

Agenda Item: File ID 19-11030 (9:50 A.M.)

Date: 07/25/2019

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2019 JUL 23 P 4: 17



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Agenda Related Item(s) – File ID 19-11030 (9:50 A.M.)

ITEM(S)

Presentation by the Gualco Group, Inc.

Contents of Supplement: Powerpoint Presentation by The Gualco Group, Inc.

Item(s)

Supplemental Information:

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City of Fresno and The Gualco Group, Inc.: A Proven Water
Supply and Water Quality Partnership



The Gualco Group, Inc. Who we are

- ▶ Full-service government relations/public affairs consulting and lobbying firm
- ▶ San Joaquin Valley is a focus
- ▶ Robust ethnic diversity among our professional and support staff
- ▶ Top-tier advocacy innovator and Third House leader
- ▶ Water, natural resources, the environment, and the budget process are key areas
- ▶ Represent clients before Executive and Legislative branches of State government: absolutely critical to clients' success
- ▶ Big Win for City of Fresno – Partnership for \$300+ million in water infrastructure very low-interest loans from State Water Resources Control Board

City of Fresno and The Gualco Group, Inc. Working Together

- ▶ Our close relationship began in 2016 when we collaborated with City leaders on the Southeast Surface Water Treatment Facility and built strong relationships that have inured to the benefit of the City...
- ▶ ...namely the more than \$330 million in low-interest State Revolving Fund loans from the State Water Resources Control Board. This includes the SSWTF loan for nearly \$170 million – one of the largest in the Water Board portfolio.
- ▶ We organized a meeting in City Hall with Mayor Brand, SWRCB Member DeeDee D’Adamo, and the city manager to discuss how to fund a clean drinking water program and to further our successful collaboration for an unprecedented level of SWRCB loan and grant funding.
- ▶ TGG, Inc. aggressively promotes Fresno water management expertise, interests, and needs. We have daily conversations with top-level state regulators. TGG, Inc. has peerless personal connections with water policy makers and regulators.
- ▶ We have worked closely with the City’s legislative delegation as well as the governor’s office and are frequently asked for guidance on water and natural resources issues in addition to discussing City-specific issues and positions. Ensured that Fresno’s position on urban water use efficiency standards and the financing of clean, safe, and affordable drinking water were understood by policy makers.
- ▶ Continue to closely collaborate with ACWA, CMUA, and the urban water agencies
- ▶ Obtained the latest insights last week from the Division of Financial Assistance about the SRF funding patterns for 2020. We’ll be briefing Fresno officials, as usual, in the next few days---this is especially significant as the Prop. 68 grants cycle begins in earnest with the 2019-20 fiscal year.