

Subject: September Newsletter 2010
From: Steve Samuchan <steve@californiaconsulting.org>
Date: Wed, 29 Sep 2010 18:45:07 -0400 (EDT)
To: carrol@californiaconsulting.org



September Newsletter 2010

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Grant Awards:

1. Great Valley Energy, LLC/\$1,989,000
AB 118 Application
2. Sanger PD/\$7,443
Justice Assistance Grant
3. Greenfield Union School District/\$23,000
AB 276
4. Parlier Unified School District/\$51,731
USDA Community Facilities
5. Dixon Unified School District/\$14,560
School Breakfast Program
6. Fairfield PD/\$99,306
COPS Secure Our Schools
7. Orange Cove PD/\$53,968
COPS Secure Our Schools

Grants our grant writers are currently working on or have recently submitted for clients:

1. Recreation Trails
2. Land & water Conservation
3. EDA
4. SRF for Waste Water
5. USDA
6. Cal Fire
7. Urban Greening
8. Tired Derlved
9. Hearst Foundation
10. Habitat Conservation
11. Brownfield
12. School Gardening
13. Tree Grant

New Clients:

California Consulting, LLC is pleased to welcome Alvina Unified School District, Riverdale Unified School District, Agape Charter School of Fresno, Caruthers Unified, Monroe Unified, Greenfield Union School District and Commercial Aviation Services to our growing list of clients. These seven new clients bring the total to 24 new clients that have retained California Consulting, LLC since the beginning of 2010. We are honored that seven new clients joined the company in September, making September 2010 the best month in California Consulting history! We thank our clients for their continued confidence in California Consulting.

New Addition to the California Consulting Team:

Another experienced grant writer joins team.

To accommodate the expansion of the firm's client base and the demand for services, California Consulting today announced the hiring of Robert Garcia as a Senior Associate. Mr. Garcia served as a Major in the United States Military and has worked for the City of Fresno for 24 years. During his tenure with the City, Mr. Garcia drafted and submitted approximately 100 complex state and federal grant applications, several of which were funded and brought in millions of dollars for the City of Fresno. He has written grants for various city departments, including the police department and the public works department. He has specialized in engineering related projects including serving in the city's wastewater division for several years. Mr. Garcia also wrote major federal and state grant applications for the City of Fresno Police Department for several years. Garcia has specialized in waste water, infrastructure, roads, and public improvement grants while a member of the City of Fresno's Public Works staff. As a key longtime member of the Public Works Department at the City of Fresno, Garcia worked on dozens of water, waste water, roads, planning, street improvement, and related projects.

In announcing the news, California Consulting Chief Operating Officer Juan Garza II said, "We were very fortunate to lure Rob away from the City of Fresno. His level of experience, grant writing expertise, and success in securing federal and state grant funds will help California Consulting maintain, and even exceed, the level of service we provide to our clients. In particular, his background in the wastewater arena, as well as public safety, is both major assets to the firm. This is a major addition to our grant writing staff that gives us one more highly seasoned and experienced grant writer."

California Consulting has emerged as the largest grant writing company in the State of California. Since its inception in 2004, the firm has secured over \$1.4 billion dollars for its clients. To gain more information, please visit www.californiaconsulting.org.

California Consulting hosts Kern County Roundtable:

On September 10th Assemblyman Tom Torlakson, a former State Senator and former Chairman of the Housing Committee and the Education Committee in the State Legislature, met with Kern County area leaders in Bakersfield at the Woolgrowers Restaurant. The group discussed a myriad of issues including education, transportation,

14. Baseball Tomorrow
15. SAFER
16. SG Foundation
17. Subaru-Mantis
18. Toshiba
19. Cal Trans Planning
20. Music Is Revolution
21. Ray Solomon Foundation
22. S.H. Cowell Foundation
23. Office Depot
24. Wal-Mart
25. CVS
26. Charles Lattif
27. Reading, Writing & Rhythm
28. PG & E Bright Ideas for Schools
29. Recreation Trails
30. Habitat Conservation
31. Soccer Foundation
32. OTS

Testimonial:

"Having served as a City Manager for several cities I have seen many Consulting firms in action.

California Consulting is by far the best grant writing and governmental affairs firm that I have worked with. California Consulting has the relationships, know how, hard work ethic and responsiveness that are the key components of any company. I recommend them strongly."

Alan Bengyel
City Manager
City of Orange Cove
9/23/10

California Consulting Facebook Page:

Check out our updated Facebook page at:
<http://www.facebook.com/>
<http://www.facebook.com/group.php?gid=167533966354&v=info>

housing, economic development) and other important issues.

Approximately 20 Kern County area local elected officials, Mayors, Council members, School Superintendents, Kern COG representatives and leaders were in attendance at the California Consulting organized event. California Consulting owner, Steve Samuelian, introduced Assemblyman Toriakson at the meeting. Mr. Toriakson spoke about several key issues facing the State.

Perea Keynotes Fresno County Education Roundtable:

On Monday September 20, 2010 California Consulting, LLC organized an "Education Summit" for Fresno County leaders with special guest Fresno City Councilman Henry T. Perea. The invitation only event was held at the Downtown Club in Fresno and attended by several school board members, superintendents, and community leaders. The program was moderated by California Consulting Owner Steve Samuelian and featured presentations from leading education experts including Parlier Unified Board of Education Chairman Ben Tamez, Kings Canyon Unified Superintendent Juan Garza, Caruthers Unified Superintendent Jim Sargent, Parlier Unified Superintendent Rick Rodriguez, and Southwest Transportation CEO Kirk Hunter.

Several other Valley leaders were in attendance including Sanger Mayor Victor Ruiz and Selma Unified Superintendent Mark Sutton. The roundtable meeting included an extensive and detailed discussion of many important issues currently facing rural school districts in Fresno County.

The summit was an opportunity to discuss "best practices" and methods by which we can bring more state and federal resources to the Fresno County area.

California Consulting to Host Education Roundtable in Monterey County:

On October 28th California Consulting and our clients, the Salinas City Elementary School District are hosting an Educational Roundtable in the Salinas Valley. The event will feature Gerry Shelton, Chief Consultant for the Assembly Education Committee.

CALIFORNIA CONSULTING, LLC
In Conjunction With
**SALINAS CITY ELEMENTARY
SCHOOL DISTRICT**

*Cordially Invite You to Attend
An Education Forum for MONTEREY COUNTY*

With Special Guests

Dennis Donahue
Mayor, City of Salinas

Gerry Shelton
Chief Consultant, California State Assembly Education Committee

Adonai Mack
Legislative Advocate, Association of California School Administrators

Stephen Rhoads
Principal, Strategic Education Services

*Please join us at this informative education forum to discuss
important issues impacting education throughout the State.*

Date: Thursday, October 28, 2010
Time: 11:30 AM – 1:00 PM
Location: Boronda Meadows School, Library
915 Larkin Drive, Salinas, CA 93907

Topics: *S.G. *Race to the Top
*Q/LA Status *State Budget/Prop. 98

Invitation Only – Please RSVP to Juan Garza II at (559) 244-0861
juan@californiaconsulting.org

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

Subject: CA Dept of Education Funding (Qualified School Construction Bond)
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Mon, 4 Oct 2010 22:05:05 -0400 (EDT)
To: carrol@californiaconsulting.org



California Dept of Education Funding

Qualified School Construction Bond

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Funding Name: Qualified School Construction Bond

Eligible Applicants: local educational agencies

Required Eligibility Criteria: All districts and county offices of education, except the twelve direct authorized districts, will be eligible to submit applications. A school district or county office of education that received a 2009 allocation but did not make any issuance may not apply for an authorization until June 24, 2011. Charter schools will apply for allocations through the California State Treasurer, California School Finance Authority.

Funding Description: Qualified School Construction Bonds (QSCB) offers local educational agencies (LEAs) the ability to sell tax-exempt bonds and use the revenue, essentially a loan, for construction of public school facilities, rehabilitation or repair of school facilities, acquisition of land on which public school facilities will be constructed with proceeds of issuance, or to purchase equipment related to the project(s) constructed or rehabilitated with the proceeds of issuance.

View at <http://www.cde.ca.gov/fg/fo/profile.asp?id=1926>

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Subject: Over \$4.5 Million in Grants Awarded to California Consulting Clients
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 6 Oct 2010 18:30:05 -0400 (EDT)
To: carrol@californiaconsulting.org



For Immediate Release
Contact: Juan Garza II

October 6, 2010
Tel: (559) 244-0801

Company Secures Over \$4.5 million in Grant Funds for Clients

-16 Grants Awarded in Past 60 Days-

Fresno, CA - California Consulting, LLC today announced that its grant writers secured 16 grant awards for clients in the months of August and September. The grant awards total over \$4.5 million, which will be used for various municipal and educational projects. The following are the 16 grant awards:

1. **AB 118 - \$1,989,000** (Great Valley Energy, LLC): Grant funds will be used for projects that will promote and produce alternative fuel and energy technologies in California.
2. **Civic Justice Corps Program - \$1,530,950** (Fresno EOC): Grant funds will be used to provide job readiness, customized job development, referral, and classroom-based occupational training to people recently released from incarceration.
3. **ASES Grant - \$300,000** (Salinas Union High School District): Funds after school programs to provide tutoring to enhance students' education and social skills
4. **COPS Hiring Program - \$249,469** (City of Reedley): Grant funds will be used to hire one additional full-time police officer for three years at the Reedley Police Department.
5. **Transportation Planning - \$157,500** (City of Kerman): Grant funds a streetscape master plan for Madera Avenue, a four-lane divided roadway running through Kerman's downtown. The City will develop a context sensitive streetscape plan for the roadway from Church Avenue to State Route 180 to include traffic calming measures, landscape improvements, lighting, signs and street furniture; as well as help reduce greenhouse gas.
6. **COPS Secure Our Schools - \$99,306** (Travis Unified School District/Fairfield Police Department): Grant funds will be used to install security cameras and other surveillance equipment at two schools in the Travis USD; surveillance equipment may be monitored by the police department.

7. **COPS Secure Our Schools - \$53,968** (Kings Canyon Unified School District/City of Orange Cove Police Department): Grant funds will be used to purchase FCC mandated digital radios for school buses to enhance student safety.
8. **USDA Community Facilities - \$51,731** (Parlier Unified School District): Grants funds used to develop essential community facilities in the areas of health care, public safety, and community and public services.
9. **Transportation Planning - \$40,000** (City of Gonzales): Funds will be used to assess and map the community to document all pedestrian routes, with an emphasis on students' school routes, and existing safety improvements including sidewalks, handicap access ramps, cross walks, and traffic controls.
10. **Gang Resistance Education And Training - \$35,000** (City of Reedley): Funds middle school education programs to prevent youth from entering into gang activities.
11. **Gang Resistance Education And Training - \$31,600** (City of Kerman): Funds middle school education programs to prevent youth from entering into gang activities.
12. **Gang Resistance Education And Training - \$29,000** (City of Kingsburg): Funds middle school education programs to prevent youth from entering into gang activities.
13. **AB 2766 - \$23,000** (Greenfield Union School District): Funds will be used to purchase electric powered vehicles for School District use.
14. **School Breakfast Program - \$14,560** (Dixon Unified School District): Funds will be used to purchase new equipment for the school kitchen.
15. **Justice Assistance Grant - \$7,443** (City of Sanger): The Sanger Police department will use JAG funding to purchase 14 RAM Panasonic Laptop computers. The laptop computers will be installed in police vehicles and used by patrol officers so they can take calls for service, write reports, run warrant checks, etc. in the field.
16. **COPS Secure Our Schools - \$6,259** (Ripon Unified School District/Ripon Police Department): Funding will enable Ripon High School to purchase new two-way radios, access to the Ripon Police department on-campus cameras, banners for the cafeteria promoting our core values, community outreach materials, and funding for bullying prevention training programs.

In announcing the news, California Consulting Chief Operating Officer Juan Garza II said, "The grant funds we have recently secured for clients are a direct reflection of the expertise and experience of our professional grant writing team. Our grant writers work hard to utilize their years of grant writing experience to draft and submit highly competitive grant applications. Several of the grants awarded were highly sought after federal and state grants that were awarded to only a small percentage of applicants."

Since its inception in 2004, California Consulting has written 229 grant applications that have been funded for clients. California Consulting has emerged as the largest grant writing company in the State of California. The firm has secured almost \$1.4 billion dollars for its clients. To gain more information, please visit www.californiaconsulting.org.

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6

Information: Proposition 23 Legislative Briefing Reports

Subject: Information: Proposition 23 Legislative Briefing Reports
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 6 Oct 2010 21:05:04 -0400 (EDT)
To: carrol@californiaconsulting.org



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Information: Proposition 23 Legislative Briefing Reports

A joint legislative hearing was held October 1, 2010 on Proposition 23. The legislative staff report and LAO report on the proposition are attached and linked.

<http://officeofrustyselix.org/CALCOG/PROP23%5b1%5d.pdf>



October 1, 2010

**Proposition 23:
Suspension of "Assembly Bill 32"
Until California's Unemployment Rate
Is 5.5 Percent or Less for a Year**

LEGISLATIVE ANALYST'S OFFICE

Presented to:

Senate Environmental Quality Committee

Hon. Joe Simitian, Chair

Assembly Natural Resources Committee

Hon. Wesley Chesbro, Chair



October 1, 2010



Summary and Background



Summary

- Proposition 23 would suspend the implementation of the California Global Warming Solutions Act of 2006, commonly referred to as AB 32, until the unemployment rate in California is 5.5 percent or less for four consecutive quarters. During the suspension period, state agencies would be prohibited from proposing or adopting new regulations, or enforcing previously adopted regulations, that would implement AB 32. (Once AB 32 went back into effect, this measure could not suspend it again.)



Background

- **Assembly Bill 32 Enacted to Limit Greenhouse Gas Emissions.** Chapter 488, Statutes of 2006 (AB 32, Núñez), established the target of reducing the state's emissions of greenhouse gases (GHGs) by 2020 to the level that emissions were at in 1990. It is estimated that achieving this target would result in about a 30 percent reduction in GHGs in 2020 from where their level would otherwise be in the absence of AB 32.
- **Other Laws Would Reduce GHG Emissions.** The Legislature has enacted various other state laws—both before and after the enactment of AB 32—that would also serve to reduce GHG emissions. In some cases, the main purpose of these other laws is specifically to reduce GHG emissions, while in other cases the principal purpose may be something else (for example, energy efficiency).

October 1, 2010



Summary and Background

(Continued)

- ***Air Resources Board Has Developed Plan to Achieve AB 32's GHG Emission Reduction Target.*** As required by AB 32, the Air Resources Board (ARB) in December 2008 adopted its plan on how AB 32's GHG emission reduction target for 2020 would be met. The plan—referred to as the AB 32 Scoping Plan—encompasses a mix of about 70 traditional regulatory measures (such as energy efficiency standards for buildings) and a major market-based measure referred to as “cap and trade.” Some of these are measures authorized by AB 32, while others are authorized by separately enacted laws. As allowed under AB 32, the ARB has adopted a fee regulation to recover the state's costs of administering the GHG emission reduction programs.

October 1, 2010



What Is the Likely Period of AB 32's Suspension Under Proposition 23?



AB 32 Would Be Suspended Immediately...

- The unemployment rate in California for the first two quarters of 2010 was above 12 percent. Under the terms of the measure, AB 32 would be suspended immediately.



...And Likely Remain Suspended for Many Years

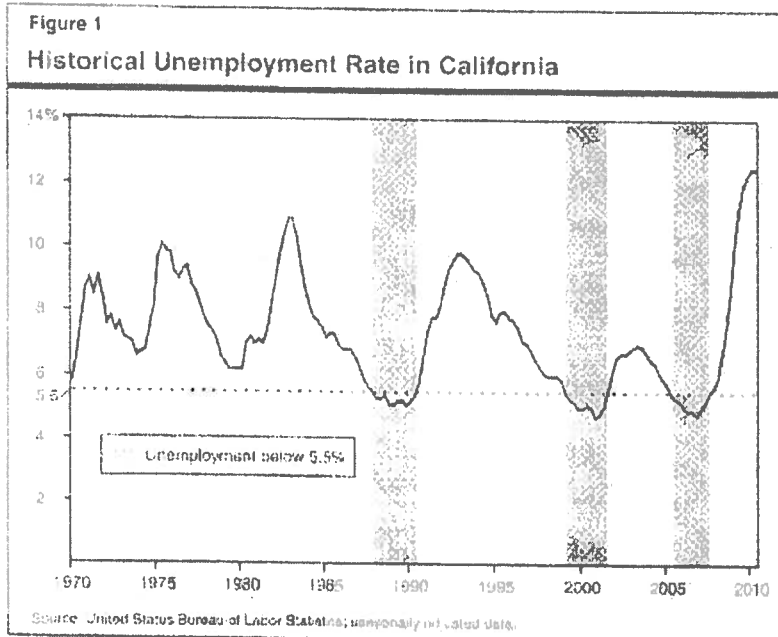
- While we cannot estimate when the suspension of AB 32 might end, it appears likely that AB 32 would remain suspended for many years. This view is based on a number of factors, including:
 - A historical perspective on the state's unemployment rate (see figure next page) which shows that, since 1970, the state has had three periods (each about ten-quarters long) when the unemployment rate was at or below 5.5 percent for four consecutive quarters.
 - Economic forecasts for the next five years that have the state's unemployment rate remaining above 8 percent.

October 1, 2010



What Is the Likely Period of AB 32's Suspension Under Proposition 23?

(Continued)



October 1, 2010



Impacts of Proposition 23 on Climate Change Regulation

As previously discussed, under Proposition 23, AB 32 would be suspended immediately and likely remain suspended for many years. As a consequence:



Various Climate Change Regulatory Activities Would Be Suspended...

- Proposition 23 would result in the suspension of a number of measures in the Scoping Plan—namely those that rely on AB 32 for their regulatory authority. Suspended regulations are likely to include the proposed cap-and-trade regulation, the "low carbon fuel standard" regulation, the ARB's renewable energy standard regulation, and the AB 32 administrative fee regulation.



... But Much Regulation in the Scoping Plan Would Likely Continue

- Many current activities related to addressing climate change and reducing GHG emissions would probably not be suspended by this proposition, as they implement laws other than AB 32. Those that would likely move forward, for example, include new vehicle emission standards for cars and smaller trucks, a program to encourage homeowners to install solar panels on their roofs, land-use policies to promote less reliance on vehicle use, and building and appliance energy efficiency requirements.

October 1, 2010



Fiscal Impact of Proposition 23



Potential Positive and Negative Impacts on California Economy From Suspending AB 32

- **Potential Positive Economic Impacts, Positively Affecting State and Local Revenues.** Suspending AB 32 could:
 - Lower costs to businesses by reducing regulatory compliance costs.
 - Avoid energy price increases that otherwise would largely be passed on to energy consumers.
- **Potential Negative Economic Impacts, Negatively Affecting State and Local Revenues.** Suspending AB 32 could:
 - Discourage or delay investment and job creation in the energy efficiency and clean energy sectors, resulting in less economic activity in certain sectors than would otherwise be the case.
 - Halt air quality improvements that would have public health-related economic benefits.
- **On Balance, Modestly Higher Economic Activity.** Considering both the positive and negative economic impacts, we conclude that, on balance, economic activity in the state would likely be modestly higher if this proposition were enacted than otherwise. To the extent that such an increase in economic activity occurred, this would translate into an unknown but potentially significant increase in revenues to state and local governments.

October 1, 2010



Fiscal Impact of Proposition 23 (Continued)



Other Fiscal Impacts

- **Suspension of Proposed Cap-and-Trade Regulation Could Have Other Fiscal Effects Depending on the Regulation's Final Design and Implementation.** If the cap-and-trade regulation were to provide for the auctioning of emission allowances by the state to emitters of GHGs (one proposed approach), its suspension could preclude the collection by the state of potentially billions of dollars in payments from businesses. (Under such circumstances, both business costs and government revenues would be directly affected.)
- **Likely Reduced Energy Costs for State and Local Governments.** Because state and local government agencies are large consumers of energy, the suspension of certain AB 32 regulations that would likely result in lower energy prices would translate into somewhat reduced state and local government energy costs.
- **Impacts on State Administrative Costs and Fees.** During a suspension of AB 32, state administrative costs to develop and enforce regulations pursuant to AB 32 would be reduced, potentially in the low tens of millions of dollars annually. The suspension of the AB 32 administrative fee (a savings to fee payers) could put pressure on other fund sources to repay loans made to pay for the program in its initial years.

LEGISLATIVE ANALYST'S OFFICE

7

Steve Samuelian

15

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Grant Announcement: Highway Safety Improvement Program

Subject: Grant Announcement: Highway Safety Improvement Program
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 13 Oct 2010 14:25:06 -0400 (EDT)
To: carrol@californiaconsulting.org

Grant Announcement:
Highway Safety Improvement Program
Due: December 9, 2010



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Article CALTRANS Division of Local Assistance
Highway Safety Improvement Program ("HSIP")

<http://www.dot.ca.gov/hq/LocalPrograms/hsip.htm>

It is the intent of the HSIP that federal funds be expended on safety projects that can be designed and constructed expeditiously. Projects should not require the acquisition of significant rights of way (not more than 10% of the construction cost), nor should they require extensive environmental review and mitigation. For a project to be eligible for HSIP funding, a specific safety problem must be identified for correction and the proposed countermeasure must correct or substantially improve the condition. Interested applicants should submit an application by Thursday, December 9, 2010.

Please see this informative grant update. If you are interested in pursuing this grant opportunity for your Agency please contact California Consulting, LLC at (559) 244-0801 or carrol@californiaconsulting.org. Thank you. Steve

Steve Samuelian
1530 E Shaw Ave Suite 114
Fresno, CA 93710
(559) 244-0801

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16

Subject: Director of Business Development Announcement
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Thu, 14 Oct 2010 17:05:06 -0400 (EDT)
To: carrol@californiaconsulting.org



For Immediate Release
Contact: Juan Garza II

October 14, 2010
Tel: (559) 244-0801

Company Announces New Director of Business Development

Fresno, CA - California Consulting, LLC today announced Dina Scambray as its new Director of Business Development.

Dina is the former program coordinator and grant writer for the Cutler-Orosi Unified School District and the Corcoran Unified School District. She has also worked as a teacher and administrator in public schools in the Central Valley. She earned her Bachelor of Arts degree in Journalism and Advertising and also earned a Master of Arts degree in Administration. Dina was selected by the California Department of Education to serve as "Grant Reader" for the After School Grants for California. In January of 2007 she successfully completed the Grant Writing USA workshop in Sacramento.

As the Director of Business Development, Dina will oversee the expansion of the firm's services and client base as well as interact with prospective new clients all over California.

In announcing the news, California Consulting Chief Operating Officer Juan Garza II said, "We are excited to announce a person of Dina's caliber as our Director of Business Development. Her previous work and professional experience writing grants for public school districts has positioned her well for her role at California Consulting. As California Consulting continues to grow, the addition of Dina is a positive step forward for the development of the firm."

California Consulting has emerged as the largest grant writing company in the State of California. Since its inception in 2004, the firm has secured almost \$1.4 billion dollars for its clients. For more information, please visit www.californiaconsulting.org.

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