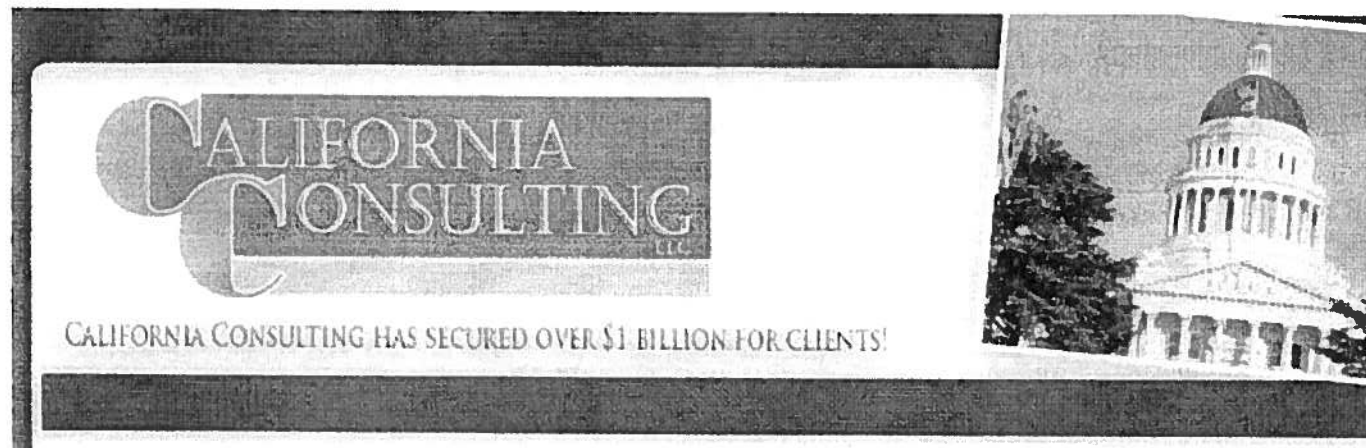


Subject: 112th Congress Outlook
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Mon, 8 Nov 2010 16:40:07 -0500 (EST)
To: carrol@californiaconsulting.org



Please click on the link below to view an outlook for the 112th Congress published by the Caltrans Office of the Federal Liaison.

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California Delegation Makeup:

There are two seats on the California Congressional Delegation that remain undecided. As of this writing, mail-in votes are being counted for the 11th and 20th Districts. At this time, in the 11th District, Jerry McNerney has a 441 vote lead over David Harmer (47.6% to 47.4%) and Andrew Vidak has a 1,823 vote lead over Jim Costa (51.5% to 48.5%). If these candidates maintain their leads, then Republicans will pick up one seat in the Central Valley. Two other changes result from retirements: Karen Bass is taking Diane Watson's seat, and Jeff Denham is taking George Radanovich's.

House of Representatives:

At this time, the Republicans have won 244 seats in the House and the Democrats have 186, with 10 seats still undecided. Nancy Pelosi, will no longer be Speaker; John Boehner of Ohio will assume that role in the next Congress. Representative Pelosi has announced that she will run for Minority Leader. Steny Hoyer of Maryland, who is the current Majority Leader, will compete with current Majority Whip James Clyburn for the Minority Whip position.

The T&I Committee Chair should go to John Mica of Florida, who is the ranking member (see below). T&I Chairman Jim Oberstar lost his campaign for re-election. Nick Rahall of West Virginia is the next senior Democrat on the committee, followed by Peter DeFazio of Oregon and Jerry Costello of Illinois. All three appear interested in becoming the Ranking Member. There have also been reports that the overall size of the T&I Committee may be shrunk to membership levels comparable to other authorizing committees (~45-50 members).

On the Appropriations Committee, Jerry Lewis and Hal Rogers of Kentucky are the leading contenders for the chairmanship. Either would need a waiver under GOP term-limit rules to serve as chair. Both are actively canvassing the Republican Conference for support.

The other thing that will change is the makeup of the House Committees, whose party ratios will now reflect the new Republican majority. It is likely that California's membership on the T&I and Appropriations Committees will shift to reflect the Republican majority. If the Democrats follow strict seniority rules, this will eliminate opportunities for junior members to continue serving on these committees.

While California has lost the influence of the Speakership in the House, it could experience other gains in leadership. Kevin McCarthy of Bakersfield is poised to become the Majority Whip in the House. In addition, David Dreier will regain the chairmanship of the Rules Committee; Howard "Buck" McKeon will chair Armed Services; and Darrell Issa will become the Chair of the Oversight and Government Reform Committee.

Senate:

In the Senate, Republicans hold 47 seats and Democrats hold 52, the Alaskan Senate race is still undecided because of the 41 percent write in returns, the majority of which are presumed to be for the



incumbent Republican Senator Lisa Murkowski. At this point, it appears that Harry Reid will retain his position as Majority Leader and that Senator Boxer will continue as Environmental and Public Works Committee Chair.

Outlook for Authorization:

One thing that does not change is the calculus for funding a new authorization bill. The most likely scenario is going to be an extension or series of extensions of SAFETEA-LU because of the difficulty in resolving the funding issue.

Absent a desire to raise taxes, a new Congress is going to need to rely more on P3's and innovative financing methods as an alternative. This means that the oppressive P3 oversight programs proposed by Chairman Oberstar would not likely find its way into a new bill. It is also possible that the Congress will go with a much more narrowly focused federal role in transportation as a way of reducing the need to grow the program.

It is possible that investments in High Speed and Intercity Rail will be vulnerable, followed by any broadening of urban programs that would mandate complete streets or make off-system investments. Investments in the national highway system would likely remain a priority, especially if they are goods movement related (but not for privately-owned freight rail). It is also possible that competitive discretionary programs like TIGER 1 and TIGER 2 would also fall to the wayside as it is unlikely that a Republican Congress would be willing to allocate unfettered discretionary responsibility to a Democratic Administration.

John Mica has released a statement that it is his priority is to pass authorization bills for surface transportation, aviation, and the Coast Guard as well as a new water resources (Corps of Engineers) bill. He indicated that for surface transportation, he will focus on streamlining the process to shorten delivery and freeing up idle infrastructure funding. This may mean that there is a potential for a rescission of older unobligated earmarks and other unobligated balances, potentially in the TIGER and High Speed Intercity Rail programs.

Earmarks:

It will be interesting to see how the new Congress deals with earmark programs. Last year, both Parties agreed to reduce the size and number of earmarks, with the Republicans adopting an outright ban for one year and the Democrats adopting a transparent process that prohibited earmarks for private sector benefit. As of this writing, Speaker-elect John Boehner has called for a renewal of this pledge against earmarks and President Obama has called the elimination of earmarks, an area of agreement between him and Boehner. Senate appropriators -- both Democrats and Republicans -- are balking at this position, but Senate Republicans may force their members to refrain from earmarking.

Subject: \$5.5 Million in Recent Grant Awards
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Thu, 11 Nov 2010 15:35:07 -0500 (EST)
To: carrol@californiaconsulting.org



Clients Awarded Almost \$5.5 Million in Grant Funds in Past 30 days

-California Consulting Continues Securing Grant Funds for its Clients-

Fresno, CA - California Consulting, LLC today announced that our grant writers secured almost \$5.5 million in competitive grant awards for clients in the past 30 days. The grant awards will be used for safety, educational, parks and Census projects. The following are the grant awards:

1. **Prop. 84 Park Development and Community Revitalization - \$3,397,835** (City of Arvin): Funds will be used to develop Jewett Park in the City.
2. **School Improvement Grant (SIG) - \$1,081,500** (Farmersville Unified School District): Funds will be used to address the needs of the District in improvement, corrective action, and restructuring to strengthen student achievement. Funds are to be used to leverage change and improve technical assistance by targeting activities towards measurable outcomes. Expected results from the use of these funds include improving student proficiency, increasing the number of schools that make adequate yearly progress, using data to inform decisions, and creating a system of continuous feedback and improvement.
3. **Prop. 84 Park Development and Community Revitalization - \$530,000** (City of Avenal): Funds will be used to develop Avenal Neighborhood Park.
4. **Safe Routes to Schools - \$250,000** (City of Orange Cove): Program funds will be used to improve conditions for children in kindergarten through eighth grade, to safely walk and bicycle to school. The physical improvements are located within a two-mile radius of a school.
5. **COPS Secure Our Schools - \$198,249** (Salinas City Elementary School District/City of Salinas Police Department): Grant funds to be used for video equipment, security guard surveillance, surveillance equipment, fencing, locks.

any other security equipment to help create a safer school environment and prevent against vandalism.

6. **CountyComplete Count Community Census Outreach Funds - \$38,750** (County of Fresno): Grant funds will be used to promote the Census activities and encourage residents of Fresno County to participate in the Census.

In announcing the news, California Consulting Senior Grants Associate Rob Garcia said, "Our grant writing team continues to draft highly competitive grant applications that are funded. The experience of our grant writers is evident in the high quality applications they submit on behalf of our clients. 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 236 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.

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Subject: Housing & Community Housing Parks Grant Announcement!

From: Steve Samuelian <steve@californiaconsulting.org>

Date: Sat, 13 Nov 2010 19:50:39 -0500 (EST)

To: sundy@californiaconsulting.org



PARKS GRANT ANNOUNCEMENT

The Department of Housing & Community Development will issue its Housing Related Parks Program application in December, with an approximate due date of Spring 2011. Eligible applicants are cities, counties, and cities and counties that, by the end of the 12-month period for which application is made, have adopted housing elements that HCD has found to be in substantial compliance with housing element law, and have submitted to HCD the annual progress report required by Section 65400 of the Government Code within the preceding 12 months.

The Program creates incentives and rewards local governments for building affordable housing by providing grant funds for much needed parks in their communities. Grant funds may be used for the creation, development, or rehabilitation of park and recreation facilities, such as sport play fields, informal play areas, non-motorized recreational trails, play structures, outdoor recreation areas, community gardens, landscaping, and land acquisition. Grant awards based on the number of bedrooms in newly constructed ownership and rental housing units affordable to very low and low-income households. Bonus grant awards for infill projects, units affordable to extremely low income households, demonstration of progress in increasing overall housing supply and park projects serving disadvantaged and/or park deficient communities or located in communities included in an adopted regional blueprint plan.

Grant award minimum is \$75,000 (no max), and funds will be awarded on a per-bedroom basis for each unit with a documented Housing Start issued between January 1st and December 31st of the Program Year.

If you would like California Consulting to draft, assemble, and submit this grant for your city or county, please reply to this email or contact us at (559) 244-0801 or steve@californiaconsulting.org.

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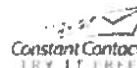
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Subject: Prop. 98 Briefing from Legislative Analyst's Office
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Tue, 16 Nov 2010 16:30:08 -0500 (EST)
To: carrol@californiaconsulting.org



Steve Samuelian and Juan Garza II from California Consulting met with Steve Rhoads in Sacramento yesterday to discuss issues affecting school district funds. Please click on the link below to view a Publication released November 10 by California's Legislative Analyst's Office entitled CALIFORNIA'S FISCAL OUTLOOK: PROPOSITION 98 BRIEFING. The document contains important and helpful information regarding Proposition 98 and the fiscal outlook for California school districts. Thank you.

Prop. 98 Briefing from CA LAO Office

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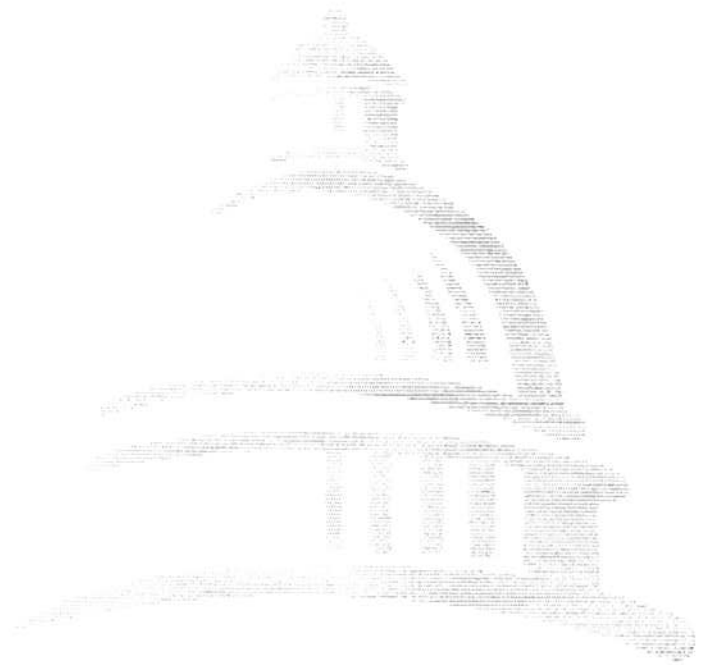
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California's Fiscal Outlook: Proposition 98 Briefing

LEGISLATIVE ANALYST'S OFFICE



November 10, 2010



Update on 2010-11 State Budget

- ☒ We project a \$6.1 billion shortfall in 2010-11.
- ☒ **Less funding/revenues than expected:**
 - \$3.5 billion in funding/flexibility not yet approved by federal government.
 - Revenues down \$447 million for 2009-10 and 2010-11.
- ☒ **General Fund expenditures higher than expected.**
 - \$3 billion in other solutions at risk—Prisons and Medical Receiver, employee compensation, Medi-Cal, In-Home Supportive Services, property tax revenues, information technology.
 - We assume Proposition 22 reduces 2010-11 solutions by nearly \$800 million.
- ☒ State would exhaust \$1.3 billion reserve assumed in 2010-11 budget package.

A Look at the 2011-12 State Budget

LAO Projection of General Fund Condition if No Corrective Actions Are Taken			
<i>(In Millions)</i>			
	2009-10	2010-11	2011-12
Prior-year fund balance	-\$5,375	-\$5,371	-\$4,591
Revenues and transfers	87,041	93,284	83,530
Expenditures	87,037	92,505	102,756
Ending fund balance	-\$5,371	-\$4,591	-\$23,817
Encumbrances	1,537	1,537	1,537
Reserve^a	08	-\$6,128	-\$25,354

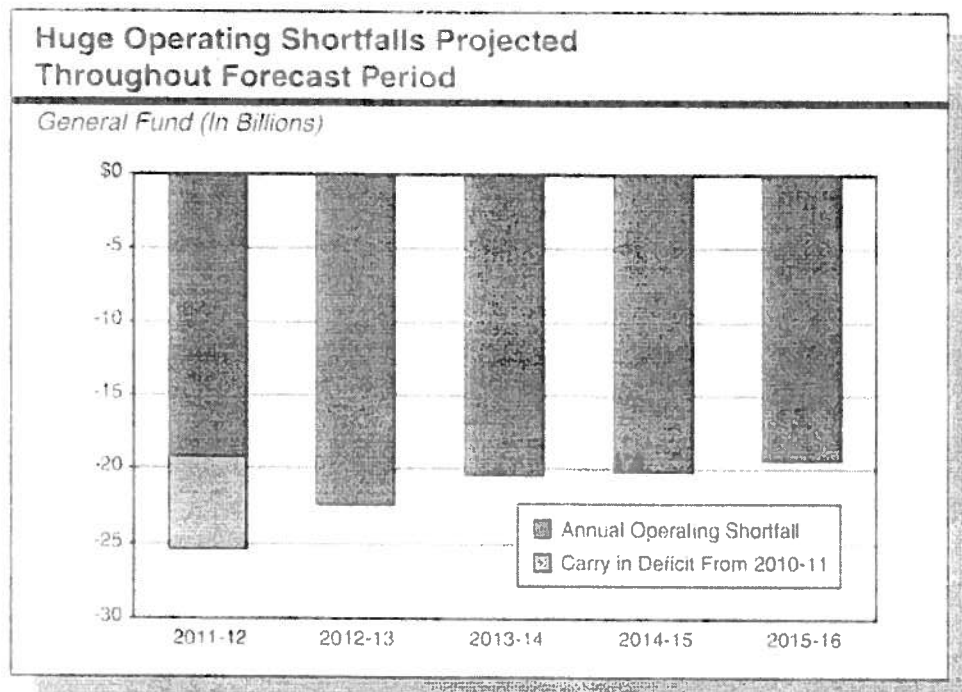
^a Special Fund for Economic Uncertainties. Assumes no transfer to the state's Budget Stabilization Account.

- ☑ We project \$19 billion shortfall in 2011-12. When coupled with the 2010-11 "carry-in" deficit, the state has a \$25 billion problem to address through 2011-12.
- ☑ **Major causes of 2011-12 shortfall:**
 - Expiration of \$8 billion in temporary tax revenues.
 - Majority of 2010-11 budget solutions were one-time or temporary.
- ☑ **Key considerations:**
 - Forecast already assumes Proposition 98 allocation reduced \$2 billion from 2010-11 to 2011-12.
 - Ongoing federal constraints on reducing health programs.
 - Revenue uncertainty.

November 10, 2010



Lingering \$20 Billion Shortfall for Years to Come



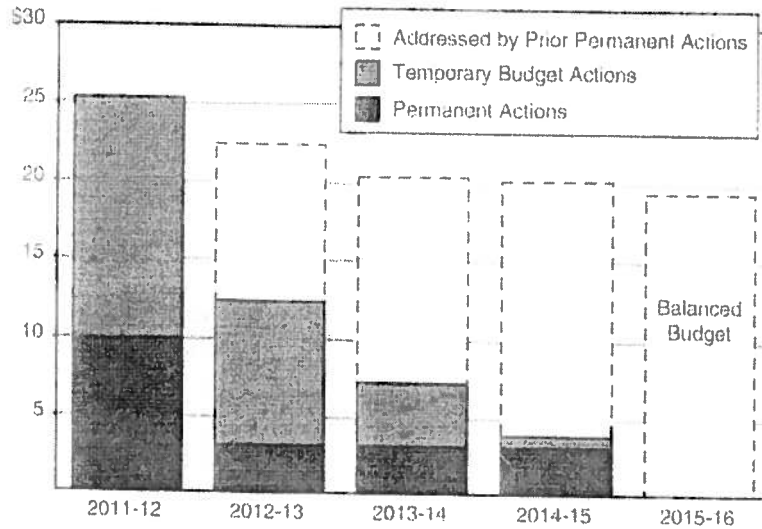
Projections likely understate scale of state's fiscal woes:

- Assume no cost-of-living or inflationary increases.
- Excludes unfunded liabilities related to pensions and retiree benefits.

Multiyear Approach to Balance Budget Must Begin Now

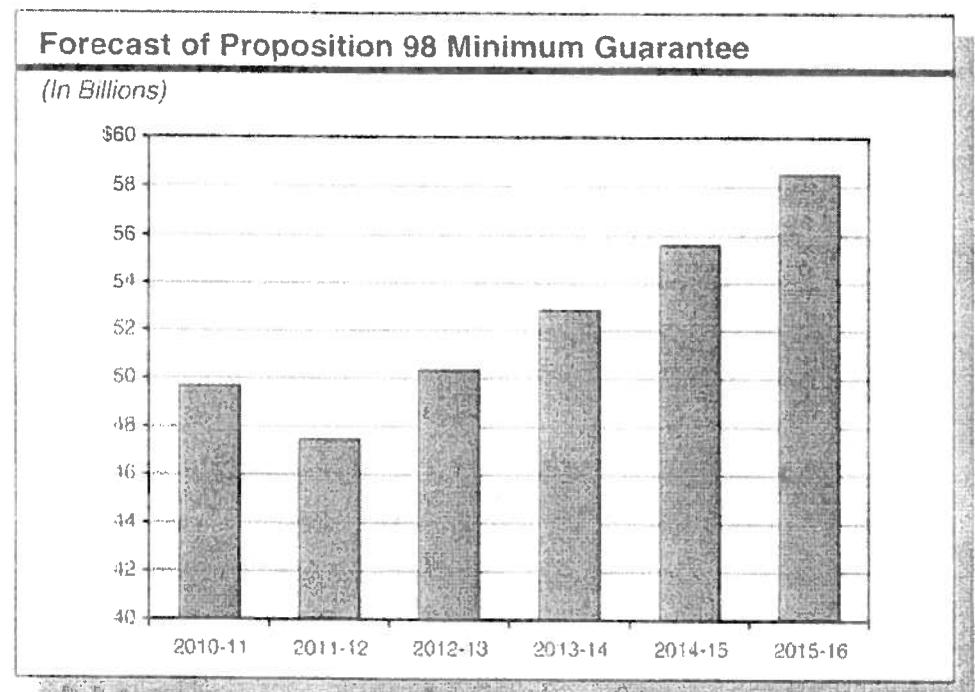
Multiyear Approach Could Involve Mix of Permanent and Temporary Solutions

General Fund Budget Solutions (In Billions)



- ☒ Not possible to solve whole problem in one year.
- ☒ Need permanent budget solutions.
- ☒ Revenues need to be part of the mix.
- ☒ Permanent and temporary budget solutions are needed in 2011-12.
- ☒ Each year, continue making some permanent reductions until entire problem addressed on an ongoing basis.

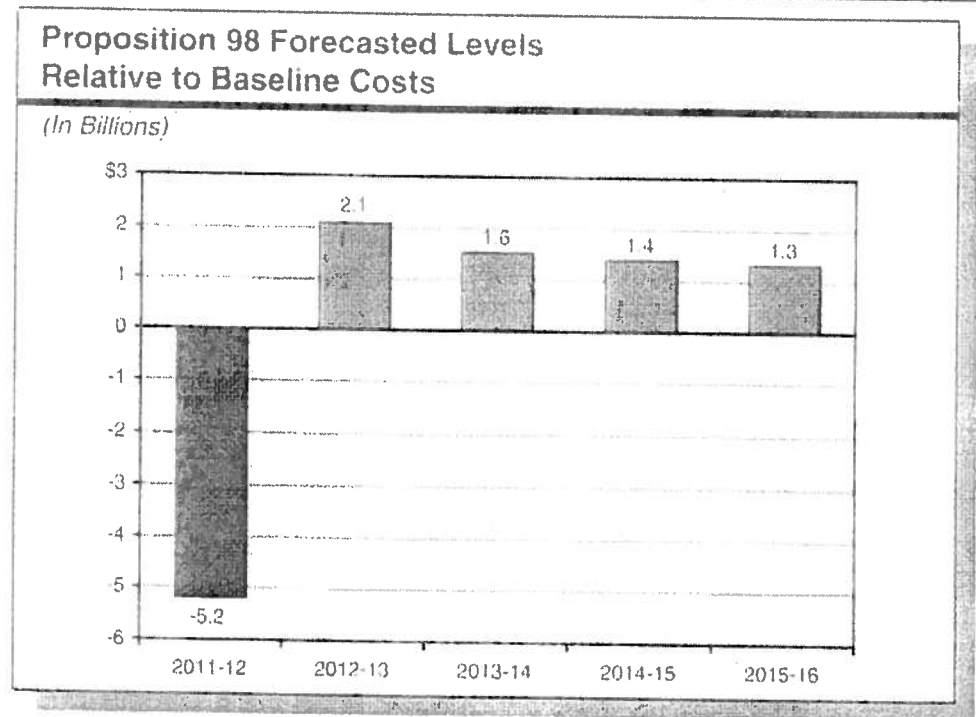
Proposition 98 Forecast



- ✓ We project a decline of \$2 billion in the Proposition 98 minimum guarantee in 2011-12.
- ✓ We project steady increases in minimum guarantee between 5 percent and 6 percent from 2012-13 to 2015-16.
- ✓ Local property taxes to grow modestly, steadily over forecast.
- ✓ Both minimum guarantee and local property taxes to reach pre-recession levels in 2015-16.
- ✓ Low rates of growth in attendance and cost-of-living throughout forecast period.

Proposition 98 Forecast

(Continued)



- ☑ 2011-12 minimum guarantee would fall \$5.2 billion short of funding baseline K-14 costs.
- ☑ School districts will also face additional programmatic reductions in 2011-12 as they exhaust one-time federal funds.
- ☑ Growth from 2012-13 through 2015-16 enough to fund increases in attendance and cost of living.
 - By 2015-16, Proposition 98 minimum is sufficient to fund all baseline cost increases and restore any reductions made in 2011-12, but insufficient to restore reductions made in 2008-09, 2009-10, and 2010-11.
- ☑ Settle-up (\$300 million) and Quality Education Investment Act (\$450 million) payments assumed to be paid throughout period.

November 10, 2010



Major Proposition 98 Issues

- ☒ Estimated \$25 billion shortfall already assumes state reduces funding to Proposition 98 minimum guarantee in 2011-12.
- ☒ Potential reductions suggests rethinking deferrals:
 - Legislature may want to consider eliminating \$1.8 billion in deferred payments.
 - Relying on deferrals becoming increasingly problematic for district financial management.
- ☒ Help districts by maximizing flexibility and sending signals early.

Proposition 98 Maintenance Factor Issues



Unresolved maintenance factor issues reemerge:

- State could create additional maintenance factor obligation in 2011-12 (\$3.9 billion).
- Issue of how maintenance factor payments should be made reemerges in 2012-13 (\$900 million effect).



Maintenance factor obligation projected to grow by almost \$4 billion in 2011-12, increasing total outstanding obligation to \$13.7 billion.



State to make relatively small maintenance factor payments each subsequent year of the forecast period—ending the period with an outstanding obligation of \$13.1 billion.

Subject: Transportation Trailer Bill Summary
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Tue, 16 Nov 2010 21:10:05 -0500 (EST)
To: carrol@californiaconsulting.org



California Consulting spent 3 days last week and all of yesterday in Sacramento working with various Transportation and Education leaders and other stakeholders regarding issues related to the new Governor and the new Legislative Members.

There is discussion in Sacramento of reviving the Transportation Trailer Bill. Please click on the link below to read a comprehensive summary of the bill that CALCOG has provided to us. We have a meeting with CALCOG in Sacramento tomorrow. We will send another update soon. Thanks.

TRANSPORTATION TRAILER BILL SUMMARY

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State Budget and Transportation Trailer Bill Update

The Legislative Analyst projects a \$25 billion deficit in the state General Fund at the end of fiscal year 2010-2011. To deal with the deficit, the Governor has called for a special session beginning on December 6. Governor-elect Brown said he does not object to this action.

While it is too early to know what will be proposed to reduce the deficit – assuming there will be no revenue increases or new taxes – one thing is known. There will be the introduction of a transportation budget trailer bill.

The Legislature failed to pass trailer bill language relating to transportation (SB 854), which included two critical clean-up measures for counties and cities. First, the language would have provided cities and counties with a one-year extension on the use-it-or-lose-it requirement for Proposition 1B Local Streets and Roads (LSR) funds.

As originally passed in 2006, Proposition 1B requires local agencies to expend LSR monies within three years after the fiscal year in which it was appropriated.

However, the state has deferred transportation payments to cities and counties every year in which there was also a Proposition 1B LSR payment. In implementing these deferrals, the state authorized local agencies to backfill the transportation deferrals with Proposition 1B funds to be repaid when the state repaid the deferrals.

As such, cities and counties need an additional year in which to dedicate Proposition 1B funds to Proposition 1B projects and meet the use-it-or-lose-it requirement.

Second, the language would have clarified that Proposition 42 provisions do not apply to the new Highway Users Tax Account (HUTA) (Streets and Highways Section 2103) funds per the transportation tax swap that was adopted in March 2010. The language is necessary to clarify and codify the Legislature's intent for these new HUTA revenues because the State Controller has opined

that Proposition 42 provisions do apply to the new HUTA.

The state needs a trailer bill, in particular, to handle some matters concerning high-speed rail.

One of the major reasons why SB 854 failed was because of a major controversy over billboards on state highways. All sections dealing with billboards will be struck from the upcoming transportation trailer bill.

As a starting point for what will be in the bill, you should read the Senate Floor analysis of SB 854 (October 7, 2010).

There is some interest by the coalition of regional transportation agencies who earlier tried to have SB 83 amended to allow for them to be able to have an election to impose a \$10 fee and use the proceeds for local streets and roads to try to get the trailer amended to take care of SB 83.

BILL ANALYSIS

SB 854
Page 1

SENATE THIRD READING
SB 854 (Budget and Fiscal Review Committee)
As Amended October 7, 2010
2/3 vote. Urgency

SENATE VOTE : Vote not relevant

SUMMARY : Enacts various changes in statute necessary to implement the 2010-11 State Budget for Transportation. Specifically, this bill :

- 1) Requires the California Transportation Commission (CTC) to report to the Legislature semiannually on the expenditure of Transportation Corridor Improvement Funds (TCIF) for railroad projects. Additionally, requires the CTC to report and provide a copy of any memorandum of understanding executed between a railroad company and any state or local transportation agency where TCIF funds are a funding source for the project.
- 2) Provides cities and counties a one-year extension to expend Proposition 1B Local Streets and Roads funds for any year in which Highway Users Tax Account (HUTA) funds for local transportation projects are borrowed, deferred, or shifted.
- 3) Extends the expenditure period for recipients of Prop 1B bond funds for regional public waterborne transit from three years to four years. Proposition 1B provides \$250 million to Regional public waterborne transit agencies. The funds are available to build ferry terminals, among other uses.
- 4) Directs about \$112 million in savings from lower bond debt service costs from transportation-related general obligation bonds in 2010-11 to the General Fund (GF).
- 5) Extends the sunset from June 30, 2011, to June 30, 2014 for cashflow borrowing among transportation special funds. The transportation special funds that are eligible for cashflow borrowing are the State Highway Account, the Public Transportation Account, the Transportation Investment Fund, the Transportation Deferred Investment Fund, and the Traffic Congestion Relief Fund.
- 6) Authorizes the Governor to appoint six management level exempt

SB 854
Page 2

positions to the High Speed Rail Authority (HSRA) upon the recommendation of the executive director. Compensation for these positions shall not exceed the highest comparable compensation for a position of that type, as established through a salary survey, and shall require approval of the Department of Personnel Administration.

- 7) Requires the HSRA to report biannually to the Legislature, beginning March 1, 2011, on the status of development and implementation of intercity high-speed rail service.
- 8) Requires that the members of the High Speed Rail Independent Peer Review Group be designated by November 1, 2010, and requires that group to designate a chairperson. Additionally, requires the HSRA to designate a liaison for the Independent Peer Review Group. Lastly, authorizes the members of the peer review group to collect a \$100 per-day per diem that cannot exceed \$500 per month.
- 9) Requires the California Department of Transportation (Caltrans) to report annually to the Legislature with supplemental information on the Capital Outlay Support budget request, including anticipated and realized project costs and schedules for the Capital Outlay Support Program.
- 10) Provides additional clarification that local governments are not subject to the same maintenance-of-effort and other requirements under Proposition 43 when they are apportioned fuel excise tax revenues.
- 11) Places in statute the California Highway Patrol (CHP) internal policy for retaining information gathered from license plate reader (LPR) systems. Prohibits the retention of data for more than 72 hours for all instances when the data is not being used for legitimate law enforcement purposes. Additionally, prohibits the CHP from selling LPR data and requires that CHP monitor its use internally.
- 12) Requires the Department of Motor Vehicles (DMV) to update application forms to provide a space for an applicant to indicate whether they served in the armed forces. Data

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collected from willing veterans will be shared with the Department of Veterans Affairs in order to identify if they are eligible for federal benefits.

SB 854
Page 3

13) Authorizes Caltrans to lease space for advertisements on digital messaging signs on the state highway system that are currently used for traveler information. These changes in statute would require that Caltrans receive a federal waiver before entering into any contract for advertisements on digital messaging signs and would require that any such contract be provided to the legislature for a 30-day review prior to enactment.

14) Urgency Clause. Declares this bill take effect immediately as an urgency statute.

Analysis Prepared by : Realiti Bright / BUDGET / (916)
319-2099

FN: 0007109

21

Subject: Fwd: Tire Derived Products Grant Program
From: Sundy Sosavanh <sundy@californiaconsulting.org>
Date: Mon, 22 Nov 2010 10:40:20 -0800
To: Carrol Terrazas <carrol@californiaconsulting.org>

----- Original Message -----

Subject: Tire Derived Products Grant Program
Date: Thu, 18 Nov 2010 16:36:21 -0500 (EST)
From: Steve Samuelian <steve@californiaconsulting.org>
Reply-To: steve@californiaconsulting.org
To: sundy@californiaconsulting.org



Tire-Derived Product Grant Program

Every year, the Tire Derived grant is one of the most popular and sought after grants for cities and school districts. Dozens of grant applications submitted by California Consulting's professional grant writing team have been awarded to our clients. We will submit several dozen applications this year for our clients. If you are not currently a California Consulting client and would like us to draft, assemble, and submit this competitive application for you, please contact our office at (559) 244-0801 or steve@californiaconsulting.org. The following is a synopsis of the Tire Derived grant:

Background Information

The Tire-Derived Product Grant Program (TDP Program) is designed to promote markets for recycled-content products derived from waste tires generated in California and decrease the adverse environmental impacts created by unlawful disposal and stockpiling of waste tires. The TDP Program provides grants for the purchase of various tire-derived products including, but not limited to: landscape mulch or bark, playgrounds, tracks, sidewalks, sport surfacing, traffic safety products, etc.

The project must be located in California and use a minimum of 2,500 Passenger Tire Equivalents (PTE) from California-generated waste tires. Truck tire buffings are not eligible for reimbursement due to their relatively strong market demand.

Eligibility

Only one application per qualifying entity will be accepted. Eligible applicants include the following:

Public entities: California cities, counties, public colleges, public universities, school districts, qualifying California Indian tribes, park districts, special districts, and public recreational facilities, fire departments, police departments, and State agencies.

Private schools: low-income (defined as qualified for the National School Lunch Program), non-profit private schools listed on the California Department of Education Private School Affidavit List; includes kindergarten through twelfth grade (K-12).

Community Housing Development Organizations (CHDO): low-income housing organizations, certified as CHDOs by the California Department of Housing and Community Development (HCD).

Maximum Grant Amount
\$150,000

Funding

Grant cost calculation is limited to material costs--installation, equipment cost, and truck tire buffings are not allowed grant costs.

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Grant reimbursement is actual cost per Passenger Tire Equivalent (PTE) up to a maximum of \$5 per PTE not to exceed the maximum grant award amount.

*Passenger Tire Equivalent (PTE): If a TDP contains less than 30 percent (by weight) of the original fiber and steel that was in the whole tire, then use 12 pounds to calculate the number of PTEs. If a TDP contains 30 percent or more (by weight) of the original fiber and steel that was in the whole tire, then use 20 pounds to calculate the number of PTEs.

Product/Project Examples

Below are some examples of eligible tire-derived products/projects.

Private Schools	
Agricultural/Landscape	Transportation
Mulch or Bark	Guard Rails or Components
Weed Abatement Coverings	Railroad Ties
Tree Care and Wells	Sound Barriers
Traffic Safety Products	

Public Entities and CHDOs Only		
Agricultural/Landscape	Recreation	Transportation
Mulch or Bark	Playgrounds	Accessibility Ramps
Weed Abatement Coverings	Tracks	Railroad Ties
Tree Care and Wells	Sidewalks/Pathways	Sound Barriers
Horse Stalls/Arenas	Sport Surfacing	Traffic Safety Products

Proposed Timeline for FY 2010/2011	
Date	Activity
January 12, 2011 - 3:00 pm	Application deadline
February 11, 2011 - 3.00 pm	Resolution and Environmentally Preferable Purchases and Practices Policy Requirement Deadline
March/April 2011	Conduct Random Selection Process to determine order of applicant funding
April 2011	Consider recommended grant awards
April/May 2011	Mail Grant Agreement packages
Notice to Proceed - March 31, 2013	Grant term

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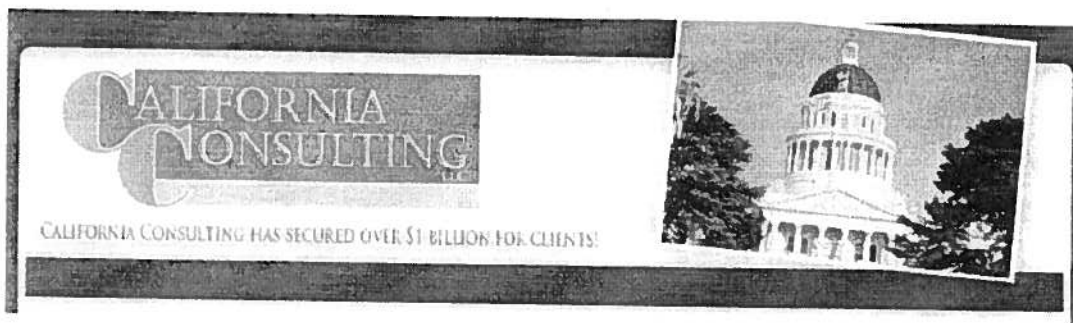
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Subject: November 2010 Newsletter
From: California Consulting <steve@californiaconsulting.org>
Date: Mon, 29 Nov 2010 22:15:08 -0500 (EST)
To: carrol@californiaconsulting.org

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Monthly Newsletter - November 2010



TESTIMONIAL

"It gives me great pleasure to recommend California Consulting, LLC. For several years, the Council of Fresno County Governments (Fresno COG) has retained the services of California Consulting, LLC. Each year, our Policy Board has renewed the California Consulting contract and praised their work. In fact, the last three years, the contract renewal has been by a unanimous vote of all 15 cities plus the County of Fresno. The hard work, dedication, and commitment are what distinguish California Consulting. California Consulting strives to achieve a high level of success for their clients through a hard work ethic that is impressive. It is significant to note that California Consulting has excellent relationships at the very highest levels of State Government." Tony Boren, Executive Director, Fresno COG

LOBBYING ACTIVITY

The following is an update on the lobbying activity California Consulting has engaged in on behalf of our clients during the past month:

Sacramento "One Voice" Trip: California Consulting has started the process to organize the Sacramento "One Voice" trips for both Fresno COG and Kern COG. This will be an



**OVER \$4.3 MILLION
IN GRANTS
AWARDED IN PAST
30 DAYS**



In the past 30 days, California Consulting's grant writing team has secured over \$4.3 million dollars in grant funds for our clients. The following are the grants awards:

Prop. 84 Park Development and Community Revitalization - \$3,397,835 (City of Arvin): Funds will be used to develop Jewett Park in the City.

Prop. 84 Park Development and Community Revitalization - \$530,000 (City of Avenal): Funds will be used to develop Avenal

ideal opportunity to meet the new Members of the Valley's State Legislative Delegation, potentially new State Agency heads, the new Governor's staff, and other key policymakers.

SJV Regional Policy Council Sacramento Trip: This year the San Joaquin Valley Regional Policy Council (all 8 Valley COG's) trip to Sacramento will be organized by California Consulting. We organized the very first SJV Regional Policy Council lobbying trip to Sacramento several years ago so are prepared to assist with this effort once again. The trip will be February 1-3 with Feb. 1 serving as a travel day.

Meetings: Steve and Juan spent three days two weeks ago and two days last week in Sacramento meeting with staff from incoming legislative offices as well Agency heads and advisors to Governor-elect Brown. Steve and Juan also met with Jerry Jeffe of CALCOG in Sacramento regarding anticipated transportation legislation in the upcoming session.

Assemi: Darius Assemi was confirmed to the CTC. Congratulation to Darius, he is doing a fantastic job!

E.Z.: The Enterprise Zone program was not cut or reduced and remains intact. California Consulting spent countless hours working on preserving this important funding.

Tire Derived Grant Announcement

Every year, the Tire Derived grant is one of the most popular and sought after grants for cities and school districts. Dozens of grant applications submitted by California Consulting's professional grant writing team have been awarded to our clients since 2004. If you are not currently a California Consulting client and would like us to draft, assemble, and submit this competitive application for you, please contact our office. Please click on the following link for a synopsis of the Tire Derived grant:



[Click Here for Tire Derived Grant Synopsis](#)

Grants!

The California Consulting grant writing team has recently submitted or are currently working on the following grant applications for our clients:

Hearst Foundation
Economic Development Administration
D.O.E. Talent Search Program
Office of Traffic Safety
United States Department of Agriculture
SG Foundation



Neighborhood Park.

Safe Routes to Schools - \$250,000 (City of Orange Cove): Program funds will be used to improve conditions for children in kindergarten through eighth grade, to safely walk and bicycle to school. The physical improvements will be located within a two-mile radius of a school.

Enhancing Education Through Technology Grant - \$50,000

(McFarland Unified School District): Grant funds will be used to expand network infrastructure, allowing District staff simultaneous access to customized reports and the District database.

Sustainable Communities Planning Grant - \$150,000

[recommended for funding] (City of Arvin): Grant funds will be used to finance the Air Quality & Health Element & Comprehensive Green Zoning Code General Plan Update

RECENT ADDITION



We are pleased to announce that Golden Plains Unified School District has signed a contract with California Consulting.

Mott Foundation
Office Depot
CVS
Tire Derived Products Grant
Alternative Fuels Grant AB 118
SB856 Special Distribution Fund
IBM Creating Smarter Cities
California Safe-Supportive Schools
Highway Safety Improvement Program
HRSA School-Based Health Care
Housing Related Parks Bond
HUD Planning Grant
Wal-Mart
Met-Life
USDA High Energy
Youth Build ETA
Wachovia
Lowe's Large Toolbox
Laura Bush Foundation
Baseball Tomorrow

TESTIMONIAL

"As City Manager of the City of Salinas I have witnessed California Consulting's great work first hand. The hard working and responsive team at California Consulting has gone above and beyond the call of duty for the City of Salinas. I strongly recommend California Consulting and have been impressed by their work." Artie Fields, City Manager, City of Salinas

Welcome Aboard!

ANOTHER EXPERIENCED GRANT WRITER ADDED TO GRANT WRITING TEAM



We are pleased to announce that Antoniette Aizon-Hubbell has been promoted from Senior Consultant to a full time grant writer in our Fresno office. The promotion of Antoniette brings another experienced grant writer to our professional grant writing team. Antoniette has previously served as a grant writer for the City of Fresno police department from 2006 - 2009 where she wrote the successful City of Fresno CalGRIP application that was funded. Additionally, she was the administrator for the City's CalGRIP grant where she coordinated the evaluation, reporting and administration for this complex grant. Among her other accomplishments at the Fresno P.D. she wrote several OJJDP grant applications, Edward M. Byrne Memorial Justice grants and numerous other law enforcement related federal and state grant applications. Antoniette holds two Bachelors Degrees (Psychology and Criminal Justice) and two Masters Degrees. She is currently a Ph.D. candidate.

Website

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Subject: Transportation Planning Grants
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Fri, 3 Dec 2010 11:31:22 -0500 (EST)
To: sundy@californiaconsulting.org



TRANSPORTATION PLANNING GRANTS

Caltrans has announced that it will be awarding Transportation Planning Grants for:

- Environmental Justice
- Community Based Transportation Planning
- Partnership Planning
- Transit Planning
- Statewide or Urban Transportation Planning Studies
- Rural or Small Urban Transportation Planning Studies

Please click on the following link to read additional information on the Transportation Planning Grants:

[Click to Read About Transportation Planning Grants](#)

If you are a California Consulting client, please contact us if you are interested in pursuing a Transportation Planning Grant. If you are not a California Consulting client and would like us to draft and submit a Transportation Planning Grant application, please contact Juan Garza II at (559) 244-0801 or juan@californiaconsulting.org.

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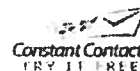
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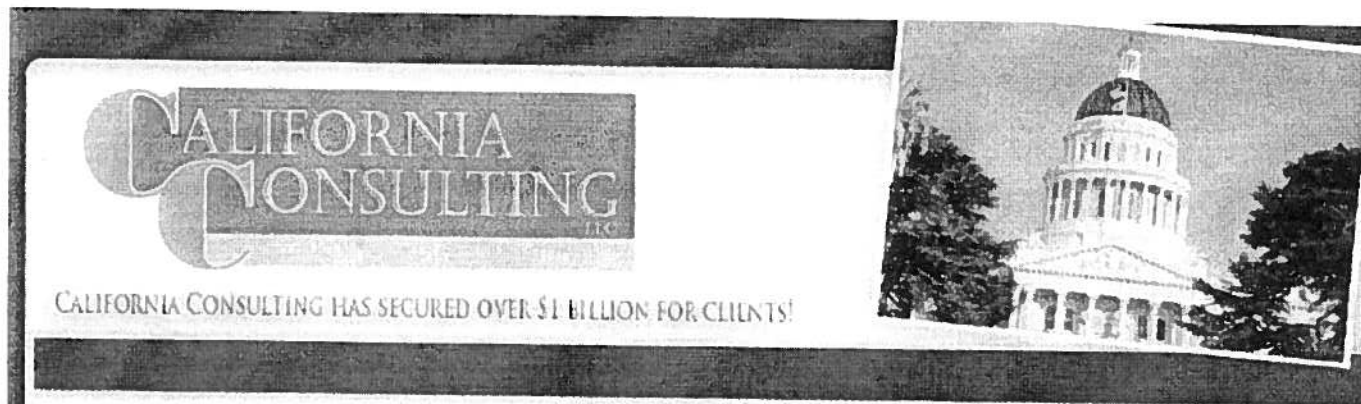
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Subject: Governor's December 2010 Special Session Proposals
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 8 Dec 2010 13:45:05 -0500 (EST)
To: carrol@californiaconsulting.org



Governor's December 2010 Special Session Proposals

On December 6, 2010, Governor Schwarzenegger declared a fiscal emergency and called the new Legislature into special session to address the anticipated 2010-11 General Fund deficit-estimated by our office at \$6.1 billion. The Governor's special session proposals would decrease the gap between General Fund revenues and expenditures by \$1.9 billion in 2010-11 and by \$8.1 billion in 2011-12, thereby reducing the \$25.4 billion budget problem that we have identified to \$15.5 billion. The Governor's proposals consist of \$7.4 billion of expenditure-related reductions and two major revenue proposals. Essentially all of these proposals were rejected earlier this year by the prior Legislature.

The Governor also proposes to transfer vehicle weight fee revenues to the General Fund. This would achieve an estimated \$727 million in budget solutions in 2010-11 and \$727 million in 2011-12 by reimbursing the General Fund with weight fee revenues for certain transportation bond debt service costs, and also loaning a portion of the weight fee revenues to the General Fund. Under the proposal, the fuel tax revenues that would have helped the General Fund prior to Proposition 22 would now be available for transportation programs. (8 pp.)

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December 7, 2010

Overview of the Governor's December 2010 Special Session Proposals

On December 6, 2010, Governor Schwarzenegger declared a fiscal emergency pursuant to Proposition 58 (2004) and called the new Legislature into special session to address the anticipated 2010–11 General Fund deficit—estimated by our office at \$6.1 billion in our November 10 publication, *California's Fiscal Outlook*. Proposition 58 contains provisions to encourage the Legislature to pass measures addressing the fiscal emergency within 45 days (in this case by January 20, 2011). Prior to January 20, however, the new Governor will be inaugurated and present his proposed 2011–12 budget package, as well as an updated estimate of the size of the General Fund budget problem for 2010–11 and 2011–12. This special session is the first for the Legislature under the rules of Proposition 25 (the majority-vote budget measure) approved by voters last month. It is also the first to occur following the passage of Propositions 22 and 26, which, respectively, restrict the Legislature's ability to use certain local funds to balance the budget and require a two-thirds vote to approve many charges that were previously considered fees.

This brief overview is divided into two sections: (1) a summary of the Governor's special session proposals—which consist mainly of proposals made by this administration earlier this year—along with our overall reactions to the proposals, and (2) a description of the major new proposal in the package, which would use vehicle weight fees to offset General Fund debt-service costs.

The Special Session Proposals

Governor Proposes \$9.9 Billion of Budget Actions for Next 18 Months

Proposals Would Reduce Near-Term Budget Problem Significantly. As shown in Figure 1, the Governor's special session proposals would decrease the gap between General Fund revenues and expenditures by \$1.9 billion in 2010–11 and by \$8 billion in 2011–12, thereby reducing the \$25.4 billion budget problem that we have identified to \$15.5 billion. This \$15.5 billion remaining budget problem—to be addressed by the Legislature and the administration in the next six months—would consist of a \$4.2 billion deficit at the end of 2010–11 and an \$11.3 billion gap between projected revenues and expenditures in 2011–12. (These estimates may change following the release of the new Governor's budget forecasts on January 10, 2011.) The Governor's plan assumes approval by the Legislature by January 1.

Figure 1
General Fund Budget Solutions in Governor's Special Session Package
Reduced Costs or Increased Revenues (In Millions)

	2010–11	2011–12
Expenditure-Related Solutions		
Eliminate CalWORKs program	\$110	\$2,086
Eliminate child care funding, except preschool	200	1,157
Implement various Medi-Cal cost containment measures, such as caps and copayments	6	996
Reduce county mental health realignment funds by 60 percent	301	602
Commit certain non-serious offenders to county jails	112	650
Reduce SSP grants for individuals to the federal minimum	45	182
Eliminate Medi-Cal adult day health care services	21	189
Eliminate Cash Assistance Program for Immigrants	29	124
Contract for lower-cost state employee and retiree health benefit costs	—	144

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Eliminate full-scope Medi-Cal benefits for certain immigrants	15	120
Eliminate Drug Medi-Cal Program	18	93
Eliminate California Food Assistance Program	15	69
Implement various Healthy Families Program cost containment measures	9	43
Implement electronic court reporting to reduce judicial costs	7	13
Implement other cost reductions (net)	2	-4
Subtotals	(\$888)	(\$6,465)
Revenue Solutions		
Implement automated speed enforcement program to offset trial court costs	—	\$412
Levy property insurance surcharge for emergency response activities	—	350
Extend hospital fees to June 2011 to offset Medi-Cal costs	\$160	—
Subtotals	(\$160)	(\$762)
Funding Shifts		
Use weight fee revenues for transportation debt service costs	\$850	\$727
Implement other funding shifts	11	8
Subtotals	(\$861)	(\$735)
Totals, All Proposed Solutions	\$1,909	\$7,962

Governor's Social Services, Health, and Child Care Proposals. The Governor's \$9.9 billion of proposed budget solutions in 2010-11 and 2011-12 consist of \$7.4 billion of expenditure-related reductions (according to our categorization of the proposals). Essentially all of these proposals were rejected earlier this year by the prior Legislature. The Governor's expenditure proposals rely almost exclusively on reductions to health, child care, and social services programs. These include \$2.2 billion resulting from the proposed elimination of the California Work Opportunities and Responsibility to Kids (CalWORKs) program, \$1.4 billion from the proposed elimination of state-subsidized child care services, \$1.3 billion from various reductions and eliminations of services in the Medi-Cal Program, and \$900 million from reductions to county mental health funding.

Two Major Revenue Proposals. The special session package includes two major revenue proposals rejected earlier this year. First, the Governor proposes an automated speed enforcement program to offset trial court costs, thereby reducing General Fund expenses by \$400 million in 2011-12. Second, the Governor proposes a property insurance surcharge to offset CalFire and other emergency services costs, thereby reducing General Fund costs by an assumed \$350 million in 2011-12. Beginning in 2012-13, the Governor proposes to use at least some of the revenues from the surcharge to *enhance* emergency response activities.

New Transportation Proposal to Relieve General Fund Debt Service Costs. The administration's new weight fee "swap" proposal (described later in this report) would use these vehicle fees to pay \$1.6 billion of General Fund transportation debt-service costs over 2010-11 and 2011-12 combined.

Proposals Would Reduce Out-Year General Fund Shortfall Significantly. Our November 10 forecast estimated that the state faced a structural shortfall—a persistent gap between revenues and expenditures—of at least \$19.4 billion in each fiscal year through 2015-16. The Governor's special session proposals would involve permanent reductions in state spending or increases in revenues. Accordingly, the Governor's proposals—if they were all adopted—would significantly reduce this shortfall. Our very rough estimate is that the 2015-16 deficit would be reduced from \$19.4 billion to somewhere around \$12 billion. In our November 10 report, we recommended the Legislature chip away at the state's budget problems with \$10 billion in *permanent*—as opposed to temporary—budget solutions in 2011-12. Additional permanent solutions would need to be added in future years. The Governor's proposals would achieve the vast majority of this \$10 billion target.

LAO Comments on the Special Session Proposals

Now Is the Time to Begin Action on These and Other Serious Budget Options. The size of the budget problem to be addressed in the next six months is so large that lawmakers need to consider significant expenditure reductions in *every* major area of state expenditures—including the areas addressed in the Governor's special session proposals, as well as areas *not* addressed in his package, such as appropriations for the universities and courts. The Legislature also will need to consider additional revenue options. Early enactment of budget solutions makes it more likely that they can actually be achieved.

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Many of the Governor's Proposals Have Merit. Our office has reviewed almost all of the special session proposals previously, as summarized in Figure 2. Given the severity of the budget problem the state has faced recently, we have recommended that the Legislature adopt some of the Governor's major special session proposals. For other proposals, we have recommended scaled-down alternatives that aim to preserve the core services of programs. We will continue to refine our recommendations for the Legislature in the coming weeks. In some cases, the state will need to consider even greater expenditure reductions than we have recommended previously in some programs. In addition, the Legislature will need to consider temporary or permanent revenue increases to close the massive General Fund budget gap.

Figure 2
Prior LAO Analyses of Major Special Session Proposals

Special Session Issue	Prior LAO Comments	Prior LAO Publication With More Information
Elimination of CalWORKs	Recommended achieving reductions in costs, but avoiding loss of federal funding and shifting of costs to counties that would result from total program elimination. (Enhanced federal funding stream for CalWORKs expired in September 2010.)	<i>Overview of the May Revision</i> (May 18, 2010), p. 22.
Elimination of child care funding, except preschool	Recommended cost reductions, but not elimination of funding for the program.	Handout: <i>Options for Generating Savings in Child Care Budget</i> (June 14, 2010).
Place certain non-serious offenders sentenced to three years or less in county jails, not state prisons	Recommended modifying administration proposal to change offenders affected, lessen burden on county jails, and provide counties with more flexibility.	Handout: <i>Governor's May Revision Proposal to Shift Certain Offenders to County Jails</i> (May 26, 2010).
Reduce SSP grants for individuals to the federal minimum	Recommended adopting Governor's proposal and explore options for increasing food stamp assistance for low-income individuals to offset some of these reductions.	<i>How the Special Session Actions Would Affect Social Services</i> (January 29, 2010), p. 7.
Eliminate Cash Assistance Program for Immigrants and California Food Assistance Program	Recommended achieving part of the proposed savings by making changes prospectively, phasing out benefits gradually, or conditioning benefits on progress toward citizenship.	<i>How the Special Session Actions Would Affect Social Services</i> (January 29, 2010), p. 12.
Shift county mental health realignment funding to social services programs	Raised concerns whether the proposal could be implemented due to Proposition 63 maintenance-of-effort requirements.	Website Analysis: "Mental Health Realignment Risky" (May 19, 2010).
Various Medi-Cal cost containment measures—including copayments and "hard caps" on benefits	Recommended alternatives to several administration proposals, including exceptions to a cap on adult physician visits and lower copayments in some cases.	Website Analysis: "Medi-Cal Cost Containment Proposals" (May 20, 2010).
Eliminate full-scope Medi-Cal benefits for certain immigrants	Recommended adoption of Governor's proposal to eliminate full-scope benefits for certain immigrants, while continuing emergency and other services such as long-term care for these groups.	<i>How the Special Session Actions Would Affect Health Programs</i> (January 22, 2010), p. 5.
Elimination of Medi-Cal adult day health care services	Recommended adoption of Governor's proposal to eliminate the program. Direct administration to estimate costs from shift of eligible participants to other programs due to closure.	<i>How the Special Session Actions Would Affect Health Programs</i> (January 22, 2010), p. 4.
Elimination of Drug Medi-Cal, except for perinatal and youth services programs	Offered several alternatives to save lesser amounts of monies in this program, including copayments and some limits on individual and group counseling sessions.	Website Analysis: "Options for Reducing Costs in the Drug Medi-Cal Program" (December 6, 2010).
Automated speed enforcement	Recommended adoption of Governor's proposal with modifications to encourage local government participation.	<i>Automated Speed Enforcement Merits</i>

Authorization (January 27, 2010).

Emergency Response Initiative—property insurance policy surcharge for CalFire and other emergency response

Recommended rejection of Governor's surcharge proposal and, in its place, the adoption of a wildland fire protection fee.

The 2010–11 Budget: Resources and Environmental Protection (March 8, 2010), p. RES–30.

Reduce state employee and retiree health costs by moving plan administration from CalPERS or by other means

Noted that while the proposal was worth considering, it was unlikely to produce savings within a one-year time frame.

The Governor's Employee Compensation Proposals (January 27, 2010), p. 7.

Help School Districts by Sending Signals Early. In our November 10 *California's Fiscal Outlook* publication, we noted that school and community college districts would face billions of dollars in programmatic reductions in 2011–12 under the Proposition 98 minimum funding guarantee. We encourage the Legislature to begin working now to give school districts early signals about the budgetary and programmatic framework they will be operating under in the coming fiscal year and beyond. In particular, districts would benefit from the earliest-possible notice of changes to their budgeted state funding. In November, we suggested that the Legislature consider eliminating the \$1.8 billion in K–14 payments deferred in the 2010–11 budget package until July 2011. If it were to do so now, districts would have the greatest possible time to react and avoid committing those funds to additional spending. Acting now also would help minimize the magnitude of the programmatic cuts that districts could be required to make in 2011–12. In addition, a significant way to assist districts would be to retain existing flexibility provisions (most notably, continuing to make certain categorical funding flexible), extend some of those provisions (for example, to apply to the K–3 Class Size Reduction and Home-to-School Transportation programs), and explore new types of flexibility (such as removing restrictions on contracting out and priority and pay for substitute teaching positions).

Weight Fee Proposal

The administration's December special session package proposes to use vehicle weight fees to pay \$1.6 billion of General Fund transportation debt-service costs over 2010–11 and 2011–12 combined. Below, we provide background information about recent changes in state transportation financing, then outline and comment on how the Legislature could respond to these latest proposed changes.

Background

Transportation revenues come mainly from taxes on fuels and vehicle weight fees and are generally used for transportation purposes. Transportation programs also benefit by receiving funds from the sale of general obligation bonds. The debt service on these bonds has historically been paid by the state's General Fund. Recently, however, transportation funds have been used to reimburse the General Fund for some of the debt-service costs on certain transportation bonds. In addition, transportation funds have been loaned to the General Fund to help alleviate the state's fiscal problems.

Fuel Tax Swap Increased Funds Available to Pay Debt Service. In March 2010, the Legislature enacted a "fuel tax swap" to provide the state with greater flexibility over the long run in how it uses taxes on fuels for the state's spending priorities. The fuel tax swap changed the way the state taxes fuels in order to provide ongoing reimbursements to the General Fund for the payment of debt service on transportation bonds. Prior to passage of this legislation, the state charged an 18 cents per gallon excise tax on gasoline and diesel fuel. The state also charged a 6 percent sales tax on the purchase of these fuels. A major provision of the fuel tax swap was for the state to stop charging a sales tax on gasoline, and instead impose an additional excise tax (17.3 cents per gallon in 2010–11) on gasoline to generate an amount equivalent to what would have been collected from the sales tax. This is because the state has more flexibility to use excise tax revenues to help the General Fund condition. The legislation did not change the total amount of transportation revenues collected by the state.

The fuel tax swap along with other actions adopted in the *2010–11 Budget Act* would have provided the state with \$1.6 billion in General Fund relief in the current year. Specifically, in the budget plan, \$491 million was to be used to reimburse the General Fund for highway and road debt service, and \$762 million was to be loaned to the General Fund. In addition, the budget plan included reimbursements for transit debt service amounting to \$287 million.

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Various transportation funds amounting to \$109 million were also to be loaned to the General Fund.

Proposition 22 Increases the Current-Year Deficit. On November 2, 2010, the voters approved Proposition 22, a complex measure that made numerous changes to the state Constitution and to the way transportation funds are allocated. This measure has an immediate impact on the state's fiscal situation. Specifically, the state is no longer allowed under Proposition 22 to use fuel tax revenues to reimburse the General Fund for transportation debt service. Similarly, borrowing of fuel tax funds is also prohibited. This has the immediate impact of increasing the current-year budget deficit by roughly \$900 million.

Proposition 26 Reduces State Flexibility. At the November 2010 election, voters also passed Proposition 26. Among other things, this measure could be interpreted—as we assumed in our recent fiscal forecast—to repeal the fuel tax swap effective November 3, 2011, and return the state to taxing fuels as it did prior to the passage of the swap. While the full impact of Proposition 26 is still unclear, it is likely that the state will lose flexibility in how it uses transportation funds and that the allocation of transportation funds for various purposes would change significantly.

Governor's Special Session Proposal

Use Vehicle Weight Fees for General Fund Relief. The Governor's December special session package proposes to transfer vehicle weight fee revenues to the General Fund. This would achieve an estimated \$850 million in budget solutions in 2010–11 and \$727 million in 2011–12 by reimbursing the General Fund with weight fee revenues for certain transportation bond debt service costs, and also loaning a portion of the weight fee revenues to the General Fund. Under the proposal, the fuel tax revenues that would have helped the General Fund prior to Proposition 22 would now be available for transportation programs.

LAO Recommendations

Overall, we think the Governor's proposal is reasonable and could achieve the level of savings proposed. Because of the complexity of the state's system for funding transportation, we propose that the Legislature take a two-step approach regarding the use of transportation funds to help the state's fiscal condition. First, we recommend the Legislature adopt during the special session the Governor's proposal and an additional General Fund solution we describe below to achieve total estimated General Fund savings of \$900 million. Second, we recommend that the Legislature develop and enact comprehensive legislation to address the use of transportation funding in the future.

Maximize General Fund Benefit in the Short Term. Changes made to the Constitution by Proposition 22 do not explicitly prohibit the use of weight fees for the payment of debt service or General Fund loans. While Proposition 22 will likely be subject to judicial interpretation, we think the Governor's approach is reasonable. The amount of General Fund benefit of the Governor's proposal could be increased by about \$50 million. That is because the state will collect an estimated total of \$900 million from weight fees in 2010–11. Given the state's severe budget problem, we recommend adopting the Governor's proposal and borrowing the remaining \$50 million in weight fees to help address the state's current General Fund deficit.

More Comprehensive Fix Needed for the Future. The Governor's weight fee proposal is only a short-term benefit to the state General Fund. Assuming the fuel tax legislation is repealed by Proposition 26 in November 2011, there would no longer be sufficient fuel excise tax revenues to backfill for the weight fee revenue sent to the General Fund under the Governor's proposal without major programmatic impacts on transportation. A long-term solution to benefit the General Fund beyond this date would likely require the Legislature to reenact fuel tax swap legislation or other actions. We are continuing to analyze the components of a more comprehensive solution to these problems.

Acknowledgments The Legislative Analyst's Office (LAO) is a nonpartisan office which provides fiscal and policy information and advice to the Legislature.

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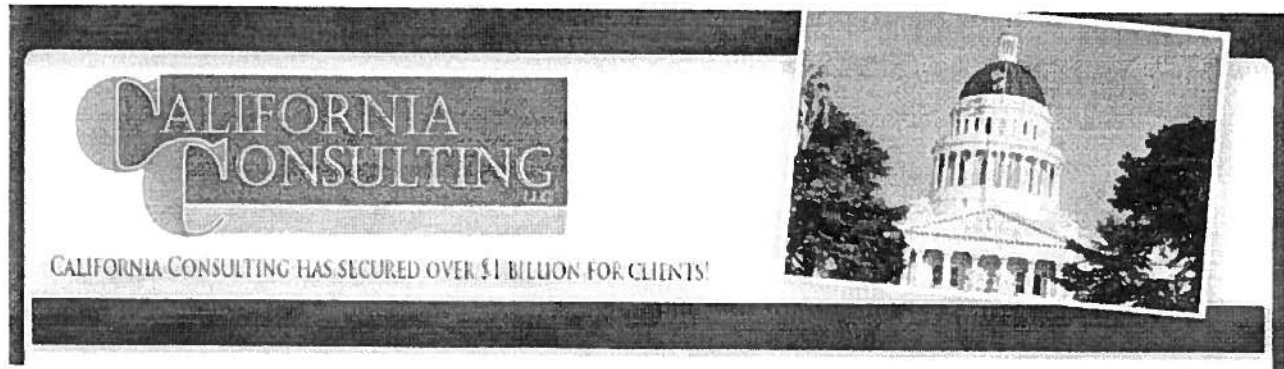
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Subject: California Consulting Organizes Delegation at Swearing-In Ceremony

From: Steve Samuelian <steve@californiaconsulting.org>

Date: Thu, 9 Dec 2010 13:11:25 -0500 (EST)

To: carrol@californiaconsulting.org



For Immediate Release
Contact: Juan Garza II

December 9, 2010
Tel: (559) 244-0801

California Consulting Organizes Delegation at Swearing-In Ceremony

Sacramento, CA - On December 6 and 7, California Consulting organized a delegation of approximately 45 Mayors, School District Superintendents, City Council Members, School Board Members, City Managers, and others that traveled to Sacramento to congratulate the newly elected legislators.

On Monday, members of the delegation met with Assembly Members Luis Alejo (D-28), Connie Conway (R-34), Shannon Grove (R-32), Linda Halderman (R-29), Henry Perea (D-31), David Valadao (R-30) and State Senators Tom Berryhill (R-14) and Anthony Canella (R-12). As well, the delegation met with staff members of Assembly Member Cathleen Galgiani (D-17) and State Senator Jean Fuller (R-18). That evening, California Consulting organized an event for the delegation at Pyramid Restaurant to honor special guest Incoming State Superintendent of Public Instruction Tom Torlakson. After the event, Torlakson commented, "California Consulting has done an excellent job representing California school districts and advocating for issues important to those districts." On Tuesday morning, California Consulting organized an event for the delegation to honor recently elected State Senator Michael Rubio (D-16) and Assembly Member Henry Perea.

The following is a list of the members of the delegation:

David Hosley, Vice Chancellor, University of California, Merced	Dennis Martin, Councilman, McFarland
Darius Assemi, Commissioner, California Transportation Commission	Gabriel McCurtis, Superintendent, McFarland Unified School District
Leon Churchill, City Manager, Tracy	Wade McKinney, City Manager, Atascadero
Sid Craighead, Councilman, Avenal	Kim McManaman, Assistant Superintendent, McFarland Unified School District
Stacie Dabbs, Government Affairs Manager, California Partnership for SIV	Dwight Miller, Superintendent, Lemoore High School District
Randy Dodd, Vice President - Business Development, Adventist Health	Daniel Parra, Councilman, Fowler
Lee Ann Eager, C.O.O., Fresno County EDC	Walt Plachta, Branch Manager, BSK Associates
David Elias, City Manager, Fowler	Randy Richardson, Chief of Police, Newman
Arne Fields, City Manager, Salinas	Jeff Roberts, Vice President, Granville Homes
Juan Garza II, C.O.O., California Consulting	Esperanza Ross, Legislative Advocate, Ross Consulting
Mark Garza, Director of Facilities, Kings Canyon Unified School District	Victor Ruiz, Mayor, Sanger
Melissa Garza, Associate Planner, Fresno COG	Steve Samuelian, Owner, California Consulting
Baldo Hernandez, Superintendent, Westside Elementary School District	Mario Santoyo, Assistant General Manager, Friant Water Authority
Michael Holland, City Manager, Newman	Patricia Taylor, Executive Director, Madera COG
Kirk Hunter, C.E.O., Southwest Transportation	Donna Vaughan, Superintendent, Salinas City Elementary School District
Ed Katen, Mayor, Newman	Ralph Vigil, Superintendent, West Park School District
Janet Kliegl, Superintendent, Lindsay Unified School District	Paul Wallace, Board Member, Newman-Crows Landing Unified School District
Matt Leedy, Fresno Regional Workforce Investment Board	Robert Wilburn, City Manager, McFarland
Mike Maciel, Councilman, Tracy	Kate Wren-Gavlak, Superintendent, Travis Unified School District
Shelley Manser, Superintendent, Monroe Elementary School District	Along Xiong, Councilman, Fresno

Since its inception in 2004, California Consulting has written 239 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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Subject: December 2010 Newsletter

From: California Consulting <steve@californiaconsulting.org>

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Monthly Newsletter - December 2010

We here at California Consulting send our best wishes to you and your families during this holiday season. We wish you a happy and healthy new year. Happy New Year!

TESTIMONIAL

"California Consulting works hard to represent their clients. It is their hard work ethic, responsiveness, and attention to detail that has made them so successful at securing funding for clients. I recommend them without hesitation."

Mayor Dennis Donahue, City of Salinas

LOBBYING ACTIVITY

On December 6 and 7, California Consulting organized a delegation of approximately 45 Mayors, School District Superintendents, City Council Members, School Board Members, City Managers, and others that traveled to Sacramento to congratulate the newly elected state legislators.



On Monday, members of the delegation met with Assembly Members Luis Alejo (D-28), Connie Conway (R-34), Shannon Grove (R-32), Linda Halderman (R-29), Henry Perea (D-31), and State Senators Tom Berryhill (R-14) and Anthony Canella (R-12). As well, the delegation met with staff members of Assembly Member Cathleen Galgiani (D-17) and State Senator Jean Fuller (R-18). That evening, California Consulting organized an event for the delegation at Pyramid Restaurant to honor special guest Incoming State Superintendent of Public Instruction Tom Torlakson. Mr. Torlakson spoke at the event and announced his plans for his new administration, as well as meeting privately with the California Consulting delegation. After the event, Torlakson commented, "California Consulting has done an excellent job representing California school districts and advocating for issues important to

FIELD TRIP GRANT



California Consulting successfully secured a Target Foundation Grant for the Dixon Unified School District to fund a field trip for deserving students in the District. Congratulations to the Dixon Unified School District!

Another Experienced Grant Writer Added to Team

We are pleased to announce that Danielle Sotelo has joined the California Consulting grant writing staff in the Fresno office as a Project Manager, responsible for grant research, identification, and grant writing. Ms. Sotelo earned a Bachelor's Degree in

those districts." On Tuesday morning, California Consulting organized an event for the delegation to honor and congratulate recently elected State Senator Michael Rubio (D-16) and Assembly Member Henry T. Perea.

The following is a list of the members of the delegation:

David Hosley, <i>Vice Chancellor</i> , University of California, Merced	Dennis Martin, <i>Councilman</i> , McFarland
Darius Assemi, <i>President</i> , Granville Homes	Gabriel McCurtis, <i>Superintendent</i> , McFarland Unified School District
Leon Churchill, <i>City Manager</i> , Tracy	Wade McKinney, <i>City Manager</i> , Atascadero
Sid Crughead, <i>Avenal</i>	Kim McManaman, <i>Assistant Superintendent</i> , McFarland Unified School District
Stacie Dabbs, <i>Government Affairs Manager</i> , California Partnership for SIV	Dwight Miller, <i>Superintendent</i> , Lemoore High School District
Randy Dodd, <i>Vice President - Business Development</i> , Adventist Health	Clint Olivier, <i>Councilman</i> , Fresno
Lee Ann Eager, <i>C.O.D.</i> , Fresno County IDC	Daniel Parra, <i>Councilman</i> , Fowler
David Elias, <i>City Manager</i> , Fowler	Walt Plichta, <i>Branch Manager</i> , BSK Associates
Arte Fields, <i>City Manager</i> , Salinas	Randy Richardson, <i>Chief of Police</i> , Newman
Juan Garza II, <i>C.O.D.</i> , California Consulting	Jeff Roberts, <i>Vice President</i> , Granville Homes
Mark Garza, <i>Director of Facilities</i> , Kings Canyon Unified School District	Esperanza Ross, <i>Legislative Advocate</i> , Ross Consulting
Melissa Garza, <i>Associate Planner</i> , Fresno COG	Victor Ruiz, <i>Mayor</i> , Sanger
Bakko Hernandez, <i>Superintendent</i> , Westside Elementary School District	Steve Samuelian, <i>Owner</i> , California Consulting
Michael Holland, <i>City Manager</i> , Newman	Mario Santoyo, <i>Assistant General Manager</i> , Friant Water Authority
Kirk Hunter, <i>C.E.O.</i> , Southwest Transportation	Patricia Taylor, <i>Executive Director</i> , Madera COG
Ed Katen, <i>Mayor</i> , Newman	Donna Vaughan, <i>Superintendent</i> , Salinas City Elementary School District
Janet Kiehl, <i>Superintendent</i> , Lindsay Unified School District	Ralph Vigil, <i>Superintendent</i> , West Park School District
Matt Leedy, <i>Fresno Regional Workforce Investment Board</i>	Paul Wallace, <i>Board Member</i> , Newman-Crows Landing Unified School District
Mike Maciel, <i>Councilman</i> , Tracy	Robert Wilburn, <i>City Manager</i> , McFarland
Shelley Marver, <i>Superintendent</i> , Monroe Elementary School District	Kate Wren-Gavlak, <i>Superintendent</i> , Travis Unified School District
	Blong Xiong, <i>Councilman</i> , Fresno

International Relations from Pepperdine University in Malibu, California. Her emphasis was in Political Science and minor in Philosophy. After serving in the Office of a U.S. Congressman, Danielle taught at San Joaquin Valley College as an Instructor of Sociology and Ethics. She has studied abroad extensively including 8 months in Argentina and the South American region studying the culture, language, and history of South America. Additionally, Ms. Sotelo worked in Washington D.C. for the Guatemala Human Rights Commission, a human rights organization based in the nation's Capital. Danielle is an experienced grant writer who has written approximately 45 complex federal, state, and private foundation applications during her career.

PROMOTIONS

We are excited to announce that Robert Garcia has been promoted to Director of Grants for California Consulting. Rob will oversee all aspects of the firm's grants program and manage the day-to-day operations of the grants program. As well, Valerie Murray has been promoted to Deputy Grants Director for California

Transportation Planning Grant

Caltrans has announced that it will be awarding Transportation Planning Grants for:

- Environmental Justice
- Community Based Transportation Planning
- Partnership Planning
- Transit Planning
- Statewide or Urban Transportation Planning Studies
- Rural or Small Urban Transportation Planning Studies

Please click on the following link to read additional information on the Transportation Planning Grants:

[Click to Read About Transportation Planning Grants](#)

If you are a California Consulting client, please contact us if you are interested in pursuing a Transportation Planning Grant. If you are not a California Consulting client and would like us to draft and submit a Transportation Planning Grant application, please contact Director of Grants Rob Garcia at (559) 244-0801 or rob@californiaconsulting.org.

Grants!

The California Consulting grant writing team has recently submitted or are currently working on the following grant applications for our clients:



Youthbuild
Affordable Care Act--Grants for School-Based Health Center
Capital (SBHCC) Program
Department of Education Talent Search Grants
Economic Development Administration grants
D.O.E. Talent Search Program
Clean Water Grants
C.D.E. After School Education and Safety
Justice and Mental Health Collaboration Program
Caltrans Transportation Planning Grants
Cal-Fire Urban Greening
IBM Creating Smarter Cities
Teacher Based Reform (T-Bar) Grant
D.O.E.PublicCharterSchool Grant
Wachovia Grant
State Revolving Fund Loan
Office of Traffic Safety
United States Department of Agriculture Hearst Foundation
SG Foundation
Mott Foundation
Office Depot
CVS
Tire Derived Product
Alternative Fuels Grant
SB856 Special Distribution Fund
California Safe-Supportive Schools
Highway Safety Improvement Program
Housing Related Parks Bond
HUD Planning Grant
Wal-Mart
Met-Life
Lowe's Large Toolbox
Laura Bush Foundation
Baseball Tomorrow

Consulting. Valerie will work closely with the Director of Grants to manage the firm's grants program and address grants related issues in Rob's stead.

Congratulations to both Rob Garcia and Valerie Murray on their well deserved promotions.

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Recent Addition
We are pleased to announce that the Coalinga-Huron Unified School District, Fresno County Economic Opportunities Commission, and San Jose Conservation Corps have all signed contracts with California Consulting. We welcome our three newest clients.

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