



**CITY OF SALINAS
COUNCIL STAFF REPORT**

DATE: APRIL 9, 2024

DEPARTMENT: ADMINISTRATION

FROM: JIM PIA, INTERIM CITY MANAGER

BY: PATRICIA M. BARAJAS, CITY CLERK

TITLE: PROFESSIONAL SERVICES AGREEMENTS WITH JEA & ASSOCIATES AND MURRAY, MONTGOMERY & O'DONNELL PARTNERS FOR LEGISLATIVE ADVOCACY

RECOMMENDED MOTION:

A motion to approve a Resolution authorizing the Interim City Manager to enter into Professional Services Agreements with JEA & Associates and Murray, Montgomery & O'Donnell Partners (MMO Partners) for advocacy and support in governmental affairs at the State and Federal level in an amount not to exceed \$54,000.

EXECUTIVE SUMMARY:

JEA & Associates is a full service government relations and advocacy firm with extensive experience working with the California Legislature. MMO Partners is a government relations firm specializing in the representation of public clients such as the City of Salinas. Both firms' services have included ongoing legislative advocacy, support in governmental affairs at the State and Federal levels and have been instrumental in assisting City of Salinas to secure significant grants for its operations. Their current compensation is \$3,500 monthly or \$42,000 annually. This recommended action would increase the pay to \$4,500 monthly or \$54,000 annually.

BACKGROUND:

The City of Salinas has worked diligently to establish and maintain effective working relationships in Sacramento and Washington, DC. Although the City is well represented locally by State and Federal government representatives, a comprehensive strategy of advocacy has included separate, private representation in both capitals. The City has been represented for many years in Sacramento by JEA & Associates, with the firm's principal (John Arriaga) taking personal responsibility for advocating for City issues. Salinas has also been represented in Washington D.C. by MMO Partners, with the firm's principal (John O'Donnell) working effectively with the City's congressional delegation and various federal offices on the City's behalf.

JEA & Associates and MMO Partners both have consistently and successfully worked with the Salinas, the League of California Cities, congressional representatives, and State and Federal government Departments, in order to secure resources for the City of Salinas. A coordinated and strong representation in both capitals is critical for the City of Salinas. It is also recommended that the City's legislative committee, continue at a minimum, quarterly meetings with both consultants.

CEQA CONSIDERATION:

For "not a project" or "exempt" projects, the staff reports should use the following template language:

STRATEGIC PLAN INITIATIVE:

This action supports the City of Salinas Strategic Plan, Goals, and Strategies. Legislative advocacy and support have allowed the city to secure millions of dollars in funding and support for public safety, infrastructure, housing options, homelessness and youth and senior services.

DEPARTMENTAL COORDINATION:

Over many years, all City Departments have worked with both of these Federal and State Legislative consultants on legislation in progress, communication on state and federal issues, and finally, on important efforts to secure grants.

FISCAL AND SUSTAINABILITY IMPACT:

Funding for these agreements is budgeted and appropriated in 1000.80.8005.

ATTACHMENTS:

Resolution
JEA & Associates Professional Services Agreement
MMO Partners Professional Services Agreement

RESOLUTION _____ (N.C.S.)

RESOLUTION APPROVING PROFESSIONAL SERVICES AGREEMENTS WITH JEA & ASSOCIATES AND HROD, INC. FOR LEGISLATIVE ADVOCACY

BE IT HEREBY RESOLVED BY THE CITY COUNCIL OF SALINAS: that the City Council does hereby approve the attached Professional Services Agreement with JEA & Associates in the annual amount of \$54,000 for State legislative advocacy and support; and

BE IT FURTHER RESOLVED BY THE CITY COUNCIL OF SALINAS: that the City Council does hereby approve the attached Professional Services Agreement with HROD, Inc in the annual amount of \$54,000 for Federal legislative advocacy and support; and

BE IT FURTHER RESOLVED BY THE COUNCIL OF SALINAS that the Interim City Manager is hereby authorized to enter into the Professional Services Agreements on behalf of the City.

PASSED AND APPROVED this 9th day of April 2024, by the following vote:

AYES:

NOES:

ABSTAIN:

ABSENT:

APPROVED:

Kimbley Craig, Mayor

ATTEST:

Patricia M. Barajas, City Clerk