

**City of Salinas - Reduction of Outside Consultants - FY 18/19**

Consultant Name	Department	Division	City Staff Project Manager's Name	Historic Cost	Projected Cost	Brief Description of Service	Notes
				(FY 15-16 & FY 16-17)			
Eliminating FY 18-19							
Burke, Williams & Sorensen, LLP	14 - City Attorney	1400 - City Attorney's Office	Chris Callihan	49,065	-	Legal services related to the Charter Update	Eliminating FY 18-19
Hinderliter De Llamas and Associates	14 - City Attorney	1400 - City Attorney's Office	Chris Callihan	99,750	-	Consulting services related to commercial cannabis ordinance and permits	Eliminating FY 18-19
Silver and Wright LLP	14 - City Attorney	1400 - City Attorney's Office	Chris Callihan	5,971	-	Legal services related to Code Enforcement and Property Abatement	Eliminating FY 18-19
Steven Bowman dba Sintra Group LLC	14 - City Attorney	1400 - City Attorney's Office	Chris Callihan	2,586	-	Completed an investigation involving the former Police Chief.	Eliminating FY 18-19
Subtotal City Attorney				157,372	-		
Bryte Management Keys, LLC	20 - Finance	2030 - Finance Administration	Matt Pressey	6,100	-	New World implementation	Eliminating FY 18-19
Donald H Maynor A Professional Law Corp	20 - Finance	2030 - Finance Administration	Matt Pressey	10,928	-	UUT Modernization Services	Eliminating FY 18-19
Gerard M. Thurston	20 - Finance	9146 - Financial & HR Mgmt ERP System	Matt Pressey	12,383	-	New World implementation	Eliminating FY 18-19
James E Hughes Db Western Integrated Systems	20 - Finance	9146 - Financial & HR Mgmt ERP System	Matt Pressey	19,745	-	New World implementation	Eliminating FY 18-19
Subtotal Finance				49,156	-		
4Leaf Inc	30 - Community Development	3352 - Building Safety	Joey DeSante	36,005	40,000	Inspection Services	Eliminating FY 18-19
Applied Development Economics, Inc.	30 - Community Development	9136 - ED Element Analysis	Lisa Brinton	15,873	17,260	Retail Market Analysis for AVP	Eliminating FY 18-19
Applied Development Economics, Inc.	30 - Community Development	9247 - ED Element - Proj Mgmt EDE Imp	Lisa Brinton	139,195	-	Retail Market Analysis for AVP/Caltrans Grant	Eliminating FY 18-19
Boots Road Group LLC	30 - Community Development	3350 - Permit Services	Denise Ledezma	435	-	Customer service surveys	Eliminating FY 18-19
California Institute for Rural Studies, Inc.	30 - Community Development	9042 - Farmworker Housing Study	Tara Hullinger	86,755	169,000	Preparation of the Farmworker Housing Study and Action Plan for the Pajaro and Salinas Valley	Eliminating FY 18-19
City Data Services	30 - Community Development	3111 - Plan & Project Implementation	Anastacia Wyatt	17,220	-	Action Plan application process, loan portfolio and residual receipt management, and servicing, monitoring and compliance of the City's affordable housing units.	Eliminating FY 18-19
Cloudburst Consulting Group, Inc.	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	2,295	-	Training on HUD Integrated Disbursement and Information System (IDIS)	Eliminating FY 18-19
Craig Butorac and Company	30 - Community Development	9156 - Land Purchase Contingency Fund	Megan Hunter	1,500	-	N/A	Eliminating FY 18-19
CSG Consultants	30 - Community Development	3352 - Building Safety	Joey DeSante	199,395	-	Plan review and Inspections	Eliminating FY 18-19
Economic & Planning Systems, Inc.	30 - Community Development	9229 - Vibrancy Plan General Plan	Lisa Brinton	54,010	-	Housing Target Market Analysis for Downtown	Eliminating FY 18-19
Economic & Planning Systems, Inc.	30 - Community Development	9246 - EDE Alisal Vibrancy Plan	Lisa Brinton	20,244	22,000	Housing Target Market Analysis for Alisal and Chinatown	Eliminating FY 18-19
EMC Planning Group Inc	30 - Community Development	9245 - ED Element GPA/EIR	Lisa Brinton	262,248	-	EDE GPA amendment and EIR	Eliminating FY 18-19
Fehr And Peers	30 - Community Development	9245 - ED Element GPA/EIR	Lisa Brinton	81,920	-	Traffic Impact Analysis for EDE, WASP and CASP	Eliminating FY 18-19

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Goldfarb and Lipman	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	2,534		- Legal and consulting services for multifamily housing projects and inclusionary ordinance	Eliminating FY 18-19
Goldfarb and Lipman	30 - Community Development	3240 - Special Programs	Anastacia Wyatt	413		- Legal and consulting services for multifamily housing projects and inclusionary ordinance	Eliminating FY 18-19
Goldfarb and Lipman	30 - Community Development	9041 - Inclusionary Housing Ord Update	Anastacia Wyatt	285		- Legal and consulting services for multifamily housing projects and inclusionary ordinance	Eliminating FY 18-19
GrantAnalyst.com,LLC dba ZoomGrants	30 - Community Development	3111 - Plan & Project Implementation	Anastacia Wyatt	8,344		- Developed a rating and ranking system for HUD grants subrecipients	Eliminating FY 18-19
GrantAnalyst.com,LLC dba ZoomGrants	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	1,656		- Developed a rating and ranking system for HUD grants subrecipients	Eliminating FY 18-19
James Robert Coles Db a Housing Tools	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	6,760		- Review of HUD annual action plan	Eliminating FY 18-19
James Robert Coles Db a Housing Tools	30 - Community Development	3240 - Special Programs	Anastacia Wyatt	1,400		- Review of HUD annual action plan	Eliminating FY 18-19
Jennifer N.M. Coile AICP	30 - Community Development	9042 - Farmworker Housing Study	Tara Hullinger	7,973		- Planning and Project Management Services	Eliminating FY 18-19
Jennifer N.M. Coile AICP	30 - Community Development	9701 - General Plan	Tara Hullinger	28,560		- Planning and Project Management Services	Eliminating FY 18-19
Joshua Abrams dba Baird Driskell Community Planning	30 - Community Development	9041 - Inclusionary Housing Ord Update	Anastacia Wyatt	84,173	21,788	Consultant for the inclusionary housing ordinance including nexus study and feasibility studies	Eliminating FY 18-19
Kent L Seavey	30 - Community Development	3462 - Current Planning	Courtney Grossman	15,000		- Phase 1 Downtown HRB Survey	Eliminating FY 18-19
Landset Engineers Inc	30 - Community Development	9156 - Land Purchase Contingency Fund	Megan Hunter	7,475		- N/A	Eliminating FY 18-19
M3 Environmental Consulting	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	2,125		- Soils test and hazardous materials investigation for 923 E. Market St.	Eliminating FY 18-19
Mark D. Crane dba Crane Transportation Group	30 - Community Development	3461 - Advance Planning	Tara Hullinger	4,115		- Peer review of traffic study	Eliminating FY 18-19
McGilloway, Ray, Brown and Kaufman	30 - Community Development	3111 - Plan & Project Implementation	Anastacia Wyatt	8,000		- Financial audit of grant programs.	Eliminating FY 18-19
MidPen Housing Corp	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	200,246	667,060	Development of the 21 Soledad Street Housing Community project.	Eliminating FY 18-19
Moore Iacofano Goltsman - MIG	30 - Community Development	3111 - Plan & Project Implementation	Lisa Brinton	30,000	24,120	Conceptual Master Plan for ITC	Eliminating FY 18-19
Moore Iacofano Goltsman - MIG	30 - Community Development	9247 - ED Element - Proj Mgmt EDE Imp	Tara Hullinger	6,140		- Conceptual Master Plan for ITC	Eliminating FY 18-19
Moore Iacofano Goltsman - MIG	30 - Community Development	9701 - General Plan	Tara Hullinger	13,548	78,868	Bilingual community outreach and related activities.	Eliminating FY 18-19
NDC	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	-		- Grow Salinas Fund & Multifamily Projects Consultation	Eliminating FY 18-19
Plan Review Consultants Inc	30 - Community Development	3350 - Permit Services	Lorenzo Sanchez	53,900	4,850	Outside consultant to review procedures for code enforcement	Eliminating FY 18-19
Plan Review Consultants Inc	30 - Community Development	3353 - Code Enforcement	Lorenzo Sanchez	20,000		- Process Development	Eliminating FY 18-19
Raimi + Associates, Inc.	30 - Community Development	9246 - EDE Alisal Vibrancy Plan	Lisa Brinton	46,966	369,817	Master Consultant for Alisal Vibrancy Plan	Eliminating FY 18-19
Remy Moose and Manley Attorneys at Law LLP	30 - Community Development	3461 - Advance Planning	Tara Hullinger	600	2,000	Environmental law services	Eliminating FY 18-19

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Veronica Tam And Associates Inc	30 - Community Development	3111 - Plan & Project Implementation	Anastacia Wyatt	1,243	-	Preparation of Annual Action Plan and CAPER for HUD	Eliminating FY 18-19
Veronica Tam And Associates Inc	30 - Community Development	3220 - Housing & Community Development	Anastacia Wyatt	2,240	-	Preparation of Annual Action Plan and CAPER for HUD	Eliminating FY 18-19
Veronica Tam And Associates Inc	30 - Community Development	3461 - Advance Planning	Tara Hullinger	560	-	Reviewed Farmworker Survey Methodology	Eliminating FY 18-19
Veronica Tam And Associates Inc	30 - Community Development	9701 - General Plan	Tara Hullinger	60,350	-	Preparation of Housing Element	Eliminating FY 18-19
Worksite International	30 - Community Development	3111 - Plan & Project Implementation	Lisa Brinton	1,235	-	ergonomic analysis	Eliminating FY 18-19
Worksite International	30 - Community Development	3350 - Permit Services	Joey DeSante	640	-	ergonomic analysis	Eliminating FY 18-19
Worksite International	30 - Community Development	3353 - Code Enforcement	Lorenzo Sanchez	1,470	-	ergonomic analysis	Eliminating FY 18-19
Worksite International	30 - Community Development	3461 - Advance Planning	Tara Hullinger	245	500	ergonomic analysis	Eliminating FY 18-19
Worksite International	30 - Community Development	3462 - Current Planning	Courtney Grossman	1,225	-	ergonomic analysis	Eliminating FY 18-19
<b>Subtotal Community Dev</b>				<b>1,536,514</b>	<b>1,417,262</b>		
Boots Road Group LLC	40 - Police	4112 - Personnel & Training	Kim Robinson	61,945	15,000	Recruitment related promotion	Eliminating FY 18-19
Tenacity Forensic Examination Services	40 - Police	4130 - Support Services	Adele Fresé	8,319	8,319	Ballistic tests to link guns to criminal cases in Salinas	Eliminating FY 18-19
Tenacity Forensic Examination Services	40 - Police	4340 - Investigations	Stan Cooper	85,553	85,553	Ballistic tests to link guns to criminal cases in Salinas	Eliminating FY 18-19
<b>Subtotal Police</b>				<b>155,816</b>	<b>108,871</b>		
AP Triton, LLC	45 - Fire	9377 - Fire EMS & Safety Equipment	Brett Loomis	20,667	100,000	EMS Transport Project	Eliminating FY 18-19
Dennis Joseph LeGear dba LeGear Engineering FD	45 - Fire	4510 - Suppression	Brett Loomis	2,953	-	Water Supply Evaluation and Training	Eliminating FY 18-19
<b>Subtotal Fire</b>				<b>23,620</b>	<b>100,000</b>		
Beehive Industries LLC	50 - Public Works	9161 - Geographic Information Systems	Eric Sandoval	31,490	-	GIS Toolset implementation for Data Management	Eliminating FY 18-19
Beehive Industries LLC	50 - Public Works	9720 - Sidewalk & Drainage Repairs	Eric Sandoval	6,000	-	GIS Toolset implementation for Data Management	Eliminating FY 18-19
Fehr And Peers	50 - Public Works	9607 - Bicycle Lane Installations	James Serrano	3,334	-	Review Creative Crosswalks	Eliminating FY 18-19
Kimley Horn And Assoc Inc	50 - Public Works	5122 - Dev, Traffic & Transportation	James Serrano	285	-	Engineering	Eliminating FY 18-19
Kimley Horn And Assoc Inc	50 - Public Works	9120 - Monte Bella Subdivision Imprvts	James Serrano	27,625	-	Developed Traffic Calming Plan	Eliminating FY 18-19
Kimley Horn And Assoc Inc	50 - Public Works	9662 - Traffic Fee Ordinance Update	James Serrano	81,640	10,000	Travel Demand Model Maintenance	Eliminating FY 18-19
Kimley Horn And Assoc Inc	50 - Public Works	9655 - E Alisal/Skyway Blvd Roundabout	Victor Gutierrez-Hernandez / James Serrano	5,130	-	After Study for Roundabout	Eliminating FY 18-19
RouteSmart Technologies	50 - Public Works	9513 - NPDES Storm System Mapping	James Serrano	30,978	10,000	Street Sweeping Routing System Software	Eliminating FY 18-19
Stantec Consulting Services Inc.	50 - Public Works	9090 - Downtown Complete Streets	James Serrano	3,500	-	Prepare Exhibits for Grant Applications	Eliminating FY 18-19
Stantec Consulting Services Inc.	50 - Public Works	9654 - Traffic Signal Installation	James Serrano / Jose Saucedo	3,500	-	Prepare Exhibits for Grant Applications	Eliminating FY 18-19
The Gordian, Inc.	50 - Public Works	9120 - Monte Bella Subdivision Imprvts	James Serrano	12,405	-	Construction Management for CIP	Eliminating FY 18-19
Wood Rodgers Inc	50 - Public Works	9510 - E Boronda Road Widening Impvt	Frank Aguayo / James Serrano	9,137	-	Design work	Eliminating FY 18-19
<b>Subtotal Public Works</b>				<b>215,023</b>	<b>20,000</b>		

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Conservation Technix Inc	55 - Recreation	9380 - Park & Open Space Master Plan	Kristan Lundquist	145,816	-	Parks, Recreation & Library Master Plan	Eliminating FY 18-19
Fall Creek Engineering	55 - Recreation	9670 - El Dorado Park Improvements	Frank Aguayo	11,873	-	Civil and Hydrology Design for Ponds at Parks	Eliminating FY 18-19
Graebe, Gerald and Assoc	55 - Recreation	6247 - Sherwood Rec Center	Frank Aguayo	1,575	-	Structural Engineering Services	Eliminating FY 18-19
Graebe, Gerald and Assoc	55 - Recreation	9535 - Rec Facility @ Muni Pool	Josie Lantaca	31,979	-	Structural Engineering Services	Eliminating FY 18-19
Karina Lehrner dba Capacity Consulting	55 - Recreation	6237 - Reimbursable Rec Activities	Kristan Lundquist	2,250	-	SNU Strengthening Neighborhood Retreat	Eliminating FY 18-19
Kasavan Architects	55 - Recreation	9379 - Sherwood Tennis Center Impvt	Frank Aguayo	5,000	-	Architectural Services	Eliminating FY 18-19
Landset Engineers Inc	55 - Recreation	9535 - Rec Facility @ Muni Pool	Josie Lantaca	1,830	-	Construction Testing	Eliminating FY 18-19
M3 Environmental Consulting	55 - Recreation	9535 - Rec Facility @ Muni Pool	Josie Lantaca	12,348	-	Hazardous Materials Testing	Eliminating FY 18-19
Wald, Ruhnke & Dost Architects, LLP	55 - Recreation	6231 - Recreation Admin	Josie Lantaca	5,357	-	Architectural Services	Eliminating FY 18-19
Wald, Ruhnke & Dost Architects, LLP	55 - Recreation	9535 - Rec Facility @ Muni Pool	Josie Lantaca	83,792	-	Architectural Services	Eliminating FY 18-19
<b>Subtotal Recreation</b>				<b>301,820</b>	<b>-</b>		
Boots Road Group LLC	60 - Library	6009 - Technology Services	Mila Riato	12,230	-	Development of a new user friendly website.	Eliminating FY 18-19
Carol Lynn McKibben	60 - Library	9258 - City Urbanization History	Cary Ann Siegfried	37,500	-	Development of a public history of Salinas from WWII until the present.	Eliminating FY 18-19
Grice Engineering Inc	60 - Library	9970 - El Gabilan Expansion	Don Reynolds	2,180	-	Conducted a storm water and percolation study	Eliminating FY 18-19
Harmony At Home	60 - Library	6010 - Support Services	Eric Howard	2,295	-	Training for staff on how to diffuse and stop bullying among children and teens.	Eliminating FY 18-19
Karina Lehrner dba Capacity Consulting	60 - Library	3453 - Comm Foundation - D & L Packard	Ernesto Lizaola	6,000	6,000	Theory of Change Strategic Planning and Evaluation for Learning/Homework Centers	Eliminating FY 18-19
M3 Environmental Consulting	60 - Library	6011 - Steinbeck Library	Don Gullion	1,890	-	Provide asbestos abatement.	Eliminating FY 18-19
M3 Environmental Consulting	60 - Library	6012 - Cesar Chavez Library	Don Gullion	1,050	-	Provide asbestos abatement.	Eliminating FY 18-19
<b>Subtotal Library</b>				<b>63,145</b>	<b>6,000</b>		
Bob Murray and Associates	80 - Non Departmental	8005 - Other Services	Marina Horta-Gallegos	7,849	-	Recruiting Services	Eliminating FY 18-19
CityGate Associates LLC	80 - Non Departmental	8005 - Other Services	Matt Pressey	73,640	-	JPA Feasibility Study	Eliminating FY 18-19
Donald H Maynor A Professional Law Corp	80 - Non Departmental	8005 - Other Services	Matt Pressey	3,474	-	UUT Modernization Services	Eliminating FY 18-19
<b>Subtotal Non-Departmental</b>				<b>84,962</b>	<b>-</b>		
<b>Grand Total City-Wide</b>				<b>2,587,428</b>	<b>1,652,134</b>		

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Reducing FY 18-19							
Development Counsellors Int Ltd	12 - Administration	1355 - Economic Development	Andrew Myrick	135,962	135,000	National Public Relations and Marketing Effort	Reducing FY 18-19
SVG Partners	12 - Administration	1355 - Economic Development	Andrew Myrick	130,750	-	Assist in Development of AgTech Ecosystem - Provide Technical Assistance in Development of Programs - Make Connections with Venture Capitalists - Provide expertise for Entrepreneurial Development	Reducing FY 18-19
Sayler Legal Service	14 - City Attorney	1400 - City Attorney's Office	Chris Callihan	5,145	-	Legal document service and filing	Reducing FY 18-19
Wittman Enterprises LL	45 - Fire	4505 - Fire Administration	Chris Vaughn	119,519	100,000	False Alarm, EMS, and Vehicle Accident Billing	Reducing FY 18-19
Local Government Commission	50 - Public Works	5122 - Dev, Traffic & Transportation	James Serrano	2,161	40,000	Public Engagement for Corridor Planning	Reducing FY 18-19
Kimley Horn And Assoc Inc	50 - Public Works	9090 - Downtown Complete Streets	James Serrano	123,315	-	Design of W Alisal Street Impvts	Reducing FY 18-19
Latitude Geographics Group, Ltd.	50 - Public Works	9161 - Geographic Information Systems	Eric Sandoval	15,214	20,000	Web based mapping software	Reducing FY 18-19
ESRI Inc	50 - Public Works	9161 - Geographic Information Systems	Eric Sandoval	30,600	23,600	Annual Software Maintenance and Support	Reducing FY 18-19
Overwatch	50 - Public Works	9161 - Geographic Information Systems	Eric Sandoval	5,500	1,580	Annual Software Maintenance and Support	Reducing FY 18-19
The Gordian, Inc.	50 - Public Works	9163 - Traffic Calming Improvements	Victor Gutierrez-Hernandez / James Serrano	1,825	5,000	Construction Management for CIP	Reducing FY 18-19
Boots Road Group LLC	80 - Non Departmental	8005 - Other Services	Matt Pressey	206,073	139,000	PIO Services	Reducing FY 18-19
HROD, Inc.	80 - Non Departmental	8005 - Other Services	Ray Corpuz	93,000	51,000	Federal Lobbyist	Reducing FY 18-19 (50%)
JEA & Associates	80 - Non Departmental	8005 - Other Services	Ray Corpuz	84,000	42,000	State Lobbyist	Reducing FY 18-19 (50%)
Grand Total City-Wide				953,063	557,180		