



STAFF REPORT

TOWN COUNCIL MEETING OF NOVEMBER 13, 2012

To: Town Council

From: Town Manager

Subject: Presentation by California Consulting regarding Grant Writing services

Date: November 5, 2012

RECOMMENDATION:

Hear presentation, discuss and direct staff.

DISCUSSION:

California Consulting Inc. was one of the firms/Exhibitors at the League of California Cities annual conference this year. I had previously met them at Town hall to discuss what services they provide. The company has sent a great deal of material (see attached) for the Town Council to review. These documents include a grants awarded list, success stories, testimonials, company history, list of clients, grant writing services and references.

In addition, I have attached a copy of the power point they will be presenting at the Town Council meeting. This item is not for action at this meeting. After hearing the presentation, the Council may direct staff if you wish to pursue further negotiations with the company based on the Council's desires.

CEQA :

The proposed presentation is exempt from CEQA.

FINANCIAL IMPLICATIONS:

There is no financial impact to the Town at this point.

Attachments: Company supplied information
Power Point Presentation

Loomis &



CALIFORNIA CONSULTING HAS SECURED OVER \$1 BILLION FOR CLIENTS!



November 2012

Firm structure

- ◆ We don't just write grant applications
- ◆ Full time professional, experienced grant writing staff
- ◆ Continue to produce tangible, concrete results for clients
- ◆ Revenue generating entity that alleviates burden on staff and allows the City to actively and aggressively pursue several different grant funding opportunities

Grant Program Management

◆ Identification ◆

- ◆ Federal, State, and private foundation grant opportunities sent to you
- ◆ Menu - list of current grant opportunities
- ◆ Targeted grant opportunity research for specific projects
- ◆ New requests for grant research can always be sent to your Project Manager

◆ grant program management ◆ ◆ drafting & submission ◆

- ◆ Full time professional, experienced grant writing staff
- ◆ Your Project Manager's unique insight and experience in the grant writing results in stronger, more competitive applications for the City
- ◆ Assurance that the City's applications are properly and completely submitted
- ◆ Interaction with your Project Manager

Grant program management

◆ State lobbying ◆

- ◆ The Owner (a former member of the California Assembly), Chief Operating Officer and myself are both registered lobbyists with the Secretary of State
- ◆ Schedule lobbying trips as needed to Sacramento, to lobby on behalf of your applications and other issues
- ◆ Perform lobbying activities for the City.
- ◆ High level access to decision makers in State government

grant program management

◆ tracking ◆

- ◆ Provide expected award notice dates
- ◆ Information regarding the decision making process
- ◆ Internal planning purposes

grant program management

post grant award administration



- ◆ Increasingly important for and burdensome on school districts
- ◆ We ensure all requirements are satisfied after an award is made to the City
- ◆ Serve as liaison between the City and the awarding agency
- ◆ The City will be in compliance with all requirements during implementation of the grant award

Contact information

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Grants Secured by California Consulting, LLC

1. Corcoran Unified \$200,000 Planning Grant / EDA
(Teacher Education Facility)
2. City of Parlier \$18,700 Tree Grant / CDF
(180 trees throughout City of Parlier)
3. City of Sanger \$1.4 million TE Grant (11th to North)
(Transportation enhancement 11th to North St.)
4. Corcoran Unified \$21,000 Computer Grant / USDA
(30 computers for learning center)
5. McFarland Unified \$66,000 Playground Tire Derived / California Integrated Waste Management Board
(CIWMB) (Playground cover in two schools)
6. Kings Canyon Unified \$1.4 million CMAQ (buses) /
(9 new CNG buses)
7. City of Huron \$2 million BEGIN / HCD
(Down payment assistance to homebuyers South of Huron)
8. City of Sanger \$990,000 BEGIN / HCD
(Down payment assistance for home buyers in Sanger)
9. City of Huron \$50,000 Police Equipment / USDA
(Patrol car and ballistics equipment)
10. City of Delano \$150,000 Targeted RAC / California Integrated Waste Management Board (CIWMB)
(Rubberized asphalt on several streets of Delano)
11. City of Delano \$14,350 RAC / CIWMB
(Rubberized asphalt on several streets of Delano)
12. City of McFarland \$12,000 RAC / CIWMB
(Rubberized asphalt on several streets of McFarland)
13. City of McFarland \$150,000 Targeted RAC / CIWMB
(Rubberized asphalt on several streets of McFarland)
14. City of Parlier, P.D. \$5,000 Bullet Proof Vest / Dept. of Justice
(Ten bullet-proof vests)
15. City of Huron, P.D. \$15,000 Seatbelt Mini-grant/ Office of Traffic Safety
(Officer overtime to implement "Click It Or Ticket" program)
16. City of Selma, P.D. \$234,592 DUI Grant / Office of Traffic Safety
(Officer time and equipment to implement regional DUI program)
17. City of Sanger, P.D. \$111,000 Public Safety Equipment / Office of Traffic Safety
(Equipment for Sanger Police Department)]
18. Corcoran Unified School District \$88,000 Playground Cover / CIWMB
(Playground cover for three schools)
19. City of Sanger \$59,000 Playground Cover / CIWMB
(Playground cover at two city parks)

20. City of Parlier \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
21. City of McFarland \$8,000 Amnesty Day / CIWMB
(Tire collection event in McFarland)
22. Kings Canyon Unified \$500,000 School Violence Prevention / CDE
(Five years of school violence prevention program)
23. Orange Cove \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
24. City of Coalinga, P.D. \$1,400 Bullet Proof Vest / Dept. of Justice
(Two bullet proof vests for Police Department)
25. City of Sanger \$175,000 Targeted RAC / CIWMB
(Rubberized asphalt on several streets of Sanger)
26. City of Arvin \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
27. City of Sanger \$6,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
28. City of McFarland \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
29. City of Delano \$12,090 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
30. Kings Canyon Unified \$299,000 Library Literacy Program / Federal ED
(Additional librarian and materials for school library in Orange Cove)
31. City of Parlier \$140,000 Soccer Field / Stewardship Council
(New soccer field to be constructed in City)
32. City of Huron \$175,000 Rubberized Asphalt Concrete / CIWMB
(Rubberized asphalt on several streets of Huron)
33. City of Parlier \$175,000 Rubberized Asphalt Concrete / CIWMB
(Rubberized asphalt on several streets of Parlier)
34. Corcoran Unified School District \$2 million Joint Use / California Department of Education-(Teacher Education facility for 26,000 sq. ft. facility)
35. City of Fowler \$175,000 Rubberized Asphalt Concrete / CIWMB
(Rubberized asphalt on several streets of Fowler)
36. City of Arvin \$150,000 Rubberized Asphalt Concrete / CIWMB
(Rubberized asphalt on several streets of Arvin)
37. City of Selma \$175,000 Rubberized Asphalt Concrete / CIWMB
(Rubberized asphalt on several streets of Selma)
38. City of Parlier \$33,000 Community Facilities / USDA Rural Dev.
(Computers for Police Department)
39. City of Selma \$2,024 Bullet Proof Vest Program / Dept. of Justice
(Four bullet proof vests)

40. City of Delano \$99,596 Playground Cover / CIWMB
(Playground cover at every park in Delano)
41. Kings Canyon Unified School District \$100,000 Running Track, Playground
Cover / CIWMB (Running track and playground cover at four schools)
42. City of Selma \$44,000 Playground Cover / CIWMB
(Playground cover at two city parks)
43. McFarland Parks and Rec. District \$57,807 Playground Cover / CIWMB
(Playground cover at two city parks)
44. City of Arvin \$66,000 Jogging Track / CIWMB
(Jogging path around Smothermon Park in Arvin)
45. City of Huron \$31,693 Walking Paths / CIWMB
(Walking paths throughout city)
46. City of Fowler \$81,500 Tire Derived/CIWMB
(Jogging path and playground cover in park)
47. City of McFarland \$64,288 Tire Derived/ CIWMB
(Sidewalks in City)
48. City of Parlier \$75,000 Tire Derived/ CIWMB
(Artificial turf for medians in City)
49. City of Sanger \$88,000 Tire Derived / CIWMB
(Playground cover)
50. City of Coalinga \$30,000 Tire Derived / CIWMB
(Playground cover)
51. Corcoran Unified School District \$93,000 Tire Derived / CIWMB
(Playground cover)
52. Malaga County Water District \$66,000 Tire Derived / CIWMB
(Jogging path)
53. City of Parlier \$15,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
54. City of Selma \$15,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
55. City of Coalinga \$15,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
56. City of Huron \$3,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
57. City of Delano \$15,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
58. City of Reedley \$15,000 Seat Belt Campaign / Office of Traffic Safety
(Officer overtime for seat belt campaign)
59. Parlier Unified School District \$919,829 annually for seven years QEIA /CDE
(Assists low performing schools increase student achievement)

60. McFarland Unified School District \$1,085,499 annually for seven years QEIA / CDE
(Assists low performing schools increase student achievement)
61. City of Arvin \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
62. City of Sanger \$6,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
63. City of McFarland \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
64. City of Parlier \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
65. City of Parlier \$300,000 CDBG / Housing and Community Development
(Disaster relief from 2007 freeze)
66. City of Arvin \$154,368 Selective Traffic Enforcement Program / Office of Traffic Safety
(One officer and officer overtime)
67. City of Parlier \$60,000 DUI / Office of Traffic Safety
(Officer overtime and DUI enforcement equipment)
68. City of Huron \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
69. City of Orange Cove \$5,000 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
70. City of Reedley \$6,203 City Allotment / Dept. of Conservation
(Beverage recycling city allotment)
71. McFarland Unified School District \$283,739/ Office of Public School Construction
(Portables for schools)
72. Malaga Water District \$8,000/CIWMB/Waste Tire Amnesty
(Conduct three waste tire amnesty events)
73. Kingsburg \$5,000/Department of Conservation
(City Allotment)
74. McFarland Unified School District \$60,000/Department of Justice, G.R.E.A.T.
(Gang resistance curriculum for Middle School)
75. City of Delano \$300,000 CDBG / Housing and Community Development
(Disaster relief from 2007 freeze)
76. Kings Canyon Unified School District/\$184,000
(Library Literary Program/Federal ED/Additional librarian & materials)
77. Kings Canyon Unified School District/\$428,728 California Dept. of Education
Education Technology Voucher (Vouchers for equipment & software)
78. Kings Canyon Unified School District/\$9.5 million
California Dept. of Education/Joint Use (Facilities at six school sites)
79. City of Huron/\$80,000
Department of Justice, G.R.E.A.T. (Gang resistance curriculum for Middle School)

80. City of Parlier/\$2,680,000
Economic Development Administration (Parlier Industrial Park Infrastructure Improvements)
81. City of Fowler/\$3,098.99
Department of Justice/Bullet Proof Vest Program
82. City of Parlier/\$4,106.84
Department of Justice/Bullet Proof Vest Program
83. City of Coalinga/\$31,848.46
Department of Justice/Bullet Proof Vest Program
84. City of Selma/\$21,000
FEMA/Asst. to Firefighters
85. City of Arvin/\$546,700
ARB/Vehicles, Street Sweeper & Backhoe
86. City of Lemoore/\$99,281
CIWMB/Tire Derived Program – Rubber Mulch (2/2008)
87. City of Tehachapi/\$99,384
CIWMB/Tire Derived Program – Rubber Mulch
88. City of Kerman/\$99,558
CIWMB/Tire Derived Program – Rubber Mulch
89. Madera Irrigation District/\$99,340
CIWMB/Tire Derived Program – Rubber Mulch
90. City of Reedley/\$59,835
FEMA/AFG – Facilities, Equipment
91. City of Lemoore/\$70,000
HCD/CDBG – Planning and Technical Assistance – Development Study (11/2008)
92. City of McFarland/\$70,000
HCD/CDBG – Planning and Technical Assistance – Development Study
93. Cities of Sanger, Selma, Fowler, Orange Cove, Parlier, Kingsburg & Reedley/\$400,000
Calgrip Anti-Gang Grant
94. City of Orange Cove/\$298,800
Cal Trans/SAFE ROUTES TO SCHOOLS – Traffic Signal
95. Kings Canyon Unified School District/\$330,000
CDE – Prop 1D, Dunlap High School
96. City of Parlier/\$500,000
HCD/CDBG Enterprise Fund
97. City of Fowler/\$280,000
CMAQ – Golden State Bike Trail
98. Parlier Unified School District/ \$340,000
CMAQ – Buses (2006)
99. City of Reedley/ Kings Canyon Unified/\$990,000
CMAQ – Joint Transportation Yard

100. City of McFarland/\$220,000
Parks & Rec. – Community Project
101. City of Reedley/\$69,530
Office of Traffic Safety – Motorcycles
102. City of Sanger/\$79,306
Office of Traffic Safety – DUI Trailer
103. City of Salinas/\$190,071
Office of Traffic Safety – Motorcycles and Computers (June 2008)
104. Parlier Unified School District/\$97,500
CDE – Special Education – Teacher Professional Development Pilot (2008)
105. City of Arvin/\$11,000
CDF - Beautification Tree Grant
106. Corcoran Unified/\$3.8 million
EDA – Federal Economic Development Administration
107. City of Delano/\$126,000
CDF – Beautification Tree Grant
108. City of Fowler/\$11,000
CDF – Beautification Tree Grant
109. City of Fowler/\$9,621
FEMA-Radios for Fire Department
110. City of Huron/\$9,566
CDF – Beautification Tree Grant
111. City of Kerman/\$6,275
CIWMB-Tire Clean-up
112. Laton Unified School District/\$144,000
Office of Public School Construction - Emergency Repair Grant
113. Malaga/\$26,000
CDF – Beautification Tree Grant
114. City of Reedley/\$69,000
Office of Traffic Safety - Motorcycles
115. City of Reedley/\$66,483
FEMA/AFG-Fire Fighter Equipment
116. Salinas Valley (2008)
HCD-Enterprise Zone Designation for 5 Salinas Valley cities including Monterey County
117. City of Selma/\$33,000
CMAQ-3 GEM cars
118. City of Selma/\$30,000
CDF-Tree Beautification Grant
119. City of Tehachapi/\$40,000
USDA-Equipment for PD

120. City of Arvin/\$5,000
DOC-City Allotment
121. City of Huron/\$5,000
DOC-City Allotment
122. City of McFarland/\$5,000
DOC-City Allotment
123. City of Orange Cove/\$5,000
DOC-City Allotment (2008)
124. City of Sanger/\$6,000
DOC-City Allotment (2008)
125. City of Reedley/\$6,534
DOC-City Allotment
126. City of Taft/\$5,000
DOC-City Allotment
127. Kings Canyon Unified School District/\$321,662
DOE-Improving Literacy through School Libraries
128. City of Fowler/\$38,250
Cal Grip Anti-Gang Grant (2008)
129. City of Taft/\$500,000
CDBG, FTHB & Housing Rehab
130. City of Parlier/\$250,000
Water Use Efficiency
131. Parlier Unified/\$50,000
Low Emission School Buses (2008)
132. McFarland Unified/\$50,000
Low Emission School Buses
133. City of Fowler/\$15,000
Tony Hawk Foundation/Panzak Park
134. City of Parlier/\$3,785
CEDAP Night Vision Equipment
135. City of Kerman/\$8,000
CEDAP Mini Thermal Monocular
136. City of Delano/\$8,000
CEDAP/Delano PD
137. City of Lemoore/\$102,419
Safe Routes to Schools/Non-Infrastructure (10/2008)
138. City of Parlier/\$205,000
(Parlier Unified School District) Safe Routes to Schools (2010)
139. City of McFarland/\$367,268
Safe Routes to Schools

140. City of Taft/\$300,000
Cal-Home
141. City of Fowler/\$2,212
Bureau of Justice Assistance/7 Bullet Proof Vests
142. City of Kingsburg/\$14,000
AFG /Fire Department Equipment
143. City of Greenfield/\$300,000
CDBG Enterprise Fund
144. City of Sanger & Central Valley Cities/\$395,786
CalGrip Anti-Gang Grant
145. City of Salinas/\$400,000
CalGrip/Operation Ceasefire (May 2009)
146. Corcoran High School/\$104,204
SB70 Distance Learning Pilot Grant
147. Corcoran Joint Unified School District/\$54,495
Tire Derived/Running Track
148. City of Gonzales/\$24,010
PG&E Climate Smart Program
149. City of Delano Waste Water Treatment/\$2,000,000
State Water Resources Control Board
150. City of Lemoore/\$300,000
CDBG Enterprise Fund (7/2009)
151. City of Taft/\$300,000
CDBG Enterprise Fund
152. City of Coalinga/\$37,004
Office of Traffic & Safety
153. City of Parlier/\$56,250
Tire Derived/Rubberway softwalk
154. City of Salinas/\$184,189
Office of Traffic & Safety (June 2009)
155. City of Greenfield/\$25,777
Office of Traffic & Safety
156. City of Arvin/\$34,391
Justice Assistance Grant/Arvin Police Dept.
157. City of Soledad/\$150,000
Tire Derived/Rubber Mulch
158. City of Lemoore, for Lemoore H.S. Dist./\$146,945
Tire Derived/Rubber – Crumb (5/2009)
159. City of Lemoore/\$149,994
Tire Derived/Rubber Matting (5/2009)

160. City of Coalinga/\$15,000
Tire Amnesty
161. City of Delano/\$131,225
Justice Assistance Grant /Delano PD
162. City of Kerman/\$8,310
Tire Amnesty
163. City of Delano/\$276,904
Chip Seal \$ RAC/CIWMB
164. City of Taft/\$77,000
USDA
165. City of Avenal/\$22,663
Justice Assistance Grant
166. City of Lemoore/35,000
Office of Traffic Safety – DUI Enforcement & Awareness Program (6/2009)
167. City of Delano/423,134
COPS Hiring Recovery Program (CHRP)
168. City of Arvin/\$198,501
COPS Hiring Recovery Program (CHRP)
169. City of Sanger/\$518,954
COPS Hiring Recovery Program (CHRP) (2009)
170. City of Huron/\$135,944
COPS Hiring Recovery Program (CHRP)
171. City of Parlier/\$252,554
COPS Hiring Recovery Program (CHRP)
172. City of Salinas/\$3,837,546 (May 2009)
COPS Hiring Recovery Program (CHRP)
173. City of Coalinga/\$33,066
CalFire Tree Beautification Grant
174. McFarland Unified School District/\$40,000
USDA Rural Development
175. City of Taft/\$63,000
USDA Rural Development
176. City of Delano/\$31,924
Justice Assistance Grant
177. City of Delano/\$733,210
Neighborhood Stabilization Program
178. City of Wasco/\$303,592
Neighborhood Stabilization Program
179. City of McFarland/\$149,629
Neighborhood Stabilization Program

- 180. City of Taft/\$149,286
Neighborhood Stabilization Program
- 181. City of Lemoore/\$39,300
Lemoore PD/ Justice Assistance Grant (7/2009)
- 182. City of Avenal/\$5,437
Office of Traffic Safety /Click It or Ticket
- 183. City of Soledad/\$16,429
Office of Traffic Safety / DUI
- 184. Fresno County/\$147,758
Adjudication Grant
- 185. Kern County/\$147,092
Adjudication Grant
- 186. Fresno County/\$98,000
USDA Farmer's Market Grant
- 187. City of Soledad-PD/\$20,654
Click It or Ticket
- 188. City of Avenal - Office of Traffic Safety - \$14,555
Click It or Ticket
- 189. City of Avenal – Office of Traffic Safety - \$7,309
DUI Checkpoints
- 190. City of Reedley - \$66,088
Justice Assistance Grant
- 191. City of Kerman - \$14,897
Justice Assistance Grant
- 192. City of Parlier - \$46,119
Justice Assistance Grant
- 193. City of Delano - \$31,350
REMOVE
- 194. Colorado NW Community College - \$430,000
DOE – Geothermal Energy – (10/29/09)
- 195. McFarland Unified School District - \$314,859
EETT C – (10/29/09)
- 196. Fresno County - \$3,151,300
EECBG – (11/4/09)
- 197. City of Reedley - \$212,472
CMAQ – Trail (11/5/09)
- 198. Kings Canyon Unified School District - \$635,400
CMAQ – 3 buses (11/09)
- 199. Chevron Energy Solutions/UC Davis - \$2,500,000
DOE FOA #122 West Village Project (1/10)

200. Grapevine-Colleyville School District/\$1,700,000
Department of Energy, State of Texas, ARRA grant (3/2010)
201. City of Greenfield/\$95,660
Cal Grip Anti- Gant (3/2010)
202. City of Gonzales/\$95,660
Cal Grip Anti-Gant (3/2010)
203. City of King City/\$95,660
Cal Grip Anti-Gang (3/2010)
204. City of Soledad/\$95,660
Cal Grip Anti-Gang (3/2010)
205. City of Huron/\$2,500
PG & E (4/2010)
206. City of Huron/\$90,000
Prop 40 per Capita (4/2010)
207. Kings Canyon Unified School District/\$200,000
Fresno County First 5 Family Strengthening (4/2010)
208. City of Delano/\$36,872
Baseball Tomorrow (4/2010)
209. City of Avenal/\$13,426
Baseball Tomorrow (5/2010)
210. City of Parlier/\$54,000
Planning and Technical Assistance General Allocation (5/2010)
211. City of Lemoore/\$136,469
EECBG (5/2010)
212. City of Lemoore/\$200,000
AB 118 Alternative Fuel/CNG Station (5/2010)
213. City of Reedley/\$480,000
AB 118 Transportation Yard (5/2010)
214. City of Taft/\$300,000
CDBG Enterprise Fund (5/2010)
215. Gonzales Unified School District/\$4,000
IFT Mini-Grant for 2010-11 School Year (5/2010)
216. City of Delano/\$379,650
Southern California Edison Local Government Strategic Plan (5/2010)
217. City of Reedley/\$10,000
General Mills Foundation/Champions grant/Learning Healthy Habits (6/2010)
218. City of Reedley/PD/\$35,000
DOJ Gang Resistance Education and Training (7/2010)
219. Salinas Union High School District/\$300,000
ASES Grant (8/2010)

220. Great Valley Energy, LLC/\$1,989,010
AB118 (8/2010)
221. City of Gonzales/\$40,000
Transportation Planning (8/2010)
222. City of Kerman/\$157,500
Transportation Planning (8/2010)
223. Greenfield Union School District/\$23,000
AB 2766 (8/2010)
224. Parlier Unified School District/51,731
USDA Community Facilities (9/2010)
225. Orange Cove PD/Kings Canyon Unified School District/\$53,968
COPS Secure Our Schools (9/2010)
226. Fairfield PD/Travis Unified School District/\$99,306
COPS Secure Our Schools (9/2010)
227. Dixon Unified School District/\$14,560
School Breakfast Program (9/2010)
228. Ripon Unified School District/\$6,259
COPS Secure Our Schools
229. City of Kerman/\$31,600
Gang Resistance Education and Training Grant for 2009 (9/2010)
230. City of Kingsburg/\$29,000
Gang Resistance Education and Training Grant (9/2010)
231. Sanger PD/\$11,873
Justice Assistance Grant (9/2010)
232. Fresno EOC/\$1,530,950
Civic Justice Corps Program (CJC) (10/2010)
233. Fresno County/\$38,750
Co. Complete Count Com. Census Outreach Funds
(10/2010)
234. City of Salinas/Police Dept./Salinas City Elementary School Dist./\$198,249
COPS Secure Schools (10/2010)
235. Farmersville Unified School District/\$1,081,500
School Improvement Grant (SIG) app. (10/2010)
236. City of Orange Cove/\$250,000
Safe Routes to School (10/2010)
237. City of Reedley/\$249,469
COPS Hiring (10/2010)
238. City of Avenal/\$530,000
Prop. 84 Parks Grant (11/2010)
239. City of Arvin/\$3,397,000
Prop. 84 Parks Grant (11/2010)

240. McFarland Unified School District/\$50,000
Enhancing Education through Technology (EETT) (11/2010)
241. City of Arvin/\$150,000
Sustainable Communities*
242. City of Greenfield/\$40,000
DUI Enforcement & Awareness (2010)
243. City of Arvin/\$1,273
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
244. City of Sanger/\$1,507
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
245. City of Delano/\$1,854
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
246. City of Farmersville/\$1,204
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
247. City of Gonzales/\$1,714
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
248. City of Greenfield/\$1,456
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
249. City of Orange Cove/\$1,056
Office of Traffic Safety Click It or Ticket Mini Grant (10/2010)
250. City of Salinas/\$3,135
Office of Traffic Safety Sobriety Checkpoint Mini Grant (10/2010)
251. City of Sanger/\$20,000
First 5 Fresno CO. Special Projects – Shade Structures (12/2010)
252. Dixon Unified School District/C.A. Jacobs Middle School/\$500
Target Field Trip
253. City of Orange Cove/\$5,000
US Soccer Foundation – Field Grant (01/2011)
254. Salinas Union High School District/\$26,042
California Postsecondary Education Commission
Improving Teacher Quality State Grant Program (Foundation) (01/2011)
255. City of Kingsburg/Fire Department/\$21,494
AFG for Firefighters PPE Equipment (01/2011)
256. City of Lemoore/\$100,000
Dept. of Forestry & Fire Protection
CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
257. Caruthers Unified School District/\$3,300
Dept. of Forestry & Fire Protection
CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
258. City of Newman/\$32,038
Dept. of Forestry & Fire Protection CAL FIRE Green Trees for the Gold State Grant Program (03/2011)

- 259. City of Avenal/\$3,824
Dept. of Forestry & Fire Protection CAL FIRE Green Trees for the Gold State Grant Program (03/2011)
- 260. Salinas City Elementary School District/El Gabilan Elementary School/\$50,000
EISS (Early Intervention for School Success (04/2011)
- 261. City of Lemoore/\$16,164
ABC GAP Grant Assistance Program (04/2011)
- 262. City of Arvin/\$10,783
Justice Assistance Grant (05/2011)
- 263. City of Delano/\$31,442
Justice Assistance Grant (05/2011)
- 264. City of Reedley/\$13,906
Justice Assistance Grant (05/2011)
- 265. Fresno Economic Opportunity Commission (EOC)/\$70,000
CSBG Targeted Initiatives & Innovative Projects (05/2011)
- 266. Alvina Elementary School District/\$54,250
Tire Derived (05/2011)
- 267. City of Delano/\$144,625
Tire Derived (05/2011)
- 268. City of Gonzales/\$36,350
Tire Derived (05/2011)
- 269. City of Lemoore/\$150,000
Tire Derived (05/2011)
- 270. City of Newman/\$122,545
Tire Derived (05/2011)
- 271. City of Orange Cove/\$25,375
Tire Derived (05/2011)
- 272. City of Sanger/\$14,790
Tire Derived (05/2011)
- 273. Farmersville Unified School District/\$150,000
Tire Derived (05/2011)
- 274. Newman Crows Landing Unified School District/\$150,000
Tire Derived (05/2011)
- 275. Parlier Unified School District/\$150,000
Tire Derived (05/2011)
- 276. City Elementary School District/\$149,945
Tire Derived (05/2011)
- 277. City of Oakdale/\$7,500
Cal Fire Urban Forestry (05/2011)
- 278. City of Greenfield/\$28,702
USDA Community Facilities Grant (05/2011)

279. City of Salinas/\$148,793
Office of Traffic Safety DUI Enforcement and Awareness (06/2011)
280. City of Oakdale/\$11,368
Office of Traffic Safety (07/2011)
281. Kings Canyon Unified School District/\$500,000
USD HRSA (07/2011)
282. Arvin Union School District/\$75 per Student/\$157,380
Fresh Fruit and Vegetable Grant (07/2011)
283. Greenfield Unified School District/\$75 per Student/ \$105,600
Fresh Fruit and Vegetable Grant (07/2011)
284. Salinas City Elementary School District/\$75 per Student/\$289,320
Fresh Fruit and Vegetable Grant (07/2011)
285. City of Reedley - \$13,906
Justice Assistance Grant (08/2011)
286. City of Tracy - \$12,734
BIA Justice Assistance Grant (08/2011)
287. City of Delano Police Department - \$23,199
BIA Justice Assistance Grant (08/2011)
288. City of Reedley Police Department - \$12,492
BIA Justice Assistance Grant (08/2011)
289. Newman Crows Landing Unified School District - \$25,138
SFYAB Farmers Market Project (09/2011)
290. Alum Rock Union Elementary School - \$150,000
Kaiser Permanente HEALS (09/2011)
291. Kern County Public Health Services Department - \$416,577
Community Transformation Grant (09/2011)
292. City of Lemoore - \$91,850
CalTrans Planning Grant (09/2011)
293. City of Gonzales - \$116,150
Planning and Technical Assistance Grant (10/2011)
294. City of Orange Cove - \$6,947
Bulletproof Vest Partnership Program (10/2011)
295. City of Gustine - \$5,655
Bulletproof Vest Partnership Program (10/2011)
296. City of McFarland - \$2,450
Bulletproof Vest Partnership Program (10/2011)
297. City of Rancho Cordova - \$1,879,000
SACOG Regional/Local for Sunrise Rehab (11/2011)
298. City of Rancho Cordova - \$148,000
SACOG Bike/Ped for Signal Detection (11/2011)

299. City of Rancho Cordova - \$181,000
SACOG Bike/Ped for Class II Bike Trail System (11/2011)
300. City of Kerman - \$200,000
Stewardship Council Infrastructure Grant (11/2011)
301. Agape Corporation - \$10,000
PG & E Grant (11/2011)
302. City of Delano - \$250,000
Disaster Recovery Initiative (11/2011)
303. City of Sanger - \$25,500
IMPACT, LEAD, Minor Decoy, Shoulder Tap, Juvenile Surveillance (12/2011)
304. Kings Canyon Unified School District - \$450,000
2011 California Math Science Partnership Professional Development Program Demonstration Centers (12/2011)
305. Earlimart Middle School - \$700
Target Field Grant (12/2011)
306. City of Kerman - \$7,289
Bulletproof Vest Partnership Program (12/2011)
307. Newman Crows Landing - \$82,000
San Joaquin Valley Air Pollution Control District New Alternative Vehicle Program (12/2011)
308. Lindsay Unified School District - \$96,061
San Joaquin Valley Air Pollution Control District New Alternative Vehicle Program (01/2012)
309. City of Gonzales - \$400,000
CalHOME – Owner Occupied Rehabilitation (01/2012)
310. City of Escalon - \$51,030
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
311. City of Delano - \$1,000,000
HCD Emergency Housing and Capital Development (01/2012)
312. City of Orange Cove - \$71,036
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
313. City of Newman - \$100,000
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
314. City of Tracy - \$100,000
San Joaquin Valley Air Pollution Control District New Alternative Fuel Vehicle Purchase (01/2012)
315. Lynwood Unified School District - \$3,100,302
School Improvement Grant (02/2012)
316. City of McFarland - \$4,200
US Soccer Foundation Grant - Field Irrigation (02/2012)
317. Arvin Unified School District - \$4,069
U.S. Soccer Foundation Grant (02/2012)
318. Arvin Unified School District - \$4,069
U.S. Soccer Foundation Grant (02/2012)

319. Dixon Unified School District - \$129,500
Cal Recycle Tire Derived Product Grant (03/2012)
320. Mendota Unified School District - \$124,697
Cal Recycle Tire Derived Product Grant (03/2012)
321. Alum Rock Union Elementary School District - \$150,000
Cal Recycle Tire Derived Product Grant (03/2012)
322. Earlimart Unified School District - \$12,324
Cal Recycle Tire Derived Product Grant (03/2012)
323. City of Montebello - \$142,180
Cal Recycle Tire Derived Product Grant (03/2012)
324. City of Escalon - \$150,000
Cal Recycle Tire Derived Product Grant (03/2012)
325. City of Arvin - \$51,996
Cal Recycle Tire Derived Product Grant (03/2012)
326. Monterey Peninsula Unified School District - \$149,847
Cal Recycle Tire Derived Product Grant (03/2012)
327. City of Rancho Cordova - \$250,000
CA Gang Reduction, Intervention and Prevention Grant – CalGRIP (03/2012)
328. City of McFarland - \$106,600
Rubberized Pavement Grant (03/2012)
329. Central Unified School District - \$837,288
Congestion Mitigation and Air Quality Improvement Program (CMAQ) (03/2012)
330. Southwest Transportation Agency - \$690,000
Congestion Mitigation and Air Quality Improvement Program (CMAQ) (03/2012)
331. Hayward Unified School District - \$57,750
Cal Recycle Tire Derived Product Grant (04/2012)
332. Arvin Union School District - \$150,000
Cal Recycle Tire Derived Product Grant (04/2012)
333. City of Pico Rivera - \$55,125
Cal Recycle Tire Derived Product Grant (04/2012)
334. Lynwood Unified School District - \$116,000
Cal Recycle Tire Derived Product Grant (04/2012)
335. City of Bell Gardens - \$124,000
Cal Recycle Tire Derived Product Grant (04/2012)
336. Lindsay Unified School District - \$12,553
Cal Fire Leafing Out Tree Grant (04/2012)
337. City of Waterford - \$82,250
Cal Recycle Tire Derived Product Grant (04/2012)
338. City of Waterford - \$35,644
Cal Fire Urban Forestry Inventory Grant (04/2012)

- 339. Travis Unified School District - \$124,345
Cal Recycle Tire Derived Product Grant (04/2012)
- 340. City of Gonzales - \$125,003
Cal Recycle Tire Derived Product Grant (04/2012)
- 341. City of Gustine - \$99,750
Cal Recycle Tire Derived Product Grant (04/2012)
- 342. City of Pico Rivera - \$99,000
Cal Fire Green Trees for the Golden State (04/2012)
- 343. Newman Crows Landing School District - \$112,500
After School Education and Safety Program (ASES) (05/2012)
- 344. West Covina Unified School District - \$16,650
After School Education and Safety Program (ASES) (05/2012)
- 345. Salinas Union High School District - \$150,000
After School Education and Safety Program (ASES) (05/2012)
- 346. City of McFarland - \$106,600
Rubberized Pavement (05/2012)
- 347. Kings Canyon Unified School District - \$150,000
Safe and Support Our Schools Grant (S3) (06/2012)
- 348. West Covina Unified School District – Unspecified Dollar Amount
MetLife Grant (Comprehensive Training Program for Teachers) (06/2012)
- 349. City of Delano – \$475,928
COPS Hiring (06/2012)
- 350. City of Mendota – \$125,000
COPS Hiring (06/2012)
- 351. City of Salinas – \$250,000
Urban Greening Planning Grant (05/2012)
- 352. City of Yuba City – \$450,000
State-Legislated Safe Routes to School Program (07/2012)
- 353. El Rancho Unified School District/City of Pico Rivera – \$401,400
State-Legislated Safe Routes to School Program (07/2012)
- 354. Armona Union Elementary School District – \$320,900
State-Legislated Safe Routes to School Program (07/2012)
- 355. City of Waterford – \$232,600
State-Legislated Safe Routes to School Program (07/2012)
- 356. City of Lemoore – \$130,100
State-Legislated Safe Routes to School Program (07/2012)
- 357. City of Patterson – \$135,200
State-Legislated Safe Routes to School Program (07/2012)
- 358. Mendota Unified School District/City of Mendota – \$117,700
State-Legislated Safe Routes to School Program (07/2012)

359. West Covina Unified School District – \$50,000
EISS (Early Intervention for School Success) (07/2012)
360. Monterey Peninsula Unified School District - Elementary – \$2,000
Action for Healthy Kids (07/2012)
361. Monterey Peninsula Unified School District – High School – \$2,000
Action for Healthy Kids (07/2012)
362. Arvin Union School District - \$112,050
21st Century Community Learning Centers Program Grant (07/2012)
363. Bassett Unified School District - \$93,332
Fresh Fruits and Vegetables Program (07/2012)
364. Hacienda La Puente Unified School District - \$263,839
Fresh Fruits and Vegetables Program (07/2012)
365. Lynwood Unified School District - \$333,503
Fresh Fruits and Vegetables Program (07/2012)
366. Fairfax School District - \$71,875
Fresh Fruits and Vegetables Program (07/2012)
367. Hayward Unified School District - \$144,250
Fresh Fruits and Vegetables Program (07/2012)
368. Monterey Peninsula Unified School District - \$104,275
Fresh Fruits and Vegetables Program (07/2012)
369. City of Salinas Public Library - \$30,000
USDA Community Facilities Grant (07/2012)
370. City of Delano Police Department - \$18,716
Edward Byrne Memorial Justice Assistance Grant Program (07/2012)
371. City of Delano - \$166,195
CalRecycle Rubberized Pavement Grant (04/2012)
372. El Rancho Unified School District - \$48,984
School Breakfast Program (07/2012)
373. Hayward Unified School District - \$119,583
School Breakfast Program (07/2012)
374. San Jose Conservation Corp and Charter School - \$810,000
YouthBuild SMART (07/2012)
375. City of Orange Cove - \$536,937
CalEMA Law Enforcement Specialized Units (07/2012)
376. Arvin Unified School District - \$6,240
Cal Fire Leafing Out Grant (08/2012)
377. Earlimart Unified School District - \$8,201
Cal Fire Leafing Out Grant (08/2012)
378. City of Rialto - \$74,000
Targeted Site Investigation Grant (08/2012)

- 379. City of Lynwood - \$100,000
Transportation, Community and System Preservation Program (08/2012)
- 380. Kings Canyon Unified School District - \$43,400
Employment Training Panel (ETP) (08/2012)
- 381. City of Mendota - \$32,000
OTS GME STEP Overtime Only (09/2012)
- 382. City of Rialto - \$57,958
Electric Vehicle Charging Infrastructure Grant (09/2012)
- 383. City of Montebello - \$250,000
Disaster Recovery Initiative (09/2012)
- 384. Kings Canyon Unified School District - \$100,000
Advanced Transit and Transportation Projects (SJVAPCD) (10/2012)
- 385. City of McFarland - \$11,442
New Alternative Vehicle Program (SJVAPCD) (10/2012)
- 386. City of Hughson - \$100,000
New Alternative Vehicle Program (SJVAPCD) (10/2012)
- 387. City of Gustine - \$46,927
- 388. New Alternative Vehicle Program (SJVAPCD) (10/2012)

TOTAL AMOUNT: \$ 108,860,722

*Recommended for funding

(10/10/2012)



CALIFORNIA CONSULTING HAS SECURED OVER \$1 BILLION FOR CLIENTS!



Testimonials

"I have worked closely with California Consulting, LLC for several years since my tenure on the Kern County Board of Supervisors and as a member of the Board of Directors of the Kern Council of Governments. I have always found California Consulting to be well respected throughout the Valley and highly regarded by key policymakers and legislative staff."

Michael Rubio, State Senator, CA 16th District

"As City Manager of the City of Salinas I have witnessed California Consulting's great work first hand. The hard working and responsive team at California Consulting has gone above and beyond the call of duty for the City of Salinas. I strongly recommend California Consulting and have been impressed by their work." ***Artie Fields Former City Manager City of Salinas***

"California Consulting has delivered for their clients. Whether it is their high quality grant writing or their outstanding state lobbying, this is a company that gets the job done. California Consulting has earned a reputation as a high quality and highly regarded grant writing and governmental affairs firm." ***Blong Xiong, Councilman, City of Fresno***

"Lynwood Unified has been very pleased with California Consulting. The company is responsive, and pays attention to detail. We have been impressed with their grant writers and are pleased to recommend them." ***Ed Velasquez, Superintendent, Lynwood USD***

“When you hire California Consulting you know you are in the best hands possible. California Consulting has earned a reputation for writing the finest quality grant applications. As well, the firm is well respected by state legislators and others at the Capitol. I give California Consulting my highest recommendation.”

Danny Parra, Councilman City of Fowler

Fresno County Rep., League of California Cities Chair, Five Cities Economic Development Authority

"Whether it is lobbying the state or writing high quality federal and state grant applications, California Consulting has set the standard in the industry. California Consulting's hard work ethic and commitment to producing high quality grant applications is known by municipalities all over the State. I recommend them strongly because I know from personal experience that they deliver what they promise."

Dave Elias, Fowler City Manager



"It gives me great pleasure to write this letter of recommendation for California Consulting, LLC. For several years, the Council of Fresno County Governments (Fresno COG) has retained the services of California Consulting, LLC. Each year, our Policy Board has renewed the California Consulting contract and praised their work. In fact, the last three years, the contract renewal has been by a unanimous vote of all 15 cities plus the County of Fresno."

***Tony Boren, Executive Director,
Fresno COG***

"It gives me great pleasure to strongly recommend California Consulting, LLC to you. California Consulting, LLC have served as the State Lobbyists for the Fresno COG for several years. California Consulting won the Fresno COG contract on an overwhelming vote over several other lobbying firms through a competitive RFP process. In short, we could not be more pleased with our selection of California Consulting as our state lobbyists."

Trinidad Rodriguez, Former Mayor, City of Kerman, Former Chairman, Fresno COG

"California Consulting has exceeded our expectations. Their grant writers have helped us bring in more than \$5.5 million in state and federal funds for our School District. Based on our first hand experience, we strongly recommend California Consulting."

Rich Merlo, Superintendent, Corcoran Unified School District

"California Consulting has performed very well for the City of Delano. We recommend them highly and have been impressed with their hard work and ability to get things done in Sacramento."

Councilwoman Grace Vallejo, City of Delano

"California Consulting works hard to represent their clients. It is their hard work ethic, responsiveness, and attention to detail that has made them so successful at securing funding for clients. I recommend them without hesitation."

Mayor Dennis Donahue, City of Salinas

"We are very pleased we hired California Consulting, LLC. They have proven themselves time and time again and their relationships in Sacramento are outstanding. California Consulting can open the doors and effectively get things done in Sacramento and their team is very highly regarded by top Capitol policymakers."

***Mayor Trinidad Rodriguez
Chairman, Fresno Council of Governments (COG)
composed of all 15 cities in Fresno County and
County of Fresno***



"California Consulting is well respected in the halls of the State Capitol. The connections, knowledge of the legislative and funding process, and hard work has made them one of California's most sought after lobbying and grant writing companies."

Former Mayor Victor P. Lopez, City of Orange Cove

"When projects need funding it is often California Consulting that gets the call. They have proven very successful at generating much-needed dollars for our local communities and I commend them for their effective work. We need more hard working companies that care about our communities like California Consulting."

Henry Perea, Fresno County Board of Supervisors

"California Consulting has played a major role in several key projects across the San Joaquin Valley. They should be commended for their collaboration, hard work, coalition building and ability to work across party lines to be effective."

Peter Weber, Community Leader

"California Consulting has brought millions of dollars to my community. They are expert grant writers and it shows. They can identify the funds, research the sources and write effective applications. Our city cannot recommend them highly enough."

Mayor Armando Lopez, City of Parlier

"We are very pleased with California Consulting. They have helped generate millions of dollars in grant monies for our district and have excellent relationships in Sacramento. I recommend them strongly."

Juan Garza, Kings Canyon Unified Superintendent

"If you want a hard working and knowledgeable team of grant writers and lobbyists you should retain California Consulting. They will exceed your expectations."

Councilmember Leland Bergstrom, City of Kingsburg

"California Consulting has provided the City of Lemoore with connections to the right people at the right time. They have been very responsive to our needs. I recommend them without hesitation."

Jeff Britz, Former City Manager, City of Lemoore

"We are pleased that we retained California Consulting. In a very short period of time, California Consulting has been very effective in assessing our needs and submitting grants quickly. They have an experienced and hard working team of grant writers and I recommend them without hesitation."

William M. Molinari, Councilmember for City of Montebello





Success Stories

Turning Ideas into Reality

The following are three of California Consulting's many success stories for our clients. These are three specific examples of clients coming to our firm with ideas and our team working to put the state and federal funding in place to turn the client's idea into reality.

1. Corcoran Technology Learning Center

The state of the art facility is expected to create 750 jobs within 6 years. This 23,000 sq. ft facility is jointly owned by the City of Corcoran and Corcoran Unified School District. The facility was almost entirely funded by grants.

California Consulting, LLC grant writers wrote an extensive and highly competitive federal Economic Development Administration, Planning Grant: The grant was funded for \$200,000 covering the cost of the engineering and architectural planning of the facility.



California Consulting, LLC grant writers wrote a detailed and comprehensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for \$2 million for the construction of the facility.

Lastly, California Consulting, LLC wrote a federal Economic Development Administration application that took months to plan, research, and write. The end result was an award of \$3.2 million for construction.

Total of federal and state grants obtained by California Consulting, LLC for the Corcoran Technology Learning Center = \$5.4 million.

"The grant writers at California Consulting, LLC wrote outstanding applications both of which were approved at the state and federal levels...." Rich Merlo, Superintendent for Corcoran Unified School District.

2. City of Parlier Bio-Agricultural Industrial Park

The City of Parlier boasts a 297-acre site for development of its business/industrial park. The first phase of this newly annexed park is currently being developed with an infrastructure, land use and street alignment plan being completed. The cost of the infrastructure improvements was funded through grants.

California Consulting, LLC grant writers wrote an exhaustive federal Economic Development Administration application. This was a highly competitive and complex process. The result was a \$2.8 million grant award for the infrastructure for the Bio-Ag Park.

California Consulting, LLC grant writers also wrote a challenging and time consuming Enterprise Fund application resulting in a \$500,000 award for the City.

Total of federal and state grants obtained by California Consulting, LLC for the City of Parlier Bio-Agricultural Industrial Park = \$3.3 million.

“California Consulting went above and beyond our expectations in obtaining this funding for the Industrial Park. They have helped the city in making it a better place for our community.”
Mayor Armando Lopez

3. Kings Canyon Unified School District Schools

Kings Canyon Unified had a need for several improvements at school sites as well as construction of a new school in order to serve their increasing number of students. California Consulting, LLC grant writers wrote a thorough and extensive Office of Public School Construction/ California Department of Education, Joint Use application: This highly competitive application was funded for 6 schools in the district. The following projects were funded:

- Zumwalt School project is the construction of a new school. The Joint Use funding provided \$1.5 million for a library and \$1.5 million for a multi-purpose room.
- Grant Middle School was funded \$1.5 million for the construction of a gymnasium. Jefferson Elementary was funded \$1 million for the construction of a multi-purpose room.
- Reedley High School was funded \$2 million for the construction of a library. Riverview Elementary was funded \$1.5 million for the construction of a multi-purpose room.
- Dunlap Elementary was funded \$1 million for the construction of a multi-purpose room.

Total of state grants obtained by California Consulting, LLC for the Kings Canyon Unified School District Schools ~ Over \$16 million.

California Consulting, LLC
A Full Service Governmental Affairs Agency
www.californiaconsulting.org

History

Founded in 2004 California Consulting, LLC has quickly established a reputation for hard work and a commitment to success for its clients. Through that special hard work ethic, California Consulting, LLC has become one of the fastest growing advocacy and grant writing companies in California. With over 60 clients statewide, California Consulting's success has translated into rapid and unprecedented growth. Put simply, no lobbying/grant writing firm has grown faster in California in recent history.

Owner Steve Samuelian has more than two decades of experience dealing with Government, including 8 years as District Director for a U. S. Congressman. Additionally, Mr. Samuelian served in the California Legislature. The company has a professional team of Governmental affairs advocates and grant writers to successfully serve our client's needs.

California Consulting has developed an expertise in representing public agencies, private companies, and non-profit organizations.

California Consulting has secured almost \$1.4 billion for our clients.

Grant Writing:

The California Consulting team boasts ten grant writers. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching, and obtaining funding for significant projects at every level of government. Our team has successfully written competitive federal and state grants. Our aggressive, hard-working, and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every federal and state grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks money, or public safety our grants team knows where to locate grant funds and how to successfully write the applications. Our grant writers have written over 360 grant applications that have been funded for our clients.

State Government Advocacy:

California Consulting has two registered lobbyists. Specializing in relations with State Government Agencies, California Consulting assists clients specifically with the Governor's Office, the State Legislature, and the State Agencies that issue grant monies. With two registered lobbyists at the State Level, California Consulting, LLC has the expertise, experience, and relationships in Sacramento to successfully advocate for your issues. With Mr. Samuelian's former role as an elected State Legislator, our company is uniquely positioned to represent our clients with every facet of state

government. If you want to pass, amend, or stop state legislation, California Consulting has a proven track record of success. We also have secured funding for our clients through legislative avenues including budget trailer bills specifically for our clients needs.

California Consulting maintains strong relationships with the Governor's Senior Staff and with the Departments that have grant money available for cities, i.e., Department of Housing and Community Development, Integrated Waste Management Board, State Water Resources Control Board, Department of Water Resources, CalTrans, Department of Parks and Recreation, Cal-EPA, Office of Traffic & Safety and many others.

Sacramento Trips:

Our office regularly organizes trips to Sacramento for our clients. We organize a full day of meetings with key State Agencies that have grant monies available. Usually the City Manager (or Superintendent if School District) and some city elected officials attend the day long visit to the Capitol accompanied by California Consulting Manager Steve Samuelian. Our team makes weekly trips to Sacramento to stay in constant contact with State Agencies and Legislators.

We provide, coordinate, and arrange consistent visits to Sacramento for our clients. These visits include a full day of lobbying State Agencies and key decision makers for grant money.

With an affiliate office in Sacramento, California Consulting is well equipped to host visits of local elected and appointed officials.

Quarterly Events:

In order to keep our clients regularly informed of updates from the Capitol, we routinely invite special guests from Sacramento to visit with our clients. Each quarter we host a roundtable with a key elected or appointed official from the Capitol. Recent events have been held in Montebello, Salinas and Fresno in conjunction with our office. Guests have included CalTrans Director, Malcolm Dougherty, the Governor's Cabinet Secretary, current State Superintendent of Public Instruction, Tom Torlakson, and other key policymakers. This allows our clients to interact with major policymakers in a unique small group setting.

References:

California Consulting references include key leaders from around the State. Our relationships are bipartisan and we have references from major figures and leaders in both political parties. A full list of our references can be viewed at www.californiaconsulting.org.

California Consulting currently represents 20 cities across California, over 40 School Districts, Waste Management, and others. We have also been retained to work for agencies including Chevron Corporation and academic institutions including the California Institute of Technology in Pasadena, as well as several private sector clients. A full client list can be obtained at www.californiaconsulting.org.



Past & Current Clients

Government Agencies

Bear Mountain Recreation & Park District
 County of Fresno
 County of Kern
 County of Merced
 City of Arvin
 City of Avenal
 City of Atwater
 City of Bell Gardens
 City of Chino
 City of Chowchilla
 City of Coalinga
 City of Delano
 City of El Monte
 City of Escalon
 City of Farmersville
 City of Fowler
 City of Fresno Redevelopment Agency
 City of Greenfield
 City of Gonzales
 City of Gridley
 City of Hughson
 City of Huron
 City of Kerman
 City of Lancaster
 City of Lemoore
 City of Lindsay
 City of Lynwood
 City of McFarland
 City of Modesto
 City of Montebello
 City of Monterey Park
 City of Newman
 City of Orange Cove
 City of Patterson
 City of Pico Rivera
 City of Porterville
 City of Rancho Cordova
 City of Rialto
 City of Ridgecrest

City of Salinas
 City of Tracy
 City of Waterford
 The Latino Mayors & Local Elected Officials Coalition of Fresno County
 Fresno Council of Governments (all 15 cities in Fresno County)
 Fresno County Workforce Investment Board
 Fresno Economic Opportunities Commission (EOC)
 Kern Council of Governments (COG)
 Kingsburg Medical Center
 Madera Irrigation District
 McFarland Recreation & Park District
 San Jose Conservation Corps
 Santa Nella County Water District
 Selma-Kingsburg-Fowler Co. Sanitation Dist.
 Southwest Transportation Agency
 Veterans of Foreign Wars - Dept. of California
 Yuba City

Public Education

Alameda County Office of Education
 Agape Charter School
 Alvina Unified School District
 Alum Rock Elementary District (San Jose)
 Armona Union Elementary School District
 Arvin Union School District
 Ballico-Cressey Unified School District
 Bassett Unified School District
 Calexico Unified School District
 Castro Valley Unified School District
 Caruthers Unified School District
 Castro Valley Unified School District
 Central Unified School District
 Coalinga-Huron Unified School District
 Corcoran Unified School District
 Delano Union School District
 Dixon Unified School District
 Earlimart School District
 Edison School District
 El Rancho Unified School District

Elk Hills School District
Fairfax Elementary School District
Firebaugh Las Deltas Unified School District
Fowler Unified School District
Galt High School District
Greenfield Unified School District
Hacienda La Puente Unified School District
iLEAD Charter School
Hayward Unified School District
Kerman Unified School District
Kingsburg Elementary Charter School District
Kings Canyon Unified School District
Kings County Office of Education
Laton Unified School District
Lindsay Unified School District
Lemoore Union High School District
Lynwood Unified School District
McFarland Unified School District
Mendota Unified School District
Modoc County Office of Education
Monroe Elementary School District
Monterey County Office of Education
Monterey Peninsula Unified School District
Natomas Unified School District
Newman Crows Landing Unified School District
Reef-Sunset Unified School District
Rialto Unified School District
Ripon Unified School District
Riverdale Unified School District
Rowland Unified School District
Salinas City Elementary School District
Salinas Union High School District
San Jose Conservation Corps & Charter School
San Jose Evergreen Community College District
Santa Cruz Office of Education
SCVi Charter School
Selma Unified School District
Semitropic School District
Southern Kern Unified School District
Sundale Union Elementary School District
Travis Unified School District
West Covina Unified School District
West Park School District
Westside Unified School District

Private Sector

Aarti Petroleum
ADHC of Fresno & Clovis
ADHC of California
Andres Ramos
Adventists Health Care Network
Biswas Construction
BKS Energy, LLC
BMB Construction Properties

California Health Collaborative
California Institute of Technology (Pasadena, California)
Central Basin Municipal Water District
Century Builders
Chevron Energy Solutions
Citadel Investment Group
CMQ Associates
Commercial Aviation Services, LLC
Creative Bus Sales
Crescent View Charter High School
E & J Excavation
Eminence Healthcare
Estes Auto Group
Fashion Fair Yogurt
Fun World Auto Sales
G & K Market
GIG Group USA
Granville Homes, Inc.
Gunner & Andros Investments
Hanford Community Medical Center
Happy Market
Harris Construction
Health Care Supply Inc.
Jas Singh Development
L. A. Card Clubs Political Action Comm.
Lantana Investments
Law Offices of Ben Ewell
Mariposa Wine Co.
Martin Land & Development Company
MV Transportation
Myron Smith - Attorney at Law
Nature's Energy
Nurture by Nature
New Urban Strategies
Piccadilly Square
Precision Engineering
Railex
Revultec
Reynen & Bardis Communities
SilverCreek Properties
Skip Barwick Realty
Spencer Enterprises
Sperry Van Ness
SureFire, LLC
T.S. Public Relations
Tutelian and Company
United Development Group
Waste Management
Zane Hammond Construction

Universities

National Hispanic University Foundation



Central Valley Office
1530 E. Shaw Ave., Ste. 114
Fresno, CA 93710
(559) 244-0801

Capitol Office
520 Capitol Mall, Ste. 700
Sacramento, CA 95184

Southern California Office
420 N. Montebello Blvd., Ste. 302
Montebello, CA 90640
(323) 728-9002

Grant Writing

The California Consulting grants team boasts ten grant writers as well as support staff, the Chief Operating Officer, Bay Area Regional Director, Business Development Liaison, and Grants Administrative Assistant that compose our outstanding grants team. Through years of experience our grant writers have a proven track record of success and have mastered their skills of identifying, researching and obtaining funding for significant projects at every level of government. Our aggressive, hard-working and results-oriented style has translated into millions of dollars for our clients. Our professional grant writers are diligent and stay current on every Federal and State grant available on a myriad of different topics and public policy areas. Whether it is recreation, education, parks, or public safety our grants team knows where to locate grant funds and how to successfully write the applications.

Our Grant Writers have written over 375 competitive Federal, State and private foundation applications that have been funded for our clients since 2004.

NEEDS ASSESSMENT:

California Consulting staff meets with our clients to identify priority projects, needs, objectives and tangible goals. Based on our knowledge of federal, state, and private funding opportunities our staff then will closely monitor funding opportunities that fit your needs.

GRANT WRITING:

California Consulting is the State's largest and most effective grant writing company. We have been able to secure almost \$110 million in State and Federal competitive grants for our clients including over 375 approved applications! Put simply, our grant writers know how to craft your application and take it from scratch and turn it into a highly competitive document.

GRANT ADMINISTRATION:

After the grant is awarded there is some times post award compliance that needs to be addressed. California Consulting staff has extensive experience in the area of grants administration, evaluation, and reporting post-award. We will assist you and your staff to meet all post award requirements.

GRANTS RESEARCH AND IDENTIFICATION:

Time and time again our staff has been able to take an "idea" from a client and turn it into reality by finding the correct grant that fits the need. Our team of experts has the ability to conduct national searches and find any and all funding opportunities for our clients.



References

California Consulting references include key leaders from around the State. Our relationships are bi-partisan and you can view the list of our references from major figures and leaders in both political parties.

Former Senate Majority Leader Dean Florez

Supervisor Judith Case
County of Fresno

Senator Michael Rubio

Councilmember Grace Vallejo
City of Delano

Supervisor Henry Perea,
Fresno County Board of Supervisors

Assemblymember Henry T. Perea

Mayor Dennis Donahue
City of Salinas

Former Mayor Victor Lopez
City of Orange Cove

Alan Bengyel, City Manager
City of Orange Cove

Councilmember Blong Xiong
City of Fresno District 1

Peter Weber
Regional Jobs Initiative

Mayor Armando Lopez
City of Parlier

Councilmember Victor Ruiz
City of Sanger

Mayor Ron Lander
City of Coalinga

Mayor Dennis Lujan
City of Selma

Councilmember Martin Castellano
City of Sanger

Supervisor Frank Bigelow
County of Madera

Supervisor Vern Moss
County of Madera

Stell Manfredi
Former County Administrative Officer
County of Madera

Jeff Brittz, City Manager
City of Lemoore

David Elias, City Manager
City of Fowler

Bill Skinner, City Manager
City of Coalinga

Rich Merlo, Superintendent
Corcoran Unified School District

Abdel Salem, City Manager
City of Delano

Jeff Roberts
Granville Homes

Al Smith, President and CEO
Greater Fresno Area Chamber of
Commerce

Ed Kashian, CEO
Lance-Kashian and Company

Richard Spencer, CEO
Spencer Enterprises

Councilmember Rico Aguayo
City of Fowler

Richard Gunner
Gunner & Andros Investments

Juan Garza, Superintendent
Kings Canyon Unified School District

Ralph Vandro, Superintendent
Laton Unified School District

Councilmember Danny Parra,
City of Fowler

Former Mayor Trinidad Rodriguez
City of Kerman

Ron Manfredi, City Manager
City of Kerman

Don Pauley, City Manager
City of Kingsburg

Councilmember Leland Bergstrom
City of Kingsburg

Bruce Rudd, Assistant City Manager
City of Fresno

Lowell T. Carruth, Partner
McCormick Barstow LLP

Tony Boren, Executive Director
Fresno Council of Governments (COG)

Cliff Tutelian, CEO
Tutelian and Company

Rocky Rogers, City Manager
City of Reedley

Ray Soleno, Councilman
City of Reedley

Kirk Hunter, CEO
Southwest Transportation Agency

Supervisor Simon Salinas
Monterey County