



Long Beach Water

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1800 E. Wardlow Road, Long Beach, CA 90807-4931
562.570.2300 | lbwater.org

Board of Water Commissioners

February 4, 2021 Board Meeting

Christopher J. Garner, General Manager

Subject:

Authorize the General Manager to enter into a contract with The Gualco Group to provide state advocacy and lobbying services in an amount not to exceed \$95,000 for one year with the option to extend for two additional one-year periods.

Executive Summary:

The Long Beach Water Department (LBWD) issued a Request for Proposals (RFP) to solicit proposals from the current state advocacy and lobbying consultant as well as other qualified, Sacramento-based firms/consultants, to support LBWD staff in the development and pursuit of Department legislative and regulatory priorities, as articulated in the Board-approved LBWD Policy Platform and Guidelines.

Two consultants submitted proposals in response to the RFP. After evaluating the RFPs, staff recommends awarding The Gualco Group based on a history of demonstrated proficiency and scope of influence, the qualifications and availability of key personnel, the proposed methodology and deliverables, and the reasonableness of fee proposals. The Gualco Group has served as LBWD's state advocates since 2017 and has been successful representing LBWD to state agencies.

In order to maintain a strong, effective and respected Sacramento presence for LBWD, The Gualco Group will continue to consult, monitor, represent, assist and lobby the Legislature, the Office of the Governor, and various regulatory agencies including, but not limited to, the State Water Resources Control Board, the California Water Commission and the Department of Water Resources. The Gualco Group will continue regular communication with the Board coordinated through the General Manager and Government Affairs staff

Recommendation/Fiscal Impacts:

Authorize the General Manager to enter into a contract with The Gualco Group to provide state advocacy and lobbying services in an amount not to exceed \$95,000 for one year with the option to extend for two additional one-year periods.

Fiscal Impact: The maximum FY 21 cost of the contract to the Water Fund will be \$95,000. These costs are included in the Water Fund FY 21 Budget and financial projections.

B. Anatole Falagan
Assistant General Manager

1/28/21
Date

Christopher J. Garner
General Manager

1/28/21
Date