

TOWNSEND

PUBLIC AFFAIRS

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**Proposal for
State Legislative
Advocacy Services**

October 1, 2020

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1. STATEMENT OF QUALIFICATIONS

ABOUT TPA

TPA is a state and federal legislative advocacy and grant writing firm that provides lobbying and funding services to public agencies and nonprofit organizations throughout California.

- Founder/Owner/President: Christopher Townsend
- Advocacy Success: Shepherded **over 100** client-sponsored legislative proposals into law
- Funding Success: Over **\$1.8 billion** in state, federal, and local government grants as well as grants from nonprofit organizations and private companies
- Longevity: 22 years (founded in 1998)
- Number of Employees: 17
- Number of Registered State and Federal Lobbyists and Grant Writers: 14
- Number of Offices: Five
 - TPA State Capitol Office, Sacramento
 - TPA Federal Office, Washington, DC
 - TPA Northern California Office, Oakland
 - TPA Central California Office, Fresno
 - TPA Southern California Office, Newport Beach
- Number of Current Clients: 109
 - City and County Governments
 - Water and Sanitation Districts
 - Transportation Districts
 - K-12 School Districts
 - Community College Districts
 - Parks and Recreation Districts
 - Museums, Science Centers, and Cultural Facilities
- Areas of Specialization:
 - Local Governance (Cities, Counties, Special Districts)
 - Transportation Policy and Infrastructure
 - Water and Sanitation Policy and Infrastructure
 - Education Policy and Infrastructure
 - Housing and Economic Development
 - Parks and Community Facilities (Recreational, Cultural, Historical)
 - Energy, Environment, and Natural Resources
 - Public Safety
 - Budget and Finance
- Ranking by Revenue Reported to the California Secretary of State:
 - 9th of 474 Firms Registered for 2017-18 Legislative Session
 - 98th Percentile



TPA HISTORY WITH THE CITY OF CARSON

Townsend Public Affairs, Inc. ("TPA") appreciates the opportunity to submit our qualifications to continue to serve as the City's consultant for state and federal advocacy services. TPA has been proud to serve as the state and federal legislative advocate for the City of Carson, serving as an extension of City staff, successfully lobbying the City's position on dozens of bills both in Sacramento and Washington, D.C. TPA has crafted legislation favorable to the City, shepherd it through the legislative process and into law. TPA has protected and secured **over \$53 million** in funding on behalf of the City of Carson.

TPA's contract history with the City of Carson is as follows:

- **Grant Writing ONLY:** January 2011 to January 2013
- **State Legislative Advocacy AND Grant Writing:** January 2013 to June 2014
- **State AND Federal Legislative Advocacy AND Grant Writing:** June 2014 to October 2017
- **State AND Federal Legislative Advocacy ONLY (NO Grant Writing):** October 2017 to Present

LEGISLATIVE AND FUNDING SUCCESS ON BEHALF OF THE CITY OF CARSON

Legislative Success: SB 343 (Bradford) Personal Income Taxes: Kast Property Tank Farm Facility Cleanup

TPA worked closely with Senator Bradford to advance SB 343 starting in 2017. The bill was written specifically for residents of the Carousel Housing Tract in the City of Carson, who were awarded monetary compensation for physical and emotional impacts suffered as a result of hazardous waste that was improperly disposed of at the site of the future housing tract. Typically, only a portion of this award would be considered tax exempt by the State. SB 343 continues to exempt the additional monies from State taxes in perpetuity.

TPA worked closely with City of Carson leadership, and the City Manager's officer to lobby on behalf of the bill with the legislature and eventually Governor's office, where the bill was signed into law. TPA continues to serve as a resource between Senator Bradford's office, the Legislature and local community groups to ensure that the provisions of SB 343 are upheld, and that any additional clarification or guidance is provided.

Legislative Success: AB 1144 (Hall) Public Employees Medical and Hospital Care Act

TPA sponsored AB 1144 (Hall) which specifically authorized the City of Carson to establish a post-retirement medical program vesting schedule in accordance with the collective bargaining agreements reached between the City of Carson and their respective bargaining units. This measure helped the City of Carson address an otherwise unfunded liability, **which was projected to be \$48 million**.



1. STATEMENT OF QUALIFICATIONS

TPA took a leadership role to strategically craft this legislation and shepherd it through the legislative process, including collaborating with then-Assembly Member Hall, the City, the local bargaining units, CalPERS, and the Legislature. Activities included testifying on behalf of Carson in six separate policy and fiscal committees to ensure the bill advanced, as well as lobbying members of both houses and the Governor's office to ensure his signature.

Administrative Success: CA Pollution Control Financing Auth.: CalRecycle Remediation Grant Forfeiture

TPA worked to successfully stave off the forfeiture and repayment of a **\$5 million** grant from the CPCFA/CalRecycle Underutilized Sites Remediation Program. The grant was originally awarded in November of 2009 to fund the Boulevards at the South Bay Site. Due to the change in plans for the site, the deadline to renegotiate and satisfy the affordable housing requirement of the grant was extended to April 2016. TPA worked closely with the City Attorney to engage frequent top-level communication with the State Treasurer's Office to ensure the City received an additional extension of time to facilitate a mutually beneficial resolution of the matter. **Without the extension, the City would have been forced to refund the entire \$5 million grant to the state.**

Grant Writing Success:

TPA has secured grants for more than **\$368,000** for the City of Carson's priority transportation and housing projects from Caltrans Community Based Transportation grant program and the Housing and Community Development-Housing Related Parks grant program.

Bottom Line:

TPA's efforts on behalf the City of Carson has generated over \$53 million in value for the City.

ONGOING STATE LEGISLATIVE SESSION EFFORTS ON BEHALF OF THE CITY OF CARSON

COVID-19 Relief: State and Federal

TPA has continued to update the City of Carson daily and weekly on COVID-19 developments and grant opportunities at the state and federal level since the beginning of the pandemic. TPA has been persistent in advocating for crucial state and local funding that can be used to replace Coronavirus-related revenue loss, including providing local revenue loss information directly to House Speaker Nancy Pelosi's senior staff, who shared that framework with other Congressional offices to highlight the need for assistance to cities. That effort was reflected in the House-passed HEROES Act and would provide **\$436 billion** to local and state governments. TPA was also instrumental in identifying the unfunded mandate that prevented select local governments, including the City of Carson, from being reimbursed for Coronavirus-related leave. TPA interfaced with committee and leadership staff to address the problem and successfully fought for the HEROES Act to include a fix. TPA continues to advocate to ensure this funding relief will be included in the final Phase 4 Coronavirus aid package.



1. STATEMENT OF QUALIFICATIONS

At the State level, TPA has been instrumental in advocating for a portion of the State's Coronavirus Relief Fund monies to be re-distributed to cities. TPA was successful in working with Senate Budget Committee staff, Assembly Budget Committee staff, the Speaker's office, the Senate Pro Tem's office, and the Governor's office to secure **\$1,149,617** in direct funding to the City of Carson.

State: Goods Movement Mitigation

TPA has been working with the City of Carson legislative delegation, the Speaker's office, the Senate Pro Tem's office, and the Governor's office on a solution for the allocation of funding through SB 1 and the California Cap and Trade Program for adequate compensation for goods movement mitigation. Currently the program fails to adequately distribute funding to communities like Carson who are disproportionately impacted.

State: Public Safety Reform Legislation

TPA has kept city staff up to date on the wide variety of public safety and justice reform bills that are making their way through the Legislature as a result of the recent national displays of police related incidents. Both of the City's legislative representatives, Senator Steven Bradford and Assembly Member Mike Gipson have introduced measures to implement policy reform for policing techniques and training. TPA has provided extensive information to the City about the various proposals including fact sheets and summaries.

TPA APPROACH TO LEGISLATIVE ADVOCACY

TPA utilizes a strategic and comprehensive approach to state and federal legislative advocacy, which has been leveraged on behalf of the City of Carson for over 10 years. TPA will continue to leverage this approach to provide State Legislative Advocacy services to the City.

Beginning with the development of a legislative strategy, TPA works with the City to draft a legislative platform that is tailored to meet the specific needs of the City. The strategy is implemented by leveraging our extensive network of relationships with elected representatives, key committee members, agency officials, and staff to gain support for City priorities and resolve City concerns.

Specifically, TPA implements this strategy utilize our working relationships with the City of Carson legislative delegation, the Speaker's office, the Senate Pro Tem's office, and the Governor's office. This strategy also includes, but is not limited to:

- Protecting Carson's interest potentially affected by changing laws or regulations.
- Coordinating advocacy trips to Sacramento to meet with Carson's legislative delegation and legislators that serve on committees relevant to Carson's agenda
- Advocating Carson's interests to elected representatives, key committee members, as needed, garnering their support and resolving concerns.
- Monitoring and analyzing existing and proposed legislative actions throughout their development and implementation.
- Advising Carson on the development of legislative positions and priorities.
- Craft testimony and position letters on Carson's behalf



1. STATEMENT OF QUALIFICATIONS

- Draft specific bill language relevant to Carson's legislative agenda
- Representing Carson at regulatory meetings and/or hearings.

Additionally, TPA will continue to communicate regularly with the City by way of written monthly reports, conference calls, and presentations to City leadership and the City Council.

TPA works as an extension of City of Carson staff, utilizing the breadth and depth of our experience AND ability to deploy as many advocates as needed to maximize success while minimizing the burden on the City of Carson.

STATE GOVERNMENT RELATIONSHIPS (PARTIAL LIST)

- Governor's Administration and Agency Leadership:
 - Governor Gavin Newsom
 - Chief of Staff Ann O'Leary
 - Cabinet Secretary Ana Matosantos
 - Legislative Secretary Anthony Williams
 - Chief Deputy Legislative Secretary Joey Freeman
 - Lieutenant Governor Eleni Kounalakis
 - State Treasurer Fiona Ma
 - State Controller Betty Yee
 - Attorney General Xavier Becerra
 - Secretary of State Alex Padilla
 - Secretary Wade Crowfoot, Natural Resources Agency
 - Secretary Lourdes Castro Ramirez, Business, Consumer Services, and Housing Agency
 - Secretary David Kim, State Transportation Agency
 - Director Keely Bosler, Department of Finance
 - Director Lisa Mangat, Department of Parks and Recreation
 - Director Karla Nemeth, Department of Water Resources
 - Director Toks Omishakin, Department of Transportation
 - Deputy Director Zack Olmstead, Department of Housing and Community Development
- State Legislative Leadership:
 - Senate President Pro Tempore Toni Atkins
 - Senator Steven Bradford
 - Assembly Speaker Anthony Rendon
 - Assembly Member Mike Gipson
- Key Legislative Committees:
 - Senate Budget and Fiscal Review Committee
 - Senate Governance and Finance Committee
 - Senate Housing Committee
 - Senate Transportation Committee
 - Assembly Budget Committee
 - Assembly Housing and Community Development Committee
 - Assembly Local Government Committee
 - Assembly Transportation Committee



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION

Included on the following page is a certification, on company letterhead, that the person submitting this proposal, Christopher Townsend, is authorized to contract on behalf of TPA.



October 1, 2020

Sharon Landers, City Manager
City of Carson
701 E Carson Street
Carson, CA 90745

Dear Ms. Landers:

Thank you for the opportunity for Townsend Public Affairs, Inc. ("TPA") to submit our proposal for State Legislative Advocacy Services to the City of Carson ("City").

Since its inception in 1998, TPA has earned the reputation as ***Champions for Better Communities*** by providing the experience, resources, and relationships expected from a premier legislative advocacy and grant writing firm while also giving clients the unique brand of customer service they deserve: personal attention, maximum accessibility, and passion for their mission.

Our strategic approach to advocacy and funding is tailored to meet the individual needs of each client by leveraging the breadth and depth of our team as well as our vast network of relationships with key stakeholders and decision makers.

Utilizing this method on behalf of our clients, TPA has shepherded over 100 legislative and regulatory proposals into law, and secured over \$1.8 billion in grants from state, federal, and local government agencies as well as nonprofit foundations and private companies.

TPA is in good standing with the California Secretary of State. Pursuant the RFP, contact information for TPA is as follows:

State Capitol Office: 925 L Street, Suite 1404, Sacramento, CA 95814

Phone Number: (949) 399-9050

Proposal Contact Person: Claire Alex, Associate, calex@townsendpa.com .

Thank you again for your interest in our firm and your consideration of this proposal. Please contact us if you have any questions or need additional information. We would be honored to serve the City of Carson.

Yours truly,



Christopher Townsend*
President

*Authorized to contract on behalf of TPA



CLIENT SERVICE TEAM RESUMES



Christopher Townsend, President:
Project Role: Senior Strategic Advisor

Christopher founded TPA in 1998 and has over 38 years of experience in public affairs, legislative advocacy, and grant writing. Christopher and TPA have represented 325 clients, including 235 local public agencies, such as cities, counties, park and recreation districts, transportation agencies, water and sanitation districts, school districts, community college districts, and other special districts, as well as nonprofit organizations.

Townsend Public Affairs, Inc.
President

1998-Present

Christopher provides leadership to a team of 17 professionals and manages the development and implementation of strategies for client agendas. Some achievements include:

- Under Christopher's leadership, TPA has shepherded **over 100** legislative and regulatory proposals into law over a wide range of policy areas, including local governance, water and sanitation, transportation, education, housing and economic development, parks and natural resources, historical and cultural resources, and public safety. The bipartisan capabilities of the firm are demonstrated by legislative successes over the tenure of several federal and state administrations, including: President George W. Bush, Barack Obama, Donald Trump, and Governors Pete Wilson, Gray Davis, Arnold Schwarzenegger, Jerry Brown, and Gavin Newsom.
- Christopher and his team have secured over **\$1.8 billion** in local, regional, state, and federal government grants as well as private and nonprofit grants for a multitude of legacy projects in the policy sectors of water and sanitation, transportation, education, housing and economic development, parks and natural resources, historical and cultural resources, and public safety.
- Christopher and TPA have participated in the development and implementation of several California bond propositions for the statewide ballot to provide capital funding for major infrastructure projects, including water and sanitation, transportation, education, housing and economic development, parks and natural resources, and historical and cultural resources, including Propositions 1, 1B, 1C, 1D, 1E, 12, 13, 14, 40, 47, 50, 55, 68 and 84. Most recently, Christopher worked closely with the State Legislature and the Governor's office on the drafting of SB 5 (De Leon), which authorized a **\$4 billion** park bond that was approved on the November 2018 statewide ballot as Proposition 68.
- In 2002, Christopher was personally requested by Oakland Mayor Jerry Brown to help him secure funding for three of his priority projects for the City of Oakland: the establishment of the Oakland Military Institute (OMI), the creation of a permanent facility for the Oakland School of the Arts (OSA), and the renovation and restoration of the historic Fox Theater. Under Christopher's leadership, TPA secured over **\$24.5 million** for all three projects.
- In 1997, Christopher was appointed by Assembly Speaker Cruz Bustamante to serve on the California Film Commission.

2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION

- In 1999, Christopher was appointed by Assembly Speaker Antonio Villaraigosa to serve on the Speaker's Commission on State and Local Government Finance.

PepsiCo/Taco Bell Corp., Irvine, CA

Senior Director, Government & Community Affairs

1992-1998

Christopher managed and directed government and media relations, crisis management, internal communications, and marketing publicity. Christopher also managed the political action committee for state and federal political races. Additionally, Christopher managed community relations initiatives, corporate philanthropy, and the Taco Bell Foundation.

Stein-Brief Group, Inc., Dana Point, CA

Vice President, Public Affairs

1982-1992

Christopher directed government, community, and media relations at the local, state, and federal levels, including the management of all political, civic, charitable, and cultural activities. Christopher provided land-use planning and entitlement process analysis for domestic and international projects. Christopher also managed activities with numerous state and federal agencies to ensure compliance with all applicable laws and regulations governing land use. Finally, Christopher created and directed a political action committee that supported various local, state, and federal candidates and ballot initiatives.

JFK School of Government, Harvard University, Cambridge, MA

Master of Public Administration

1991

Claremont McKenna College, Claremont, CA

Bachelor of Arts, Political Science, Magna cum Laude, Political Science Honors Prize

1982

Coro Fellow

Southern California

1981

Harry S Truman Scholar

California

1980



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION



Niccolo De Luca, Senior Director

Project Role: Lead Client Manager, State Advocate

Niccolo brings 23 years of legislative and public policy experience to TPA. Niccolo has expertise in the policy sectors of local governance, cannabis, parks and recreation, public safety, natural resources, cultural resources, and consumer affairs.

Townsend Public Affairs, Inc.

Senior Director

2008-Present

Throughout his tenure at TPA, Niccolo has been responsible for dozens of legislative proposals that have been signed into law and secured millions in competitive grant funds for local public agency clients. In addition to his public policy expertise, Niccolo has widespread bi-partisan relationships with Members and staff of the State Legislature, Governor Newsom Administration, and relevant agencies. Some of Niccolo's accomplishments include:

- Niccolo led the TPA efforts to secure **\$33.1 million** in critically needed park funding for cities and nonprofits in the Bay Area, Central Valley, and Southern California. These efforts included working on the funding guidelines, drafting the applications, lobbying for the applications, and working hand in hand with the funding agency. Niccolo was the team lead and instrumental in the many victories of our clients.
- Niccolo, in recognizing the need for additional tools to protect public and private infrastructure from natural disasters such as earthquakes, championed legislation to allow cities to create a special assessment district to provide low-cost earthquake retrofit loans in areas with vulnerable housing stock. In addition, Niccolo worked with the City of Oakland and the City of Los Angeles to create the first ever state loan program for seismic retrofits of multi-unit buildings.
- Niccolo was a major part of the coalition to help pass the state's first ever medicinal cannabis regulatory framework legislation. A comprehensive, thorough approach to statewide medicinal cannabis guidelines has been needed for several years. Niccolo served as an instrumental member of the statewide coalition that supported the views of both local government and the industry. Niccolo actively drafted language and advocated with legislators and staff to ensure statewide regulations would be in the best interest of cities. Due to these efforts, Niccolo has been recognized as a policy expert on cannabis policy and has testified before numerous legislative committees on issues related to the statewide implementation of cannabis regulations.
- Niccolo assisted the City of Oakland in securing **\$2.2 million** in State Budget earmarks in FY14 and FY16. Niccolo coordinated with the Oakland Mayor, State Legislature, Governor's Office, and appropriate Administration officials to draft the language for inclusion into both budgets. Niccolo's strategy and execution led to two significant financial wins for the City and their various public safety efforts.
- Niccolo worked closely with the City of Oakland to secure four grants in the combined amount of **\$18.9 million** from the Community Oriented Policing Services (COPS) Hiring Program. Niccolo developed the applications and shepherded them through the grant



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION

process, including leveraging relationships with the US Department of Justice and COPS staff, which resulted in critical federal funding for the City to hire additional police officers.

- Niccolo worked with the City of Emeryville to secure **\$600,000** in federal funding from the Pre-Disaster Mitigation Grant Program to finance the cost of seismic retrofitting of the City's one and only emergency community gathering and housing facility. Niccolo worked closely with the City and Congresswoman Barbara Lee on the application as well as development and execution of an advocacy strategy, including the defeat of a hostile amendment that would have taken the grant away from Emeryville and reverted the funds back to FEMA.

City of Oakland

Deputy City Administrator

2004-2007

Niccolo was responsible for the daily operations and decision making for the two largest departments (public works and police department), overseeing a combined annual budget of \$323 million. Niccolo also directly supervised four different divisions with 45 employees.

Niccolo provided direct organizational leadership to create a standard operating procedure for a multi-faceted crime reduction initiative, which was adopted by the City Council and resulted in crime reduction. Additionally, Niccolo expanded the number of organized neighborhood public safety gatherings for three consecutive years, with an average of nearly 100 percent annual increase. Furthermore, Niccolo served as lead administrative staff member for three City Council committee, providing expertise and support to the Mayor and City Council in the formulation, interpretation, and application of public policy.

City of Oakland

Assistant Director, Public Works Agency

2001-2004

Niccolo was responsible for three divisions of the public works department (including finance and human relations), five direct reports, and 40 staff members. Niccolo oversaw the financial operations of the entire public works department, including revenues and expenditures. Niccolo implemented procedures to reduce the number of worker's compensation claims subsequently adopted for the entire City.

Niccolo also served as the spokesperson of the public works department and maintained all media relations. Niccolo built strong media relations and served as hearing officer for union grievances, ultimately helping to improve key relationships with affected unions.

City of Oakland

Assistant to Councilmember Richard Speeds

1998-2001

Niccolo served as lead spokesperson for the Council Member within the district. Niccolo improved the overall district-wide public approval rating of the Council Member through grass roots marketing campaigns and new information dissemination strategies. Additionally, Niccolo led constituent services for the district, ensuring proper and efficient service delivery for 58,000 residents.

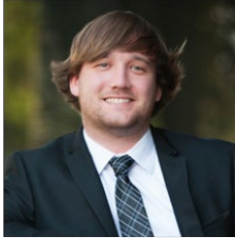
University of Oregon

Bachelor of Arts, American History

1997



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION



Eric O'Donnell, Senior Associate

Project Role: Deputy Client Manager, State Advocate

Eric brings five years of experience in local governance and grant writing to TPA. Eric has been responsible for major grant awards on behalf of public agency clients. Eric has a strong network with both staff and members of the state and federal Orange County Delegation as well as relationships with local Orange County municipalities. Eric has expertise in the policy sectors of water resources, natural resources, local governance, parks and recreation, and transportation.

Townsend Public Affairs, Inc.

Senior Associate

2015-Present

Since joining TPA, Eric has worked with numerous public agencies to secure grant funding for water and sanitation policy and infrastructure, natural resources, and parks and recreation. Some of his accomplishments include:

- Eric worked with the City of Avalon to secure a direct funding allocation in the FY 2019-20 State Budget in the amount of **\$500,000** to remove and replace single-walled underground fuel storage tanks with safer and more durable double-walled underground fuel storage tanks. Eric worked closely with the City's legislative delegation as well as legislative staff from the Assembly and Senate Budget Committees as well as the Speaker and Senate Pro Tem's offices to ensure that the funding was included in the FY 19-20 State Budget for the City of Avalon to complete this critical environmental protection project. This funding will allow the City's marine fuel dock in the harbor to continue operating and will provide a critical resource for the community.
- Eric worked with the Orange County Sanitation District to secure a **\$1 million** grant award from the Department of Water Resources' Integrated Regional Water Management Grant Program to replace a critical sewer line. Eric worked closely with staff at the Orange County Sanitation District, the Department of Water Resources, and the Santa Ana Watershed Project Authority throughout the development and implementation of the grant program.
- Eric was critical in facilitating a resolution to a Redevelopment Dissolution related issue for the City of Stanton that resulted in the City receiving **over \$2.1 million** in loan repayment. Eric worked closely with the City, the City's legislative delegation, and executive staff from the Department of Finance to identify a solution. The favorable resolution resulted in the Department of Finance approving a previously denied line item on the City's Recognized Obligation Payments Schedule (ROPS), thus awarding the City a loan repayment.
- Eric helped the City of Fountain Valley secure a **\$226,000** grant from the Active Transportation Program, administered by the Southern California Association of Governments and the California Transportation Commission. The funding allowed the City to build ADA accessible pedestrian curb ramps within neighborhoods that are located near five elementary and middle schools in the Fountain Valley School District and the Ocean View School District. The project will provide greater mobility for the public and improve the safety of the City's routes to local schools.



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION

City of Brea

Community Services Senior Leader

2009-2015

Eric was responsible for the organization, design, and implementation of all elements of youth sports programs for over 200 children and 400 parents. Eric helped to orient, train, and supervise new staff in all aspects of their job responsibilities.

Chapman University, Orange, CA

Candidate for Masters of Public Administration

2020

California State University, Fullerton

Bachelor of Arts, Business Administration, General Management

2014



2. COMPANY CERTIFICATION AND PERSONNEL VERIFICATION



Anakaren Cervantes, Associate

Project Role: State and Federal Funding Advocate

Anakaren brings experience in funding and policy research and writing to TPA. Prior to joining TPA, Anakaren attended Stanford University, where she studied public policy and developed an interest in state and local government. At Stanford, she worked on a number of research projects focusing on policy issues such as higher education, immigration, housing and active transportation in the Bay Area.

Townsend Public Affairs, Inc.

Associate

2019-Present

Since joining TPA, Anakaren has worked closely with public agency clients to develop competitive grant applications and advance their funding needs. Additionally, she works to identify funding opportunities that can help TPA clients achieve their goals. Some of her accomplishments include:

- Anakaren worked with the City of Palmdale to secure a **\$174,000** grant from the CalRecycle Food Waste Prevention and Rescue Grant Program. Grant funding will support the purchase of additional vehicles to expand the City's existing food rescue and redistribution program. The City will collaborate with a local non-profit organization to create employment opportunities for youth and minimize food waste in the City.
- Anakaren collaborated with the City of Placentia to secure **\$640,000** in grant funding through the Proposition 68 Statewide Parks Program. Funding will support renovation of La Placita Parkette in the City's La Jolla neighborhood.
- Anakaren worked with the City of Palmdale throughout the multi-step application process for the California Natural Resources Agency's Environmental Enhancement and Mitigation (EEM) Program, including organizing a project site visit and coordinating with staff for submission of final supporting documentation. The City was awarded **\$500,000** for the Ave S Avenue S Corridor Landscaping project.
- Anakaren supported the City of South El Monte in developing an application for the Federal Section 5310 Program, a federal program administered by the Los Angeles Metropolitan Transportation Agency, securing **\$272,089**. Funding will support modernization of equipment for the City's dial-a-ride paratransit service for seniors and individuals with disabilities.

Stanford University

Master of Arts, Latin American Studies

2018

Stanford University

Bachelor of Arts, History and Public Policy

2017



3. COST PROPOSAL

TPA's cost proposal has been submitted separately in accordance with the special instructions in RFP Exhibit "C".



4. CLIENT REFERENCE LIST

CLIENT REFERENCE LIST

In order to more fully evaluate your background and experience for the project herein proposed, it is requested that you submit a list of references and/or similar projects completed or in progress within the last 24 months or as noted in the requirements of the RFP or IFB. Your cooperation in this matter is greatly appreciated.

Company Name: Townsend Public Affairs, Inc.

Number of years as a contractor in the work of this type: 22 years

Three projects/clients references for this type of work:

Client Name: City of Anaheim

Address: 200 S. Anaheim Blvd., Ste. 733 Anaheim, CA 92805

Contact Name: Jim Vanderpool, City Manager Contact Email jvanderpool@anaheim.net

Contact Phone Number 714-765-5162

Project Description TPA provides state legislative advocacy and grant writing services to the City.

Project Start Date September 2015

Project End Date Project Ongoing

Project Amount: \$5,000 per month

Client Name City of Oakland

Address 1 Frank H. Ogawa Plaza Oakland, CA 94612

Contact Name Larry Reid, Council Member Contact Email lreid@oaklandnet.com

Contact Phone Number 510-238-3266

Project Description TPA provides state and federal legislative advocacy services to the City.

Project Start Date April 2006

Project End Date Project Ongoing

Project Amount: \$16,000 per month

Client Name City of Avalon

Address 410 Avalon Canyon Rd., Avalon, CA 90704

Contact Name Denise Radde, City Manager Contact Email dradde@cityofavalon.com



4. CLIENT REFERENCE LIST

Contact Phone Number (310) 510-0220 ex. 122

Project Description TPA provides state and federal legislative advocacy and grant writing services to the City.

Project Start Date March 2018

Project End Date Project Ongoing

Project Amount: \$4,000 per month

Bidder's Signature  _____

NOTE: If requested by the City, the bidder shall furnish a certified financial statement, references, and other information sufficiently comprehensive to permit an appraisal of his current financial condition.

.....



5. MODIFICATION, CHANGES, OR EXCEPTIONS TO CITY SERVICE AGREEMENT

TPA does NOT have any modifications, changes, or exceptions to any proposed items or contract terms and conditions as outlined in the City's contract of services agreement template.



6. AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION

CITY OF CARSON AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION


I hereby swear (or affirm) under the penalty of perjury:

That the attached proposal or bid has been arrived at by the responder independently and has been submitted without collusion with and without any agreement, understanding, or planned common course of action with any other firm or entity designed to limit fair and open competition;

That the contents of the proposal or bid response have not been communicated by the responder or its employees or agents to any person not an employee or agent of the responder and will not be communicated to any such persons prior to the official opening of the solicitation responses; and

The proposer/bidder does not and shall not discriminate, will provide equal employment practices, and will adhere to an affirmative action program to ensure that in their employment practices, persons are employed and employees are treated equally and without regard to or because of race, religion, ancestry, national origin, sex, sexual orientation, age, disability, marital status or medical condition.

I certify that the statements in this affidavit are true and accurate.

 _____ Signature	9/30/2020 _____ Date
Christopher Townsend _____ Printed Name	President _____ Title



7. DEBARMENT AND SUSPENSION CERTIFICATE

DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: Townsend Public Affairs

Acting on behalf of the above-named firm ("Consultant"), as its Authorized Official, I, the undersigned, certify as follows:

I am a duly authorized representative of ("Consultant"). Consultant certifies, to the best of its knowledge and belief, that Consultant, including its principals:

Is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency, and not does not have a proposed debarment pending;

Has not within the three-year period preceding this certification been convicted of or had a civil judgment rendered against it for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction, contract, or subcontract under a public transaction; for violation of federal or state antitrust statutes; or for commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;

Is not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (2) above; and

Has not within the three-year period preceding this certification had one or more public transactions (federal, state or local) terminated for cause or default.

Consultant further certifies that Consultant, including its principals, is not listed on the government-wide exclusions in the System for Award Management.

Consultant acknowledges that falsely providing this certification may result in criminal prosecution or administrative sanctions, and that this certification is a required component of all proposals in response to this RFP/IFB.

A proposal that does not include a completed and signed version of this certification will be deemed incomplete and materially nonresponsive, and will not be considered.

CONSULTANT

By:  _____

Title: Christopher Townsend, President

Date: 9/30/2020

