



**DEPARTMENT OF PUBLIC UTILITIES  
MEMORANDUM**

**DATE:** August 2, 2019

**TO:** WILMA QUAN, City Manager  
City Manager's Office

**THROUGH:** MICHAEL CARBAJAL, Director  
Department of Public Utilities

**FROM:** CHERYL L. BURNS, Management Analyst II *CB*  
Department of Public Utilities

**SUBJECT:** UNIQUELY QUALIFIED CONSULTANT CONTRACT – THE GUALCO GROUP, INC.


The Department of Public Utilities (DPU) is requesting authorization to dispense with the City's standard Request for Proposal (RFP) process for consultants, set forth in Administrative Order 6-19, so that DPU may ask Council to award a consulting contract to The Gualco Group, Inc. as a uniquely qualified consultant to provide professional government relations, lobbying and consulting services for representation related to water issues before legislative, administrative and regulatory agencies in the State of California (State).

The Gualco Group, Inc., has represented the City of Fresno (City) at the state level in Sacramento since August 2016, and the firm has been providing exemplary consulting, lobbying, and engagement services for water-related issues affecting the City. The Gualco Group, Inc. has extensive knowledge of State water issues and any potential benefits or impacts to the City.

The City Council has acknowledged the specialized experience of The Gualco Group, Inc. and has expressed a desire to continue utilizing the services of the firm for professional government relations, lobbying and consulting services for representation related to water issues. As such, DPU seeks to forego the RFP process set forth in Administrative Order 6-19 to award a contract to The Gualco Group, Inc.

If you have any additional questions, or require additional information, please do not hesitate to contact me at 559-621-8628.

Approved  Denied

  
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Wilma Quan, City Manager

