

Fresno COG

April 2011 Report

California Consulting, LLC

- **Fresno COG “One Voice” Trip:** The annual Fresno COG Sacramento “one voice” trip organized by California Consulting was a major success. Approximately 25 community leaders composed the delegation and lobbied on behalf of our priority issues at the State Capitol on April 5 and 6. The delegation dinner was highlighted by keynote speaker Assemblywoman Cathleen Galgiani. We wish to thank all of the delegation members and Melissa Garza from Fresno COG for her hard work assisting our firm with the organization of the trip. California Consulting is engaging in follow up on each item discussed during the “one voice” trip.
- **SB 325 Short Haul Rail Update:** SB 325 the short haul rail bill that California Consulting took to Senator Rubio (our clients the Kern COG and California Consulting drafted the bill language) for introduction recently passed its first Committee. On April 12, 2011 SB 325 was heard in the Senate Transportation and Housing Committee. California Consulting met with the Democrat and Republican Committee Consultants in the days and weeks leading up to the hearing. We also met with several key Committee Members and staff and discussed the bill extensively. Our team organized a group of leading experts to testify in support of SB 325 at the April 12 hearing including private sector and public sector leaders. Steve Samuelian attended the hearing and testified in support of SB 325 as well. After much discussion SB 325 passed the Committee on a 9-0 vote and now heads to the Senate Appropriations Committee for its next hearing. Senator Rubio deserves high praise and commendation for authoring this key bill and advocating strongly for its passage.
- **Lobbying Coordination Meeting:** California Consulting organized a meeting in early April at our Fresno office to discuss coordinating our regional lobbying efforts. The meeting was attended by Melissa Garza from Fresno COG, Katie Stevens from the City of Fresno, Stacie Dabbs from the California Partnership for the San Joaquin Valley, Liz Gomez of California Consulting and Steve Samuelian. During the meeting we discussed coordinating our state lobbying efforts and dividing up tasks and bills for follow up. We reviewed each key piece of legislation and agreed on follow up tasks for each

entity. The meeting was very successful and we are planning another similar meeting very soon.

- **RDA's:** California Consulting continues to work aggressively to preserve funding for RDA's. Juan Garza, II from our firm has taken the lead working with the League of Cities and CRA on this important issue. We are meeting with legislators and key staff on a weekly basis at the Capitol regarding this issue.
- **AB 890:** California Consulting is working with Assemblyman Henry T. Perea on AB 890 a bill to assist local governments with transportation projects and CEQA. We recommend that Fresno COG endorse AB 890 and authorize us to lobby strongly for passage of this important bill.
- **AB 231 EZ's:** California Consulting continues to advocate strongly for the preservation of EZ funding. AB 231 by Assemblyman Manuel Perez and co-authored by Assemblyman Perea is a key to our strategy to preserving EZ funding. If your city has not already passed a resolution supporting AB 231, please do so and send us a copy. Liz Gomez from our firm continues to participate in the weekly EZ Coalition conference calls and work on this key issue.

Subject: Update on California Redevelopment Agencies
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Wed, 16 Mar 2011 16:35:09 -0400 (EDT)
To: carrol@californiaconsulting.org



Update on California Redevelopment Agencies

Juan Garza II from California Consulting has been working and communicating with the California Redevelopment Association ("CRA") Sacramento office to coordinate a united effort in the battle to preserve Redevelopment Agencies. The CRA has crafted an alternative to the Governor's proposed elimination of redevelopment agencies that provides significant funding to schools that could also help close the state's budget deficit, avoids the unconstitutional provisions of the proposal that would lead to contentious and costly legal battles, and continues local redevelopment's contributions to reviving the state's economy and supporting hundreds of thousands of jobs. A summary of the CRA proposal is as follows:

- 1) Local redevelopment agencies can voluntarily suspend their housing set-aside for FY 2011-12. An equivalent amount of funds must then be contributed to local school districts in project areas.
 - (a) In exchange for this contribution of funds for FY 2011-12 to local schools, the agency will be allowed to extend the project area's life by TWO YEARS.
- 2) In addition, or alternatively, redevelopment agencies could voluntarily contribute up to 10 percent of their tax increment revenue stream to local school districts for 10 years, beginning in FY 2011-12.
 - (a) The tax increment revenue stream they could contribute would be calculated as a percentage of the gross tax increment minus the existing pass-through payments to local taxing entities.
 - (b) For each percentage of tax increment paid to schools, an additional year could be added to the project area life, up to a maximum of 10 years. For example, if five percent of tax increment was dedicated to schools, the project area life could be extended for five years.

The amount of money contributed to local schools, and thus the amount of money the state can save in its budget, is dependent on the participation of agencies. Agencies will have 60 days from the date of enactment of the legislation to decide whether or not to participate.

BENEFITS:

- CRA conservatively estimates that the alternative could raise more than \$2.7 billion over the 10-year life

of the proposal, far exceeding the \$1.7 billion in the Governor estimates that could be gained by eliminating redevelopment.

- Much of these funds (estimates range from \$700 million to \$1 billion) would be a one-time upfront payment that could help bridge the FY 2011-12 budget gap.
- This measure replaces the draconian and short-sighted proposal to abolish redevelopment. Local communities would continue to have redevelopment as a tool to create jobs, build affordable housing, and revive local economic growth.
- Because it is a voluntary program, it does not violate the State's Constitution or the will of the voters when they passed Proposition 22. There will be no expensive, time-consuming lawsuits, and no bonding or borrowing.
- The contributions to local schools could be used for discretionary purposes, and the State could choose to score all or part of it towards Proposition 98 guarantees to school districts.
- The contribution would not count toward the redevelopment agency's debt limits.

Please click on the links below to read and view additional documents pertaining to the fight against the elimination of RDAs.

[Click to View Sample Letter Opposing RDA Proposal](#)

[Click to View State RDA Fact Sheet](#)

[Click to View RDA Proposal Coalition SignUp Form](#)

[Click to View Q&A About RDA Proposal](#)

[Click to View Resolution in Opposition to Administration's RDA Proposal](#)

Subject: Legislative Update from the Capitol - March 21, 2011
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Mon, 21 Mar 2011 14:05:08 -0400 (EDT)
To: carrol@californiaconsulting.org



Legislative Update from the Capitol

March 21, 2011

California Consulting, LLC's Juan Garza II, Liz Gomez, and Steve Samuelian are working hard at the Capitol on the following issues and we wanted to bring you an update:

Enterprise Zones: Today, California Consulting Senior Director Liz Gomez participated on the weekly Enterprise Zone Coalition conference call. California Consulting is working diligently to represent cities throughout the State which stand to be greatly impacted in the event of the repeal of the Enterprise Zones. California Consulting continues to gather letters of support and resolutions to bring the voice of our clients to our Senate and Assembly representatives. Below is a sample resolution. California Consulting has been helping lead the effort at the Capitol to preserve EZ funding.

[Click to View Sample Enterprise Zone Resolution](#)

Redevelopment Agencies: Last night the Legislature passed the main budget bill, except for the elimination of RDAs and the tax extensions. The Assembly fell one vote short of eliminating RDAs in a vote Wednesday night. The Speaker and the Governor are working to secure the one vote and RDA could be eliminated at a floor vote as soon as Monday, March 21. Analysts believe it will be more difficult to secure elimination of RDAs in the Senate. If RDAs are eliminated, we will work with the League of Cities and others to attempt to bring RDA's back through a policy bill or some other vehicle. California Consulting has been helping lead the effort to stop the elimination of RDAs and Juan Garza II has been coordinating closely with the California Redevelopment Association. If RDAs are eliminated, California Consulting has started working on a Plan B to bring back RDAs in a different structure.

Education Bills: There are currently two big education trailer bills: SB 70 and SB 82 (which deal with deferrals). Below are analyses of the two pieces of legislation:

[Click to View Analysis of SB 70](#)

[Click to View Analysis of SB 82](#)

Gas Tax Swap: The Gas Tax Swap passed the senate Wednesday. It now goes to the Governor and he is expected to sign it. This is good news for transportation funding. California Consulting worked long and hard to help pass the gas tax swap including lobbying legislators, meeting with the Governor's Office, meeting with key staff members, and gather letters of support and resolutions. This is a major victory for transportation funding for California cities and COGs.

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RESOLUTION NO. _____

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

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

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

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

WHEREAS, on [insert date here] the _____ Enterprise Zone received its final designation as an Enterprise Zone from the California Department of Housing and Community Development; and

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

WHEREAS, the economic crisis has resulted unusually high unemployment rates for the City of _____ and the neighboring communities; and

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

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

WHEREAS, the Enterprise Zone has served to attract additional businesses to the City of _____, and has helped many others stay in business or expand their operations; and

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

WHEREAS, the Governor of California has proposed to eliminate all Enterprise Zone funding and programs.

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

BE IT FURTHER RESOLVED that the Council believes that the _____ Enterprise Zone has had a significant positive effect on business activity and economic growth in the City of _____ and the surrounding area; and

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

PASSED AND ADOPTED this ____ day of ____ 2011, by the following vote:

AYES:

NOES:

ABSENT:

APPROVED

Mayor

Subject: Proposed Enterprise Zone Reform Legislation
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Fri, 25 Mar 2011 18:30:11 -0400 (EDT)
To: carrol@californiaconsulting.org



Proposed Enterprise Zone Reform Legislation

ENTERPRISE ZONE UPDATE ----- The Latest News:

California Consulting, LLC has been working closely with several stakeholders, legislators, key staff, and others at the State Capitol to preserve funding for the vitally important Enterprise Zone program. California Consulting, LLC Senior Director Liz Gomez has taken the lead on the EZ efforts.

In an effort to preserve funding for the EZ program and combat complete elimination of the EZ program (as proposed by the Governor) supporters of the EZ program have crafted a "compromise" that reforms EZ's but preserves the program and some funding. California Consulting has been very involved with this compromise proposal and although it is not perfect it was incumbent upon EZ supporters to come up with an alternative to "elimination." The agreed upon alternative is outlined in the attached documents.

We are encouraging EZ supporters to send letters and pass resolutions outlining the benefits of EZ's and supporting this compromise language. Some opponents of EZ's are still calling for total elimination of the program and will not be willing to support this compromise legislation.

We will be sending out a sample resolution and sample letter very soon. Please let us know if you have any questions.

Thank You.

[Click to View the Summary of the Enterprise Zone Reform Package](#)

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Summary of Issues Addressed in AB 231 – The Enterprise Zone Reform Package

This summary has been prepared to assist in the review of the proposed changes in the enterprise zone reform package. Due to the substance of the reforms, the program will be renamed the "California Economic and Community Development Zone Act." Items marked with ** at the end of the description are amendments to the original bills.

Reforms to Reduce the Cost and Size of the Program

- 1) Limit Use of Credits and Deductions: Prohibit tax payers from applying credits to more than 50% of their tax liability in the 2011 and 2012 tax years. In the case of the net interest deduction, the amendments limit the deduction to only 50% of the interest earned. **
- 2) Limit Retro-vouchering: Prohibits a business from applying for certification of an employee hired on or after January 1, 2011 if the employee was first hired more than 36 months prior to the submittal. Existing law has no time limit on employee certification, except those that apply generally to tax payers and amended returns. Employee eligibility, however, is limited to those workers who have worked at least 300 days of which at least 90% of their time was in the zone. This means eligibility cannot be established until the end of the tax year, at which time the employer starts the documentation process. **
- 3) Shorten Term of Hiring Credit and Incentivize Longevity and Higher Wages: Reduce the five-year credit to three years, reverse the percentage of wages used in calculating the value of the credit from 50/40/30 to 30/40/50, add 30 days to the minimum number of days an employee must be employed in order to claim the credit, and increase the maximum wage base used to calculate the value of the credit from 150% of state minimum wage to 202% for manufacturing jobs and 180% for all other businesses. Currently the Boeing manufacturing facility has authority for a 202% calculation. **
- 4) Limit Hiring Credits for Relocating Businesses: Limit credits to only net new jobs in cases where a business relocates from another area of the state into a zone. Jobs excluded from this requirement would be jobs that are substantially different than those at the prior location, as determined by EDD. An exemption, for example, would be when a company closes its manufacturing facility and opens a call center. Other exemptions to the net new job rule would include businesses that have received a personal written offer of assistance from another state, there is a need to expand and adjacent land is not available at the prior site, or the relocation is the result of a natural disaster or eminent domain. **
- 5) Scale-Back Targeted Employment Area: Limit TEA to census block groups with 51% low income residents and exclude from the TEA eligibility category highest wage workers (above moderate-income for the county). Current law defines a TEA as having 51% of low and moderate-income residents within a census tract and has no restriction on wage rates. **
- 6) Limit Carry Forward: Place a 15-year limit on enterprise zone tax incentives earned after January 1, 2011. Existing law has no limitation, which has led to businesses holding nearly \$1 billion in carry forward credits. **
- 7) Limit New Zones to Low Income Areas: Require new enterprise zone designations to only include low income census tracts. Existing law allows applicants to choose several different economic

distress factors, including low income households. Communities can still choose among criteria, but one criterion must be low household income. The reforms also modify the application bonus point system to better target lowest income neighborhoods. **

- 8) Limit Merging of Zones: Prohibit a jurisdiction which applies for an enterprise zone designation that includes one or more census tracts from a previously designated zone from receiving a new zone designation that has a geographic area more than 115% of the size of the previous zone.

Reform to Increase Program Accountability

- 1) De-Designate Poor Performing Zones: Link each zone's required biennial progress report to the HCD audit and zone de-designation process. Currently, there are no specified penalties for a zone's poor performance in meeting its goals and objectives outlined in its memorandum of understanding with the state. By linking poor performance with the existing HCD audit procedures, a process is established to identify and de-designate poor performing zones.
- 2) Track and Report Local Resources Dedicated to Zone Activities: Require local governments to identify in its application the types of local resources they are committing to use in implementing its economic development strategy and then have each zone document in its biennial progress report the actual amount of local resources (including incentives) that were dedicated to zone activities.
- 3) Prohibit Bad Actors from Accessing Credit: Prohibit a business from earning a hiring credit that has been deemed by the Department of Industrial Relations to be a serious, repeated, and willful employment law violator, including failing to abate identified issues. **
- 4) Penalize Zones that Fail to Update TEA Boundaries: Prohibit, for two years, the use of the TEA hiring credit eligibility category within zones that fail to update TEA boundaries in a timely fashion. Businesses in a zone that had previously certified one or more employees would not be affected by the invalidation. Further, zones would be required to update boundaries every five years instead of every 10 years.
- 5) Mandate Registration for Zone Businesses: Require a business to complete an on-line registration form as a pre-condition to claiming the hiring credit, the sales and use credit, and the Net Interest Deduction. **
- 6) Leverage EZ Program to Better Serve Workforce Development: Require state agencies and departments, when developing workforce development and training programs and services to consider how the enterprise zone program could be integrated in better serving their target client including Career One-Stop Offices, CalWORKS and Department of Education. Examples of assistance could include pre-certification of potential job applicants, targeted job placement within zone businesses, and offering training programs consistent with the dominant and emerging industry sections.
- 7) Expand State-Level Reporting: Require a more comprehensive review of the program based on information from the zones, registered zone businesses, and affiliated state agencies. Important new areas of information would include type of businesses being served in zones, the amount of capital investments being made by zone businesses, and wage rates of employees on which hiring credits are claimed.

Subject: Education Grants Coming Out Soon!
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Mon, 28 Mar 2011 21:10:07 -0400 (EDT)
To: carrol@californiaconsulting.org



EDUCATION GRANTS BEING RELEASED IN APRIL AND MAY

The following grant applications for School Districts are being released in April and May of 2011. If you are a California Consulting client and are interested in any of the grants listed below, please contact our office. If you are not a California Consulting client, but would like us to draft and submit any of the following grant applications for your district, please contact Juan Garza II at juan@californiaconsulting.org or (559) 244-0801. Please click on the links below to find out more information on each individual grant:

[Teaching American History](#)

[American Overseas Research Centers](#)

[Foundations for Learning](#)

[Arts in Education - Professional Development for Art Educators](#)

[Special Education - National Activities - Parent Info Centers](#)

[Special Education - National Activities - Technology and Media Services](#)

[Academies for American History and Civics](#)

[Paraprofessional Preservice Program Improvement Grant](#)

[Striving Readers Comprehensive Grants Program](#)

[Credit Enhancement for Charter School Facilities Program](#)

[Grants for Integration of Schools](#)

[AP Incentive Program](#)

Education Grants Coming Out Soon!

[OJJDP Community Based Violence Prevention](#)

[Foundations for Learning](#)

[Grants to Reduce Alcohol Abuse](#)

[EETT Title II Part D \(Formula\)](#)

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Subject: Premier Education Grant Writer Joins California Consulting

From: Steve Samuelian <steve@californiaconsulting.org>

Date: Wed, 30 Mar 2011 11:45:33 -0400 (EDT)

To: carrol@californiaconsulting.org



Premier Education Grant Writer Joins California Consulting

Today California Consulting, LLC announced that we have retained one of the State's most prolific education grant writing experts Mr. Roger Fahr, to serve as the firm's Senior Grants Consultant. Mr. Fahr has submitted over 375 competitive grant applications and holds a 65% grant award approval rate (over 245 grants awarded), during a grant writing career spanning 20 years. Mr. Fahr spent 11 years as the Director of Grants for the West Contra Costa Unified School District, which is located in Contra Costa County and has a student population of over 30,000. He has personally written grant applications that have resulted in over \$75 million in funding. Roger will also serve as the firm's Bay Area representative and staff California Consulting's new Northern California satellite office in Richmond, CA. Mr. Fahr joins California Consulting with a wealth of experience and will serve as a specialist in the field of grants for education institutions. Grants awarded from applications drafted and submitted by Mr. Fahr include EETT, School Community Violence Prevention, Carol M. White Physical Education Program, ASES, 21st Century Community Learning Centers, Improving Literacy Through School Libraries, Elementary & Secondary School Counseling Grant, Promise Neighborhoods, and several other State and Federal grants. Mr. Fahr is a leader in his field and will provide a hugely valuable service to the California Consulting's clients.

California Consulting Senior Director Liz Gomez commented, "We are pleased that one of the premier education grant writers in the State is joining California Consulting. His mastery of the education grant process is proven by his award success on the most competitive grant applications at the State and Federal level. Roger's expertise will certainly be a huge benefit to California Consulting's clients."

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Subject: California Consulting Newsletter
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Mon, 4 Apr 2011 13:01:23 -0400 (EDT)
To: carrol@californiaconsulting.org

California Consulting Newsletter

March 2011



Grant Awards

The City of Lemoore was awarded the CAL FIRE Urban & Community Forestry Program Grant in the amount of \$100,000. California Consulting Project Manager Tristan Shamp worked with the City of Lemoore's staff to draft and submit this highly competitive application. Congratulations Lemoore and Tristan.

The Salinas Union High School District was awarded the California Post Secondary Education Commission Improving Teacher Quality grant (PAC TTN) in the amount of \$26,042. This application was written and submitted by California Consulting staff.

The City of Delano was awarded the Baseball Tomorrow grant sponsored by Major League



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Baseball in the amount of \$32,873.

Lobbying Activity

SB 325 - Short Haul Rail Legislation Update:

We are working closely with Sen. Rubio's Office on the Short Haul Rail bill that affects all San Joaquin Valley COGs. The bill has been introduced and we are lining up support letters for the upcoming committee hearing, set for April 12 at 1:30 pm at the Senate Transportation and Housing Committee. This bill will be a major part of our work during this legislative session. California Consulting is collecting letters of support from cities, counties, etc. throughout the Valley. Senator Rubio has been a shining star in the Legislature and we are very fortunate to have his leadership.

AB 31 Regarding HSR Depots: California Consulting met with Assemblyman Beall at his Sacramento Office. We are discussing amendments to his bill. The original bill would ask cities that have HSR depots to pay for plans associated with the depots. Mr. Beall has been receptive to our ideas and we are continuing to work with his staff.

RDA's: We are continuing to work with League of Cities and CRA and others to save RDAs. Juan Garza II from California Consulting has taken the "lead" on the RDA issue across the Valley. Senator Rubio has been particularly helpful and has taken the lead in the legislature. Currently, the Assembly is one vote short of eliminating RDAs.

Meetings in Sacramento: Steve has been meeting with the Governor Brown's senior staff at the Capitol each week regarding various issues. Steve has continued weekly meetings in Sacramento regarding transportation issues that impact California Consulting clients. Most recently Steve met with Cal-TRANS Chief Deputy Malcolm Dougherty,

Assemblywoman Kristen Olsen, Assemblywoman Galgiani, Senator Berryhill's staff, staff members of the State Water Resources Control Board and the Department of Water Resources, and others.

Additionally, Steve has had two meetings with Michael Cohen, the Chief Deputy Director of the Governor's Department of Finance regarding Enterprise Zone and RDA issues.

Enterprise Zone: California Consulting, LLC has been working closely with several stakeholders, legislators, key staff, and others at the State Capitol to preserve funding for the vitally important Enterprise Zone program. California Consulting, LLC Senior Director Liz Gomez has taken the lead on the EZ efforts. In an effort to preserve funding for the EZ program and combat complete elimination of the EZ program (as proposed by the Governor) supporters of the EZ program have crafted a "compromise" that reforms EZ's but preserves the program and some funding. California Consulting has been very involved with this compromise proposal and although it is not perfect it was incumbent upon EZ supporters to come up with an alternative to elimination. We are encouraging EZ supporters to send letters and pass resolutions outlining the benefits of EZs and supporting this compromise language. Some opponents of EZ's are still calling for total elimination of the program and will not be willing to support this compromise legislation. California Consulting Senior Director Liz Gomez continues to participate in the weekly EZ strategy sessions organized by the Statewide EZ.

Gas Tax Swap Support: We worked hard on the gas tax swap issue with various legislators and staff from both parties. The ratification of this item is very important to transportation funding statewide. We worked hard to organize a valley wide coalition of cities, counties, school districts

and other to support the gas tax proposal. The Gas Tax Swap recently passed the Legislature. The Governor has signed the bill. This is good news for transportation funding.

Testimonial

"California Consulting has delivered for their clients. Whether it is their high quality grant writing or their outstanding state lobbying, this is a company that gets the job done. California Consulting has earned a reputation as a high quality and highly regarded grant writing and governmental affairs firm."

Blong Xiong, Councilman, City of Fresno

NEW EDUCATION SPECIALIST JOINS TEAM

California Consulting, LLC announced that we have retained one of the State's most prolific education grant writing experts Mr. Roger Fahr, to serve as the firm's Senior Grants Consultant. Mr. Fahr has submitted over 375 competitive grant applications and holds a 65% grant award approval rate (over 245 grants awarded), during a grant writing career spanning 20 years. Mr. Fahr spent 16 years as the Director of Grants for the West Contra Costa Unified School District, which is located in Contra Costa County and has a student population of over 30,000. He has personally written grant applications that have resulted in over \$75 million in funding. Roger will also serve as the firm's Bay Area representative and staff California Consulting's new Northern California satellite office in Richmond, CA. Mr. Fahr joins California Consulting with a wealth of experience and will serve as a specialist in the field of grants for education institutions. Grants awarded from applications drafted and submitted by Mr. Fahr include EETT, School Community Violence Prevention, Carol M. White Physical Education Program, ASES, 21st Century Community Learning Centers, Improving Literacy

Through School Libraries, Elementary & Secondary School Counseling Grant, Promise Neighborhoods, and several other Federal and State grant applications. Mr. Fahr is a leader in his field and will provide a hugely valuable service to the California Consultant's clients.

EDUCATION GRANT FUNDING OPPORTUNITIES

The following grants for school districts are being released in the months of April and May:

- Teaching American History
- American Overseas Research Centers
- Foundations for Learning
- Arts in Education - Professional Development for Art Educators
- Special Education - National Activities - Parent Info Centers
- Special Education - National Activities - Technology and Media Services
- Academies for American History and Civics
- Paraprofessional Preservice Program Improvement Grant
- Carol M White Physical Education Program
- Striving Readers Comprehensive Grants Program
- Credit Enhancement for Charter School Facilities Program
- Grants for Integration of Schools
- AP Incentive Program
- Foundations for Learning
- Grants to Reduce Alcohol Abuse
- EETT Title II Part D (Formula)

GRANTS!

The California Consulting grant writing team has recently submitted or are currently working on the following

grant applications for our clients:

Affordable Care Act--Grants for School-Based Health
Center Capital (SBHCC) Program
Department of Education Talent Search Grants
Economic Development Administration Grants
HCD Planning and Technical Assistance Grant
National Arts & Humanities Youth Program Awards
BJA Justice & Mental Health Grant
EDD Workforce Investment Board CalGrip
D.O.E. Enhancing Education Through Technology
(EETT)
D.O.E. Talent Search Program
Clean Water Grants
Cal-Fire Urban Greening
Cal-Fire Urban Forestry-Leafing
IBM Creating Smarter Cities
Teacher Based Reform (T-Bar) Grant
D.O.E. Public Charter School Grant
Hearst Foundation
Wachovia Grant
State Revolving Fund Loan
United States Department of Agriculture Community
Facilities Grant
Hearst Foundation
SG Foundation
Mott Foundation
Office Depot
CVS
Alternative Fuels Grant
SB856 Special Distribution Fund
California Safe-Supportive Schools
Housing Related Parks Bond
HUD Planning Grant
Wal-Mart
Met-Life
Lowe's Large Toolbox
Laura Bush Foundation
Baseball Tomorrow

CALIFORNIA CONSULTING HIRES

SENIOR DIRECTOR

We are pleased to announce that Liz Gomez has joined California Consulting, LLC as Senior Director and part of the management team. She will be the firm's third lobbyist, registered with the Secretary of State. Her experience includes 3 years as District Representative for San Joaquin Valley Congressman Jim Costa (D-Fresno). In her capacity with Rep. Costa, Liz worked closely with cities, school districts, non-profits, and others across the Congressman's District. Liz also has previously served as Public Affairs Representative and Media Spokesperson for Pacific Gas and Electric for the Valley region. Well acquainted with the grants process, Liz has also served as the Director of Grants Research and Writing Department for Table Mountain Rancheria working on several complex federal grant applications. At California Consulting, Liz will be responsible for working with clients, and client outreach as well as playing a vital role in the grants department. Liz reads, writes, and speaks Spanish fluently.

NEW CLIENTS

The Arvin Union School District in Kern County has recently signed a contract with California Consulting. As well, California Consulting has recently signed a contract with the Adult Day Health Care Association of California, based out of Glendale, CA. Welcome Arvin USD and ADHC!

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Subject: Fresno COG Sacramento "One-Voice" Successful
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Thu, 7 Apr 2011 19:00:05 -0400 (EDT)
To: carrol@californiaconsulting.org



Fresno COG Sacramento "One-Voice" Successful

Approximately 30 leaders from Fresno County attended the annual Fresno COG "One Voice" trip at the State Capitol organized by California Consulting, LLC. The trip took place on Tuesday, April 5th and Wednesday, April 6th 2011. Several local elected officials from cities within Fresno County were joined by city managers, representatives from the Fresno Workforce Investment Board, the Fresno Economic Development Corporation, private sector leaders, and others on the productive venture to Sacramento.

Several important topics were discussed during the meetings at the State Capitol including (partial list): Preserving Transportation Funding, State and Federal Funding for Highway 99 projects, High-Speed Rail, Short-Haul Rail, Senate Bill 325, Sustainable Communities Strategies, Renewable Energy Projects (Streamlining Environmental Permitting), Economic Development, Preserving RDA Funding, and Preserving Enterprise Zones.

Throughout the two day trip, meetings were held with several State Senators and Assembly Members, Senior Officials from the Governor's Office, Cal-TRANS, the Air Resources Board, and key Legislative Committee staff.

Tuesday evening was highlighted by a dinner with keynote speaker Assemblywoman Cathleen Galgiani, who is a member of the Assembly Committee on Transportation and has been a leader on the High Speed Rail issue.

Based on the meetings, California Consulting and Fresno COG will be organizing and implementing a follow-up strategy over the next few weeks to aggressively pursue the Fresno COG's advocacy agenda.

[Please Click Here to View the 2-Day Schedule and List of Delegation Participants](#)

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Tuesday & Wednesday, April 5th & 6th, 2011 Capitol Building, Room 2040

TUESDAY, APRIL 5, 2011

8:30 AM	<u>Welcome/Introductions:</u> Tony Boren, Executive Director, Fresno COG
9:00 AM	<u>Briefing/Review:</u> Steve Samuelian, California Consulting, LLC
10:00 AM	<u>California Senator:</u> Michael Rubio, 16th District
10:30 AM	<u>Senate Local Government Committee:</u> Peter Detweiler, Staff Director
11:00 AM	<u>BREAK</u>
11:30 AM	<u>Office of Governor Edmund G. Brown Jr.:</u> Alexis Wilson, Deputy Director of External Affairs
1:30 PM	<u>California Assemblyman:</u> David Valadao, 30th District
2:00 PM	<u>LUNCH - On Your Own</u>
2:30 PM	<u>California Department of Finance:</u> Pedro Reyes, Chief Deputy Director
3:00 PM	<u>California Department of Transportation:</u> Martin Tuttle, Deputy Director, Planning & Modal Programs
3:30 PM	<u>California Assemblyman:</u> Henry T. Perea, 31st District
4:00 PM	<u>ADJOURN</u>
4:30 PM	<u>GROUP DINNER (Sponsored - CASH BAR)</u> McCormick & Schmick's Seafood Restaurant 1111 J Street, Sacramento, CA 95814
7:00 PM	<u>Guest Speaker:</u> Assemblywoman Cathleen Galgiani, 17th District to discuss High Speed Rail.

WEDNESDAY, APRIL 6, 2011

8:30 AM	<u>Briefing/Review:</u> Steve Samuelian, California Consulting, LLC
9:00 AM	<u>Senate Transportation & Housing Committee:</u> Art Bauer, Consultant
9:30 AM	<u>California Assemblywoman:</u> Ivan Altamura, Senior Caucus Member, Office of Connie Conway, 34th District
10:00 AM	<u>BREAK</u>
10:30 AM	<u>California Senator:</u> Brent Finkel, Legislative Director, Office of Tom Berryhill 14th District
11:30 AM	<u>Strategic Growth Council:</u> Heather Fargo, Executive Policy Officer
Noon	<u>LUNCH - On Your Own</u>
1:00 PM	<u>California Air Resources Board:</u> Lynn Terry, Deputy Executive Officer
1:30 PM	<u>California Assembly Transportation Committee:</u> Janet Dawson, Chief Consultant
2:00 PM	<u>ADJOURN - Thank you for attending!</u>

2011 SACRAMENTO "ONE VOICE" FRESNO COUNTY REPRESENTATIVES

FRESNO COG BOARD CHAIR
CITY OF SAN JOAQUIN
 Amarpreet Dhaliwal, Mayor

CITY OF CLOVIS
 Jose Flores, Mayor

CITY OF FOWLER
 David Elias, City Manager
 Daniel Parra, Councilmember

CITY OF FRESNO
 Katie Stevens, Government Affairs Manager

CITY OF HURON
 Sylvia Chavez, Mayor
 Hilda Plasencia, Mayor Pro-Tem
 Gerald Forde, City Manager
 Robert Duke, Chief of Police

CITY OF ORANGE COVE
 Gabriel Jimenez, Mayor
 Glenda Hill, Mayor Pro Tem

CITY OF REEDLEY
 Steve Rapada, Mayor Pro Tem

CITY OF SAN JOAQUIN
 Cruz Ramos, City Manager

CITY OF SANGER
 Joshua Mitchell, Mayor
 Brian Haddix, City Manager

CITY OF SELMA
 Michael Derr, Councilmember

COUNCIL OF FRESNO COUNTY GOVERNMENTS
(FRESNO COG)

Tony Boren, Executive Director
 Melissa Garza, Planner

CALIFORNIA CONSULTING, LLC
 Steve Samuelian, Principal

FRESNO COUNTY FARM BUREAU
 Brian Domingos, Director of Operations

ECONOMIC DEVELOPMENT CORPORATION SERVING FRESNO COUNTY
 Devon Jones, Business and Community Development Manager

COALINGA-HURON JOINT SCHOOL DISTRICT
 Francisco J. Chavez, Vice President, Board of Trustees

ECONOMIC OPPORTUNITIES COMMISSION OF FRESNO COUNTY
 Frank Franco, Business Liason

FRESNO REGIONAL WORKFORCE INVESTMENT BOARD
 Matt Leedy, Government Affairs Analyst

KINGS CANYON UNIFIED SCHOOL DISTRICT
 Mark Garza, Director of Construction and Modernization

GREATER FRESNO AREA CHAMBER OF COMMERCE
 Lydia Zabrycki, Director of Business Partnering, Quad Knopf Engineering

BUILDING INDUSTRY OF FRESNO AND MADERA COUNTIES
 Jeff Roberts

BLACKBURN CONSULTING
 Walt Plachta, Branch Manager



2011 REGIONAL ISSUES:

TRANSPORTATION FUNDING

HIGH-SPEED RAIL/SHORT-HAUL RAIL

PROP 84/SB 375

ENERGY

ECONOMIC DEVELOPMENT

PROCESS STREAMLINING

Subject: Grant Opportunities Currently Available
From: Steve Samuelian <steve@californiaconsulting.org>
Date: Thu, 14 Apr 2011 15:50:05 -0400 (EDT)
To: carrol@californiaconsulting.org



GRANT OPPORTUNITIES CURRENTLY AVAILABLE

The following grant applications for Cities and School Districts have been released and are currently available. If you are a California Consulting client and are interested in any of the grants listed below, please contact our office. If you are not a California Consulting client, but would like us to draft and submit any of the following grant applications for your city or school district, please contact Juan Garza II at juan@californiaconsulting.org or (559) 244-0801. Please click on the links below to find out more information on each individual grant opportunity:

1. [Fresh Fruits and Vegetable Program - Due: 5/3/11](#)
2. [Carol M. White Physical Education Program - Due: 5/13/11](#)
3. [Advanced Placement Incentives - Due: 5/16/11](#)
4. [COPS Secure Our Schools - Due: 5/25/11](#)
5. [Planning and Technical Assistance - Due: 5/25/11](#)
6. [Strategic Growth Council Urban Greening Grants - Due: Mid-June](#)
7. [Prop. 84 Parks Grant - Due: 7/1/11](#)

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