.

HUD Community Challenge Grants: DOT and HUD are requesting comments on a proposal to solicit and evaluate applications for TIGER II transportation planning grants and HUD's \$40 million in Community Challenge Grants jointly. Activities eligible for HUD's grants are corridor or station-area plans, revisions to zoning or building codes and creating or preserving affordable housing for low-income families near transit.

Because the DOT's TIGER II planning funding and HUD's Community Challenge Planning Grant funding is for similar, related purposes DOT and HUD are interested in conducting a multi-agency evaluation and award process. This multi-agency approach is consistent with DOT's and HUD's participation in the "Partnership for Sustainable Communities" to help Americans in all communities – rural, suburban and urban – gain better access to affordable housing, more transportation options, lower transportation costs and a cleaner environment.

Selection Criteria: The Department will give priority to projects that have a significant impact on the following long-term outcomes:

- **State of Good Repair:** Improving the condition of existing transportation facilities and systems, with particular emphasis on projects that minimize life-cycle costs.
- **Economic Competitiveness:** Contributing to the economic competitiveness of the United States over the medium- to long-term.
- **Livability:** Fostering livable communities through place-based policies and investments that increase transportation choices and access to transportation services for people in communities across the United States.
- **Sustainability:** Improving energy efficiency, reducing dependence on oil, reducing greenhouse gas emissions and benefitting the environment.

- Safety: Improving the safety of U.S. transportation facilities and systems. Projects will also be evaluated based on the extent to which they include the following:
- Job Creation & Economic Stimulus: The Department will give priority to projects that are expected to quickly create and preserve jobs and stimulate rapid increases in economic activity, particularly jobs and activity that benefit economically distressed areas.
- Innovation: Priority will be given to projects that use innovative strategies to pursue the long-term outcomes outlined above.
- Partnership: The Department will give priority to projects that demonstrate strong collaboration among a broad range of participants and/or integration of transportation with other public service efforts.

TIGER Discretionary Grant Process and Awards: DOT received over 1400 applications totaling almost \$60 billion for the \$1.5 billion TIGER Discretionary Grant program created under ARRA. In February, 51 awards were announced for projects ranging from bridge replacements, freight rail corridor improvements, streetcar extensions, and bicycle/pedestrian networks. The largest grant award was \$105 million for a multi-state freight rail project, and the average award size was \$30 million.

DOT expects the TIGER II Discretionary Grant program to be just as competitive, though the total funding available is lower.

Subject: Client Update! Enterprise Zone Letters
From: California Consulting <juan@californiaconsulting.org>
Date: Wed, 5 May 2010 17:00:18 -0400 (EDT)
To: carrol@californiaconsulting.org



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May 5, 2010

Client Update: Enterprise Zone Letters

Please see letters below from Assemblywoman Anna Caballero advocating for the preservation of funding for the Enterprise Zone program. Assemblywoman Caballero has been a dedicated and articulate leader working with our office to preserve this important funding.

As many of you know, California Consulting has several cities and school districts as clients in the Monterey County/Salinas Valley area.

California Consulting lobbyist and C O O Juan Garza, II recently testified at an Assembly Hearing at the State Capitol asking that EZ's continue to be funded at the current levels. We will continue to work on this important issue.

05/03/2010 14:21 FAX 3163192128

ASM CABALLERO

003/003

STATE CAPITOL
P.O. BOX 945, 443
SACRAMENTO, CA 94249-0026
(916) 319-2328
FAX (916) 319-2128

DISTRICT OFFICE
100 WEST ALISAL ST. STE 134
SALINAS, CA 93801
(831) 759-8876
FAX (831) 759-2561

Assembly California Legislature

ANNA M. CABALLERO
ASSEMBLY MEMBER, TWENTY-EIGHTH DISTRICT



5/3/2010

COPY

Honorable Darrell Steinberg
President pro Tempore, CA State Senate
State Capitol, Room 205
Sacramento, CA 95814

Dear President pro Tempore Steinberg,

I am the legislator representing the cities and communities of the Salinas Valley in Monterey County. I am writing to inform you that the Salinas Valley Enterprise Zone is a critical component of the economic development strategy of the jurisdictions I represent.

Given the current economic crisis and high unemployment rates in California at this time, it is critical that the State invest in programs to encourage economic growth. Unemployment rates for the communities of the Salinas Valley were all higher than 20% this winter, and exceeded 40% in some locations. The Enterprise Zone serves as the single most important incentive program for businesses across our great State of California. By providing tax credits for businesses that hire certain residents living in distressed areas, the Enterprise Zone encourages businesses to invest in struggling communities and spurs economic growth and job creation.

The Salinas Valley Enterprise Zone is a relatively new Enterprise Zone, having received its designation on January 30, 2009. As of April 1, 2010, the Enterprise Zone has issued a total of 560 vouchers for Hiring Credits to 118 local businesses. The addition the Enterprise Zone also serves as a powerful attraction for new businesses and has greatly increased interest in the Salinas Valley; in fact several businesses, including electric vehicle manufacturer Green Vehicles Inc., have already relocated to the Salinas Valley thanks in no small part to the Enterprise Zone. These companies and others that are seriously considering locating in the Salinas Valley have indicated the Enterprise Zone program has played an important role in determining where they would locate their business.

In addition to these successes, the Salinas Valley Enterprise Zone has worked with local organizations and programs, including the Monterey County OneStop Career Center and City of Salinas Operation Censefire, an anti-gang effort, in an effort to encourage businesses to hire the most at-risk individuals. The Salinas Valley Enterprise Zone is looking forward to continuing in its efforts to utilize the benefits of the Enterprise Zone to benefit the community, and that continued support of the Enterprise Zone remain a high priority.

Thank you for your consideration in my request.

Sincerely,

ANNA M. CABALLERO
28th Assembly District

cc: Governor Arnold Schwarzenegger

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05/03/2010 14:21 FAX 9163192128

ASM CABALLERO

002/003

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FAX (831) 759-2961

Assembly California Legislature

ANNA M. CABALLERO
ASSEMBLY MEMBER, TWENTY-EIGHTH DISTRICT



5/3/2010

COPY

Honorable John A. Pérez
Speaker, CA State Assembly
State Capitol, Room 219
Sacramento, CA 95814

Dear Speaker Pérez:

I am the legislator representing the cities and communities of the Salinas Valley in Monterey County. I am writing to inform you that the Salinas Valley Enterprise Zone is a critical component of the economic development strategy of the jurisdictions I represent.

Given the current economic crisis and high unemployment rates in California at this time, it is critical that the State invest in programs to encourage economic growth. Unemployment rates for the communities of the Salinas Valley were all higher than 20% this winter, and exceeded 40% in some locations. The Enterprise Zone serves as the single most important incentive program for businesses across our great State of California. By providing tax credits for businesses that hire certain residents living in distressed areas, the Enterprise Zone encourages businesses to invest in struggling communities and spurs economic growth and job creation.

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In addition to these successes, the Salinas Valley Enterprise Zone has worked with local organizations and programs, including the Monterey County OneStop Career Center and City of Salinas Operation Ceasefire, an anti-gang effort, in an effort to encourage businesses to hire the most at-risk individuals. The Salinas Valley Enterprise Zone is looking forward to continuing in its efforts to utilize the benefits of the Enterprise Zone to benefit the community. I ask that continued support of the Enterprise Zone remain a high priority.

Thank you for your consideration to my request.

Sincerely,

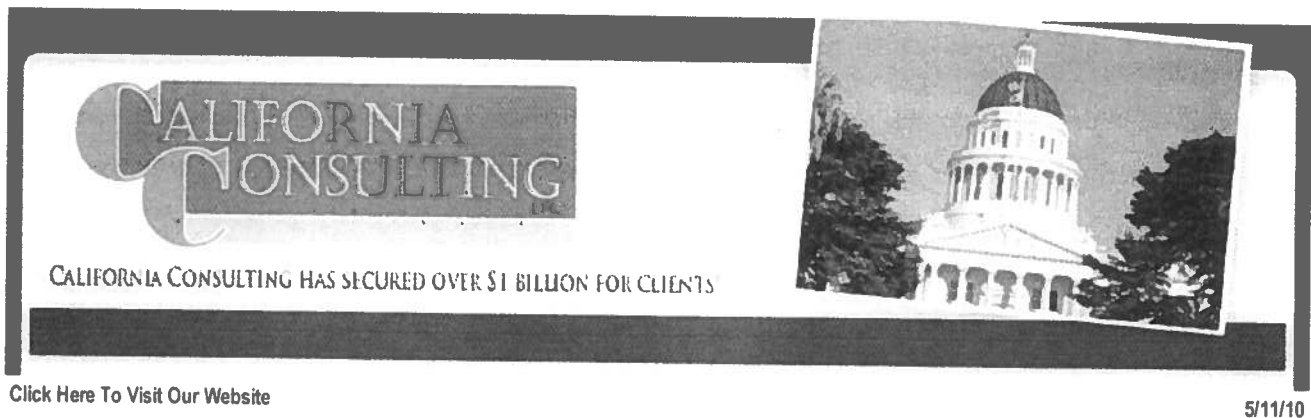
ANNA M. CABALLERO
28th Assembly District

cc: Governor Arnold Schwarzenegger

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Subject: May 17th Event Invitation - Barbara Alby
From: California Consulting <juan@californiaconsulting.org>
Date: Tue, 11 May 2010 17:20:19 -0400 (EDT)
To: carrol@californiaconsulting.org



INVITATION - HOPE YOU CAN ATTEND

Please join local government officials from the San Joaquin Valley
for a Roundtable discussion

Presented by California Consulting, LLC

with

BARBARA ALBY

Acting Board Member

State Board of Equalization - District 2

(Counties of Alpine, Amador, Butte, Calaveras, El Dorado, Fresno, Glenn, Inyo, Kern, Kings, Lassen,
Madera, Mariposa, Modoc, Mono, Nevada, Placer, Plumas, Sacramento, San Joaquin, Shasta,
Sierra, Siskiyou, Stanislaus, Sutter, Tehama, Tulare, Tuolumne, Ventura, Yuba, and a portion of Los Angeles,
San Bernardino, and Santa Barbara)

on

Monday, May 17, 2010

10:00 - 11:30 AM

Fresno COG Office
2035 Tulare Street - Sequoia Room

Please RSVP by Wednesday, May 12 to
Mai.Harvill@bec.ca.gov or at (916) 323-4051

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Subject: Enterprise Zone Update - Late Breaking News
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Fri, 14 May 2010 13:01:55 -0400 (EDT)
To: carrol@californiaconsulting.org



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Yesterday, California Consulting held a conference call with Salinas Valley area Enterprise Zone stakeholders. We have been actively engaged in the EZ issue for several months meeting with Legislators, Staff, Committee Staff, testifying at a hearing, etc. There have been numerous new developments over the last few days relative to the EZ program. We have summarized the latest developments as follows:

AB 2476: This bill is the vehicle for "consensus" changes to the EZ program. Mr. Perez has done an excellent job as has the Jobs and Economic Development staff developing proposed changes to the EZ program. The bill passed the Committee on April 20 and California Consulting testified in support of the bill on behalf of many of our clients. Discussions and negotiations are ongoing with stakeholders. The discussions are centering around proposed changes to the EZ program but does NOT include any discussion of eliminating or reducing EZ funding. Some proposed changes include a new tax credit for businesses that are doing "substantial rehabilitation" and for businesses that are investing in facilities. There may also be some alterations to existing tax credits.

Unfortunately, today AB 2476 was sent to the Assembly Appropriations "suspense" file. In order to pass the bill needs to be removed from the "suspense" file at the Assembly Appropriations Committee hearing on May 27. An overwhelming majority of bills that are sent to "suspense" never get removed from the file and are therefore dead. We need to ensure that AB 2476 passes Assembly Appropriations Committee.

ACTION:

We need cities, counties, and others to send letters to the Assembly Appropriations Committee asking them to remove AB 2475 from the suspense file at their May 27 hearing and vote to pass it out of Committee. California Consulting will be sending out a sample letter as well as contact information for the Committee very shortly.

SB 974: Attached is a letter from the Salinas Valley EZ leadership oppsing SB 974. SB 974 seeks to make substantial changes to the EZ program. Please see the attached letter.

ACTION:

California Consulting will be arranging for meetings and conference calls with Senate President Pro-Tem Steinberg to discuss SB 974 and seek amendments. Letters similar to the Salinas Valley letter are welcome at this time.

PRESERVING EZ FUNDING IN THE BUDGET:

Unfortunately, yesterday at an Assembly Budget Committee meeting the LAO representative testified and recommended elimination of funding for the \$400 million Enterprise Zone program.

As the budget discussions begin in earnest after the Governor's upcoming May revise this will be a time for us to actively and strongly advocate for preservation of EZ funding in the budget.

ACTION :

Many of you and your cities/counties have passed resolutions supporting EZ funding. If you have not already done so, please pass a resolution supporting EZ funding and send it to the Senate and Assembly Budget Committees. As well, if you have already passed a resolution or sent a letter please send a copy of your resolution to the Senate and Assembly Budget Committees.



May 11, 2010

The Honorable Lois Wolk
Chair, Senate Committee on Revenue and Taxation
State Capitol, Room 408
Sacramento, CA 95814

Dear Senator Wolk:

The Salinas Valley Enterprise Zone would like to indicate that it **OPPOSES** SB 974 as amended on May 3, 2010. This Bill would create new tax credits in an effort to incentivize the training and education of California residents. While the goals of SB 974 are laudable, the bill would also serve to cripple the Enterprise Zone Program by eliminating the use of Targeted Employment Areas as a qualifying criterion for Hiring Credits and would require voucher applications to be submitted within 21 days of the date of hire.

Targeted Employment Areas serve a valuable purpose by creating an incentive for employers to hire individuals living in economically distressed communities. Increasing employment and reducing joblessness in these communities is a key step to breaking the cycle of poverty and gang violence which the residents of several of these communities live with on a daily basis. We believe that Targeted Employment Areas are a reasonable way to target those communities that are most in need of help without extending the benefit to nearby communities that may not require the same level of assistance.

In addition, the requirement that voucher applications be submitted within 21 days of the date of hire would discourage many businesses from participating in the program. Already, the amount of paperwork required to obtain a hiring credit voucher can be prohibitive to an employer attempting to take advantage of the program (unless they use the Targeted Employment Area criterion). Requiring businesses to submit paperwork on an ongoing basis or risk losing the benefit would in effect prevent many small businesses, who often are busy managing their business themselves and don't have time to deal with paperwork regularly, from taking advantage of this program.

Now is not the time to increase the burden on the most disadvantaged communities in California by taking away the most significant tool available to create new jobs and put our people back to work. Resolutions supporting the Enterprise Zone Program have been adopted by the Salinas Valley Enterprise Zone Advisory Board (a body made up of representatives of all of the jurisdictions of the Salinas Valley), the City of Salinas (attached), the City of Gonzales, and the County of Monterey.

Salinas Valley Enterprise Zone
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Salinas, CA 93901-2639

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(831) 759-7352
(831) 775-4258

12

The Salinas Valley Enterprises Zone urges the Committee to reject SB 974 until the provisions regarding Enterprise Zones are removed. Thank you for your attention to this issue.

Sincerely,



Andrew Myrick
Enterprise Zone Manager

CC: The Honorable Darrell Steinberg
The Honorable Mimi Walters
The Honorable Elaine Alquist
The Honorable Roy Ashburn
The Honorable Alex Padilla
The Honorable Anna Caballero
Colin Grinnell, Senate Committee on Revenue and Taxation
Salinas Valley Mayors
Salinas Valley City Managers
Monterey County Board of Supervisors Chairperson
Monterey County Chief Administrative Officer
Salinas Valley Enterprise Zone Advisory Board
California Association of Enterprise Zones

RESOLUTION NO. 19536 (N.C.S.)

A RESOLUTION OF THE CITY OF THE SALINAS CITY COUNCIL IN SUPPORT OF
THE ENTERPRISE ZONE PROGRAM

WHEREAS, the origins of California's Enterprise Zone came through enactment of two separate programs in 1984 – the Enterprise Zone Act and the Employment and Economic Incentive Act; and

WHEREAS, the Enterprise Zone provides a geographically-targeted economic development tool for poor and blighted communities by creating incentives for businesses to hire new employees and purchase equipment for their businesses; and

WHEREAS, the City of Salinas jointly participated in the preparation of an application to designate portions of those jurisdictions as an Enterprise Zone; and

WHEREAS, on January 30, 2009, the Salinas Valley Enterprise Zone received its final designation as an Enterprise Zone from the California Department of Housing and Community Development; and

WHEREAS, the State of California and the Salinas Valley are experiencing their worst economic crisis since the Great Depression; and

WHEREAS, the cities and communities of the Salinas Valley experience high seasonal unemployment each year; and

WHEREAS, the economic crisis has exacerbated this situation, resulting in unemployment rates for the City of Salinas in February 2010 of 24%; and

WHEREAS, these high unemployment rates serve to increase poverty, crime, and foreclosures of homes, and lead to the disruption of public services to those in the community most in need of assistance; and

WHEREAS, the Salinas Valley Enterprise Zone has worked to combat these social problems by using the Enterprise Zone's incentives to encourage new businesses to locate within the Enterprise Zone and existing businesses to expand their operations; and

WHEREAS, the Salinas Valley Enterprise Zone has worked with local organizations and programs, including the Monterey County OneStop Career Center and City of Salinas Operation Ceasefire, in an effort to encourage businesses to hire the most at-risk individuals; and

WHEREAS, as of April 1, 2010, the Salinas Valley Enterprise Zone has issued a total of 560 Hiring Credit Vouchers to 118 local businesses, resulting in potential savings to those businesses in excess of \$3.5 million; and

WHEREAS, the Enterprise Zone has served to attract additional businesses, including

electric vehicle manufacturer Green Vehicles Inc., to the Salinas Valley, and has helped many others stay in business or expand their operations; and

WHEREAS, companies moving to or remaining in City of Salinas have stated specifically that the Enterprise Zone was a key component in their decisions to locate or remain within the Salinas Valley and California; and

WHEREAS, the City of Salinas acknowledges that the attraction of new businesses and the retention and expansion of existing businesses is the most effective way of guaranteeing its long-term well-being,

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Salinas has come to recognize the Enterprise Zone as the most impactful state incentive to create new jobs, grow existing businesses, and compete with other states to attract outside investment to California; and

BE IT FURTHER RESOLVED that the Council believes that the Salinas Valley Enterprise Zone has had a significant positive effect on business activity and economic growth in the Salinas Valley; and

BE IT FURTHER RESOLVED that the Council believes that eliminating the most critical business assistance program in the state would be a huge setback to improving California's business climate and its struggles to reach an economic recovery, and urges the state of California to support the Enterprise Zone program

PASSED AND ADOPTED this 27th day of April, 2010, by the following vote:

AYES: Councilmembers: Barnes, Barrera, De La Rosa, Villegas, Mayor Dennis Donohue

NOES: None

ABSENT Councilmember: Lujan, Sanchez

APPROVED


Dennis Donohue, Mayor

ATTEST


Ann Camel, City Clerk

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California Consulting Newsletter

May 2010

Grants Funded:

California Consulting grant writers have been notified that the following grant applications they have written were recently funded:

City of Huron/\$2,500; PG & E (4/2010)

City of Huron/\$90,000; 40 Per Capita (4/2010)

KingsCanyon Unified School District/\$200,000; Fresno Co First 5 Family Strengthening (4/2010)

City of Avenal/\$13,426; Baseball Tomorrow (5/2010)

City of Parlier/\$54,000; PTA General Allocation (5/2010)

This brings our total to 211 grant applications written by our team that have been funded for clients. California Consulting has also generated nearly \$1.4 billion for our clients through various federal, state, and private foundation avenues.

Upcoming Grants:

California Consulting, LLC grant writers are working on the following grant applications for our clients:

1. CEC AB 118
2. Lowe's for Schools
3. Fender Music Grant
4. Hearst Foundation
5. Nature Education Grant
6. TIGER
7. CDBG
8. SGC Prop. 84
9. Cal HOME
10. ojjdp anti-gang grant
11. EDA
12. NSCP
13. JAG
14. Tupe for Schools
15. Safe Routes to Schools
16. Walmart Foundation
17. AFG

Lobbying Updates:

One Voice: California Consulting, LLC organized the Fresno COG annual "One Voice" trip. The delegation of approximately 25 local elected officials, city managers, and community leaders, had 17 meetings in two days with several State Legislators, 4 senior members of the Governor's staff, State Agencies, key staff members. A number of issues emerged as key issues for Fresno COG during the 2010 year in Sacramento, including preservation of HUTA funding, a delay in SB 375, and preserving the funding for enterprise zones among several other major issues. The dinner on Tuesday evening was highlighted by keynote speaker, Senator Alan Lowenthal (architect of the gas tax swap package in the senate), the Chairman of the Senate Transportation and Housing Committee, and a key member of Senate President Pro-Tem Steinberg's leadership team. The Chairman for the two-day long lobbying trip was Clovis Mayor Harry Armstrong, who superbly moderated and facilitated the meetings on behalf of the entire delegation. A special thank you is necessary to Mayor Armstrong for his leadership on this important trip.

SB 375: During the various meetings on the One Voice trip, it became apparent that our push for delay in Implementation of SB 375 was gaining some traction with our guests. Clovis City Manager Kathy Millison, and others led the discussion on this important issue. The request has been submitted and Kathy and Barbara Steck did an outstanding job composing the letter. We were asked to put together a formal request asking for the delay of SB 375. California Consulting will organize follow up visits to Sacramento for a delegation of Valley leaders to meet with key representatives of ARB, Cal-EPA, the Governor's office, and others to advocate for a delay in SB 375. Our goal is to assemble a broad-based coalition of local cities, counties, COGs, and interest groups to advocate for this delay in SB 375. We anticipate organizing a conference call in the next two weeks.

CMIA Savings: California Consulting has held several meetings with CTC staff regarding the CMIA savings issue. California Consulting also sent out an e-mail detailing the CMIA savings issue, money that was available, the tier rankings, the amount of requests, and the process for funding. We are working with CTC Commissioner Assemi, among others, on this important issue. Steve has met two times with the CTC Executive Director regarding this issue and has had several discussions with CTC Commissioner Assemi regarding this topic. California Consulting held a meeting with CTC Executive Director and her staff in Sacramento on April 21, 2010. Meeting attendees included Steve Samuelian, Tony Boren, Cal-TRANS District 6 Director, Malcom Dougherty, along with three CTC staff members. On April 22, 2010, California Consulting organized a conference call with stakeholders, such as the Office of the Fresno Mayor and the California Partnership for the San Joaquin Valley, to discuss this important issue.

Transportation/Budget Update: On March 23, 2010, California Consulting sent out a summary outlining the budget the Governor has signed and how it impacts local cities, counties, governments, and transportation.

HUTA: We continue to hear that HUTA funding could possibly be in jeopardy later in the Legislative session. California Consulting will continue to monitor this issue closely and meet with Senate and Assembly Transportation leaders to ensure that cities are well positioned on this important issue.

Capitol Meetings: Steve continues his weekly meetings with Valley Legislators, Legislative staff, Committee staff, the Governor's office, ARB, Cal-EPA, Cal-TRANS, and others. Steven recently met with Senate Majority Leader Florez, the Chief of Staff for Assembly members, Arambula and Villines, as well as the Cal-EPA Deputy Secretary, and the Governor's Deputy Legislative Secretary, regarding a variety of issues.

Water Bond: California Consulting has been contacted by the campaign to pass the Water Bond. The California Latino Water Coalition and Mayors Victor Lopez, Armando Lopez, Robert Silva, Ruby Dhaliwal, Dennis Lujan, Ramon Dominguez, and others, have done an excellent job leading this issue.

\$55 Million for Fresno COG Project: To receive \$55 million from the state during these lean budget times is a tribute to the hard work and dedication of Cal-TRANS District 6 Director Malcolm Dougherty and his staff, as well as Tony Boren and the Fresno COG team. As well, the leadership of CTC Commissioner Darius Assemi was great! To receive \$55 million from the state during these lean budget times is a tribute to the hard work and dedication of Cal-TRANS District 6 Director Malcolm Dougherty and his staff, as well as Tony Boren and the Fresno COG team. As well, the leadership of CTC Commissioner Darius Assemi was greatly appreciated.

California Consulting organized a meeting a few weeks ago in Sacramento with the California Transportation Commission Executive Director and staff. The meeting was attended by myself, Tony Boren, and Malcom Dougherty, to discuss the 180 raided ramps project.

Malcolm and Tony did a wonderful job to secure this very important funding for the Fresno area. Even during a major state budget crisis much can be achieved by working together as a team!

Meeting with CTC Commissioner Assemi:

California Consulting arranged for a meeting with our clients, the Kern COG and CTC Commissioner, Darius Assemi, to discuss various important projects in Kern County. Several attendees from the City of Bakersfield, Kern COG Executive Director Ron Brummet, Steven Samuelian of California Consulting, as well as Cal-TRANS District Director Malcom Dougherty and Deputy Director Sharri Ehler, also attended the meeting. The next day, California Consulting held a conference call with CTC Director Rhinehart, Kern COG, Cal-TRANS District Director Dougherty, and Steve Samuelian.

Meeting with CTC Executive Director Rhinehart in Sacramento:

California Consulting arranged a meeting in Sacramento recently with CTC Executive Director, Bimla Rhinehart. Attendees at the meeting included Mrs. Rhinehart, other CTC staff members, as well as Tony Boren from Fresno COG, Steven Samuelian from California Consulting, and Malcom Dougherty, Cal-TRANS District 6 Director.

Enterprise Zone Funding:

California Consulting has been at the forefront of working to preserve the funding for Enterprise Zones across the state. California Consulting has secured letters of support from Fresno area State Legislators, Salinas Valley State Legislators, and taken other advocacy steps to preserve this funding. California Consulting C.O.O. and Lobbyist, Juan Garza, II, recently testified at an Assembly Hearing at the State Capitol urging the Committee to preserve and protect EZ funding.

The Legislature is currently reviewing enterprise zones statewide and discussing the possibility of reducing, or completely eliminating funding. Fresno County has a strong and productive enterprise zone and the Fresno EDC has done a great job with the implementation of the program. California Consulting has outlined a strategy to combat any attempts to cut enterprise zone funding. This strategy has been shared with key interest groups in the Fresno area, and we have convened a conference call to discuss the possibly strategies. We are coordinating with the League of Cities, Fresno EDC, Fresno Chamber, County of Fresno, Cities in Fresno County, Fresno Workforce

Investment Board, California Partnership for the San Joaquin Valley, and others, to present a united front. Additionally, we have spoken to the League of Cities and the South San Joaquin Valley Division regarding their assistance to coordinate our efforts.

We recently hosted a conference call to coordinate the efforts and divide up the duties. Participants in the call included representatives from Fresno WIB, Fresno Chamber, Fresno COG, Office of the Fresno Mayor, and others. We have sent out sample resolutions and followed up with all of the fifteen cities. Many have passed these resolutions supporting the EZ. California Consulting is having discussions with the Committee staff regarding the proposals surrounding EZ funding. Furthermore, during the April 20 hearing, we presented the Resolutions passed by COG, the county, and cities, to the Committee.

Moreover, California Consulting recently drafted a letter of support address to the Assembly Committee from our Fresno area State Legislative Delegation. Assemblyman Villines took lead on gathering signatures on the letter. The letter was sent on April 13 to the Committee and was signed by Senators Cogdill and Florez, as well as Assembly members Arambula, Gilmore and Villines. Juan Garza, II, from California Consulting, testified at the Assembly Jobs and Economic Development Committee hearing on April 20, at the State Capitol, and presented the resolutions passed by Fresno COG, in conjunction with Fresno County, and cities in the area.

On May 12, 2010 California Consulting held a conference call with Salinas Valley area Enterprise Zone stakeholders. We have been actively engaged in the EZ issue for several months meeting with Legislators, Staff, Committee Staff, testifying at a hearing, etc. There have been numerous new developments over the last few days relative to the EZ

program. We have summarized the latest developments as follows:

AB 2476: This bill is the vehicle for "consensus" changes to the EZ program. Mr. Perez has done an excellent job as has the Jobs and Economic Development staff developing proposed changes to the EZ program. The bill passed the Committee on April 20 and California Consulting testified in support of the bill on behalf of many of our clients. Discussions and negotiations are ongoing with stakeholders. The discussions are centering around proposed changes to the EZ program but does NOT include any discussion of eliminating or reducing EZ funding. Some proposed changes include a new tax credit for businesses that are doing "substantial rehabilitation" and for businesses that are investing in facilities. There may also be some alterations to existing tax credits.

Unfortunately, on May, 12, 2010, AB 2476 was sent to the Assembly Appropriations "suspense" file. In order to pass the bill needs to be removed from the "suspense" file at the Assembly Appropriations Committee hearing on May 27. An overwhelming majority of bills that are sent to "suspense" never get removed from the file and are therefore dead. We need to ensure that AB 2476 passes Assembly Appropriations Committee.

ACTION: We need cities, counties, and others to send letters to the Assembly Appropriations Committee asking them to remove AB 2476 from the suspense file at their May 27 hearing and vote to pass it out of Committee. California Consulting will be sending out a sample letter as well as contact information for the Committee very shortly.

SB 974: Significantly alters the EZ program.

ACTION: California Consulting will be arranging for meetings and conference calls with Senate President Pro-Tem Steinberg to discuss SB 974 and seek amendments. Letters similar to the Salinas Valley letter are welcome at this time.

PRESERVING EZ FUNDING IN THE BUDGET: Unfortunately, on May 11, 2010, at an Assembly Budget Committee meeting, the LAO representative testified and recommended elimination of funding for the \$400 million Enterprise Zone program.

As the budget discussions begin in earnest after the Governor's May revise this will be a time for us to actively and strongly advocate or preservation of EZ funding in the budget.

ACTION: Many of you and your cities/counties have passed resolutions supporting EZ funding. If you have not already done so, please pass a resolution supporting EZ funding and send it to the Senate and Assembly Budget Committees. As well, if you have already passed a resolution or sent a letter please send a copy of your resolution to the Senate and Assembly Budget Committees.

New Staff Member:

California Consulting is pleased to announce that Sundy Sosavanh has joined the firm as a full-time Project Manager at the Fresno office.

Sundy is a first-generation college graduate having earned her B.A. from California State University, Monterey Bay, in Liberal Studies. Sundy will continue her education by working on a Master of Arts degree in Education while attending California State University, Fresno.

Sundy has experience in the Monterey County area, having previously served as a Staff Assistant at the Panetta Institute at CSU Monterey Bay, and later as the Project Assistant for Project Highly-Qualified Avenue for the Education Department at CSU Monterey Bay.

Sundy enjoys spending time outdoors with her dog, Gracie Lou, playing rugby, reading, golfing, traveling, and attending art shows.

New Clients:

We are very pleased to welcome several new clients that have signed contracts with California Consulting including: the City of Farmersville, Travis Unified School District (Solano County), Westside Elementary District (Fresno County), and West Park School District (Fresno County). Welcome aboard!

State of California • Department of Transportation



PRESS RELEASE

Date: May 11, 2010
District: 6 - Fresno
Contact: Jose Camarena, Caltrans
Phone: (559) 488-4067
Or
Brenda Lauchner, Fresno COG
(559) 233-4148, ext. 219. www.measurec.com or www.fresnocog.org

FOR IMMEDIATE RELEASE

FINAL FUNDING SECURED FOR "BRAIDED RAMPS" PROJECT IN FRESNO METROPOLITAN AREA

Fresno - Today, the California Department of Transportation (Caltrans), in partnership with the Council of Fresno County Governments (Fresno COG) and the Fresno County Transportation Authority (FCTA) announced \$55 million in newly secured funding which will bring mobility improvements to State Route (SR) 180 between SR's 41 and 168.

Commuters in the Fresno Metropolitan Area are more than familiar with traffic along State Route (SR) 180 between SR's 41 and 168. Daily traffic congestion and delays during morning and evening commutes are caused by vehicles merging onto SR180 from SR41 and/or SR168, and the traffic already on SR 180. Converging streams of commuters become entwined in a dance of braking, dodging, darting vehicles that is enough to rattle even the most experienced driver's nerves.

"Caltrans is working hand-in-hand with Fresno's COG and the FCTA to ensure tax dollars are utilized quickly and responsibly to help stimulate our local economy, reduce congestion and further invest in Fresno County's transportation infrastructure," said Caltrans District 6 Director Malcolm X. Dougherty.

The Braided Ramps Project, which will receive \$55 million in funding from Caltrans' State Highway Operation & Protection Program (SHOPP) and an additional \$14.5 million from Fresno County's Measure C, will reduce traffic congestion and delays along this system of interlocking freeways by eliminating as many merging and transition conflicts as possible in order to get motorists safely and efficiently from one area of town to another.

Trinidad Rodriguez, Fresno COG Policy Board Chairman, stated, "This is yet another example of projects being delivered faster thanks to Fresno Voters and Measure C sales tax dollars. Thanks to this effort \$55 million is now available for other regional transportation projects, and the Braided Ramps Project will likely be completed years ahead of our original schedule making this Ground Zero for Mobility in Fresno County"

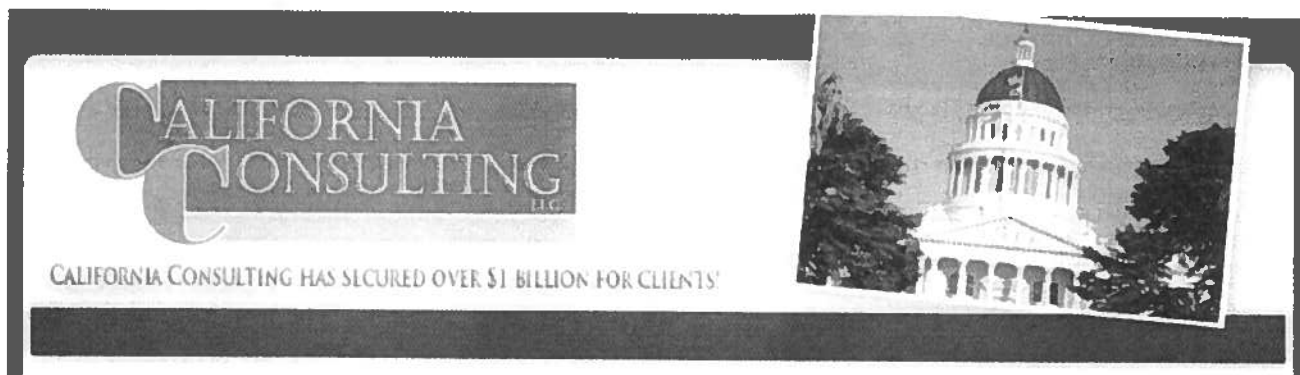
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SLOW FOR THE
CONE ZONE

20

Subject: Board of Equalization Roundtable Meeting A Success
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 19 May 2010 16:45:03 -0400 (EDT)
To: carrol@californiaconsulting.org



[Click Here to Visit Our Website](#)

California Consulting hosted a roundtable meeting featuring State Board of Equalization Acting Member Barbara Alby.

The meeting was held at the Fresno COG office on Monday May 17, 2010 and was attended by approximately 20 local government leaders from throughout the San Joaquin Valley.

Participants in attendance included leaders from 9 Valley cities including representatives from the cities of Selma, Kerman, Mendota, Sanger, Newman, Oakdale, Clovis, Kingsburg, Orange Cove, and the County of Fresno among others. Also present at the meeting were representatives of the Fresno EDC, Ripon Unified School District, and the Kings River Conservation District among others.

The discussion began with Kerman Mayor and current Fresno COG Chairman Trinidad Rodriguez welcoming the guests. Steve Samuelian of California Consulting introduced Board Member Alby.

Alby discussed a variety of issues impacting cities and local governments. The guests had many questions for Alby and she agreed to a follow up workshop with local governments from across the Valley to discuss several of the issues that were raised.

Alby represents a District that stretches from San Bernardino County in Southern California all the way to the Oregon border.

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