



Board of Directors Agenda Report

MEETING DATE: JANUARY 28, 2021 **ITEM NUMBER:** 10G

SUBJECT: Discussion About the Use of Legislative Representation Services and Vote on Whether or Not to Continue the Service

DATE: January 22, 2021

FROM: Governance Committee, Natalie Rubalcava and Sandra Cervantes

PRESENTATION BY: Governance Committee

RECOMMENDATION

At the Board of Directors' discretion.

BACKGROUND

In March, 2016 the 32nd District Agricultural Association entered into an agreement with Gonsalves & Sons to provide legislative representation services. The agreement is for a \$5,000 per month retainer (\$60,000 per year) and is set to expire at the end of next month.

During the term of the current contract, Gonsalves & Sons has provided excellent service in keeping the CEO and the Legislative Committee up-to-date on fair-related legislation, on coordinating meetings with elected state officials as requested, and advising on other legislative matters which impact the fair industry and the 32nd DAA.

As members of the Western Fairs Association (WFA) and having a Board seat on the California Fairs Alliance (CFA), the 32nd DAA has access to use the legislative representation services retained by WFA. And, having a seat on the Board of CFA provides the 32nd DAA regular updates on pending and upcoming legislation that may impact the organization and the fair industry.

As we assess the continued need to cut costs wherever possible, staff is recommending that we not move forward with issuing an RFP at the conclusion of

the contract with Gonsalves & Sons, forego the use of our own representation firm, and instead utilize the services of the legislative representation firm retained by WFA.

The Board and staff cannot stress highly enough the professionalism and level of service provided by Gonsalves & Sons. This recommendation is based entirely on a financial perspective.