



CITY OF COMMERCE AGENDA REPORT

TO: Honorable City Council

Item No. _____

FROM: City Manager

SUBJECT: Adoption of a Resolution of the City Council of the City of Commerce approving a Professional Services Agreement with California Advocacy, LLC to perform professional government relations and legislative representation services

MEETING DATE: OCTOBER 6, 2020

RECOMMENDATION:

Adopt a Resolution of the City Council of the City of Commerce approving a Professional Services Agreement with California Advocacy, LLC to perform professional government relations and legislative representation for the City of Commerce.

BACKGROUND/ANALYSIS:

Due to the various legislative issues confronting the City of Commerce, in particular related to the City's cardroom interests, and the California Legislature and Governor's actions on matters related to COVID-19, the City is in need of supplemental professional government relations and legislative representation for the City of Commerce.

California Advocacy, LLC has been determined to possess the skillset to uniquely represent the City's interests at this time. California Advocacy, LLC also represents the California Cities for Self-Reliance Joint Powers Authority, which Commerce is a part of. Recently, the firm was instrumental in coordinating with Governor Gavin Newsom's office on the approval for allowing California cardrooms to reopen for outdoor gaming, as well as a key letter supporting such efforts from a local delegation of legislators. These activities helped paved the way for the approval received by the Board of Supervisors on September 29, 2020. While a crucial positive step, there is much work to be done to get back on the path to full approval of operations for our cardroom, which is critical for the City's fiscal health. We must also continue to engage with the Governor's office on executive orders and guidelines that are proposed and/or issued.

As the City Council is well aware, while these current restrictions are the most critical and timely threats facing the cardroom industry that we depend on, these aren't the only issues as we still face very serious threats from the Bureau of Gambling Control, which has

undertaken efforts to restrict the games that are offered legally and other aspects of the business that would be seriously detrimental to the City's financial interests.

California Advocacy, LLC represents clients before the legislature, regulatory agencies, and the executive branch by combining legislative, regulatory, local government and public relations. California Advocacy, LLC is regarded for establishing relationships with the legislature, government oversight bodies, regulators and the press.

California Advocacy, LLC has a broad roster of clients that includes the California Cities for Self-Reliance Joint Powers Authority, the City of Alhambra, Children's Hospital of Los Angeles, the International Longshore & Warehouse Union and the University of California Los Angeles Latino Politics and Policy Institute.

RECOMMENDATION:

Staff recommends that the City Council approve entering into a Professional Services Agreement with California Advocacy, LLC to perform professional government relations and legislative representation for the City of Commerce. The proposed limit for the cost for these services for October 1 2020-June 30, 2021, unless terminated earlier at the City's discretion, is not to exceed \$34,200.

ALTERNATIVES:

1. Approve staff's recommendation
2. Reject staff's recommendation
3. Provide staff with further direction

FISCAL IMPACT:

If the City Council approves the agreement with California Advocacy, LLC, an appropriation for \$34,200 will be made for the 2020-2021 fiscal year, and same will be budgeted.

RELATIONSHIP TO STRATEGIC GOALS:

Approved and Recommended by: Edgar P. Cisneros, City Manager
Reviewed by: Vilko Domic, Assistant City Manager
Approved as to form: Norma Copado, Assistant City Attorney
Respectfully submitted: Edgar P. Cisneros, City Manager

ATTACHMENTS:

1. Resolution
2. Draft Agreement