

RESOLUTE

REQUEST FOR PROPOSAL – RESPONSE

Orange | Housing
County | Finance
Trust

PROPOSAL FOR STATE LEGISLATIVE ADVOCACY SERVICES

RESOLUTE
1215 K St, Suite #1100
Sacramento, CA 95814

Jarrell Cook
Partner
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OCTOBER 18, 2021

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SEC 1.0 COVER LETTER

October 18, 2020

Orange County Housing Finance Trust
Attn: Adam Eliason, Manager
1 League #62335
Irvine, CA 92602
(909) 706-7193
aeliason@ochft.org

Re: State Legislative Advocacy Services

Achieving the Orange County Housing Finance Trust's legislative and regulatory goals and objectives will require the skillful deployment of expertise in the development of the state's budget, deep relationships with key policymakers, and experience managing a broad legislative portfolio to identify opportunities and eliminate obstacles. Having all those elements of success is hard to find under one roof.

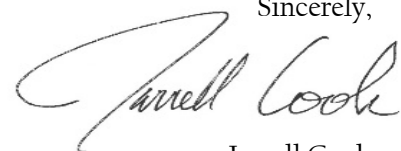
RESOLUTE offers each in abundance. Our team of professionals leverage their unique ability to create impactful policy developments on behalf of our clients. We have consistently delivered results for the Trust and will enter this new year with an expanded team and an even more capable lobbying platform.

The RESOLUTE difference is that every advocate is a partner in the firm—every member of the team has a stake in our clients' success. Another stark difference in our firm's approach compared to other lobbying and government affairs firms is that we are focused on providing our clients a complete platform for advocacy, not just a transactional exchange. Our client base is broad and includes political heavyweights and groups making significant financial contributions. We leverage the relationships and access that provides for the benefit of all our clients—smaller clients can swim in the same waters as the larger political players when they're in RESOLUTE's boat, creating a significant return on their investment.

The team that we have put together to achieve OCHFT's objectives for 2021 will work closely with OCHFT's staff to develop and enact a strategic advocacy plan for the upcoming legislative session. Our seasoned advocates will then move quickly to connect with policymakers, develop collateral material and documents, research pertinent policy issues, scope out potential threats, and build the coalitions needed to win. Based on our track record, our commitment to our clients, and our team's strength, we believe RESOLUTE offers the Trust a valuable vehicle to pursue its legislative strategies and funding objectives.

Thank you for the opportunity; we look forward to building a long and successful relationship. This proposal is valid for 120 days. Please contact me regarding any inquiries or concerns regarding our proposal.

Sincerely,



Jarrell Cook

SEC 2.0 FIRM OVERVIEW

“For the **resolute** and determined, there is time and opportunity.”

– *Ralph Waldo Emerson*

2.1 Firm Profile

RESOLUTE

1215 K Street, Suite 1100

Sacramento, CA 95814

Phone: 916.217.2616

www.resolutecompany.com

RESOLUTE is a premier advocacy and consulting firm located in Sacramento. It is a limited liability company, located in Sacramento, California. RESOLUTE was founded in 2019 by seven partners, merging two successful advocacy firms to build on the synergy of their combined 150 years of experience in public policy and politics in California. RESOLUTE was formed, in part, with the belief that modern advocacy firms need to resemble the diverse make-up of today’s Legislature.

In founding RESOLUTE, our partners identified an opportunity to create a firm that would not just reflect California’s population, but also have the expertise to work at the highest levels of both politics and policy. We are well known for our “boots on the ground” style of advocacy, with our lobbyists spending significant time in the halls and offices of legislators and regulators, ensuring that we are constantly communicating with decision makers. In fact, we pride ourselves on the saying, “when other lobbyists are heading home, we’re heading back for our second shift.” Our firm is committed to giving each client our absolute best effort with a firm devotion to success without forfeiting integrity.

Areas of Expertise

Budget
Cannabis
Education
Energy
Healthcare
Insurance
Financial Services
Manufacturing
Privacy
Tax
Technology
Transportation
Water

Services Offered

Association Management
Budget Tracking
Campaign Consulting
Crisis Management
Event & Meeting Coordination
Legal Services
Legislative Advocacy
Regulatory Advocacy
Procurement

The RESOLUTE team consists of ten advocates:

DAVID QUINTANA

Partner

916.217.2616

JARRELL A. COOK

Partner

916.692.0169

BILL BARNABY, SR.

Partner

916.346.9270

CHER GONZALEZ

Partner

916.397.4734

BILL BARNABY, JR.

Partner

916.743.1325

SEAN HENSCHER

Partner

916.952.2419

DAVID GONZALEZ

Partner

916.281.6981

THERESE TWOMEY

Partner

916.709.4545

DON SCHINSKE

Partner

415.497.5716

ALFREDO ARREDONDO

Partner

805.598.9350

Overall, our firms have provided work similar in scope and size to the deliverables described in the RFP for cities, public entities, trade associations, and companies. We are experts in securing significant state dollars and in navigating the legislative process and we can apply these skills to a variety of requests and subject areas.

Neither firm has defaulted in its performance on an agreement during the past five years. Neither firm has filed bankruptcy in the last ten years, nor do they have any pending litigation, liens or other claims against them.

2.2 Firm Expertise

Advocacy & Strategy—RESOLUTE has secured legislative and regulatory victories for the public entities that we represent. In addition to actively monitoring the machinations in every branch of state government, our advocacy has successfully stalled legislation that would have harmed our client's interests, as well as seen long-shot legislation make it to the Governor's desk to be signed. Our success is not limited to the Legislature—team members have been the representatives for our trade association and public entity clients before the Air Resources Board, the Energy Commission, and the State Water Resources Control Board, any many other regulatory bodies.

Our team has years of legislative, regulatory, campaign, coalition, and trade association management experience. In each of these capacities, our partners have worked with clients to transform their goals into concrete legislative agendas and comprehensive policy packages. We have worked lockstep with stakeholders with a 'soup-to-nuts' approach, drafting bill language generated from our client's abstract ideas, finding legislators to carry the measures, doggedly working to see that legislation pass, and working with regulatory bodies on the subsequent rulemaking.

Budget—Our firm has decades of experience working on budget issues. Each team member has been deeply involved in negotiating funding requests and leveraging trailer bills to achieve their clients' policy goals, securing hundreds of millions of dollars for our clients.

Coalition Building—RESOLUTE has been able to successfully build coalitions that empower clients to achieve their policy goals. With our insight into effective influencers in the Capitol, we have guided clients towards a useful membership in associations and strategic partnerships outside of their own industry or issue area community that they have been able to leverage to amplify their own voice.

We also understand that nothing can replace our traditional, shoe-leather lobbyists that advocate alongside staff with deep subject matter expertise to get traction on an issue; however, meeting the challenge of being heard in Sacramento takes a little more. Our relationships, advocacy, and campaign

expertise mean we know who to reach, how to frame your issue, and what points to leverage so that Valley Water's messaging and positions are in front of the decisionmakers. We are experienced in advising our clients on how to advance their cause through traditional media, digital advocacy, and campaign-like messaging.

Housing and Natural Resources—Our firm brings deep expertise from our years of engagement and negotiation with key legislative and regulatory policymakers on economic development, energy, water, utilities, affordable housing, and public land use to bear on issues for our public entity and special district clients.

For example, with his experience working for water and natural resources focused clients, RESOLUTE partner Alfredo Arredondo has developed strong relationships with key legislators and committee consultants that have been instrumental in pushing forward funding to agencies through General Obligation Bonds crafted by the legislature and passed by voters, or through appropriations made from special funds or the General Fund for purposes ranging from drought protection, stormwater runoff, ocean protection, saltwater intrusion prevention, and other related issues. With a specific focus on the California Climate Investments program, Alfredo is also actively tracking the funding source and availability of revenues for the Affordable Housing and Sustainable Communities program.

The Barnabys have gained hands-on experience in lobbying for affordable housing over the past several years. Their main housing client has been Livable California. The Barnabys have advocated for positive alternatives and amendments to the massive housing "production" bills that have dominated media coverage. They have encouraged substantive points of opposition that have led to improvements through amendments of measures otherwise opposed. And they have urged support for better fire safety, environmental protection, and broadband expansion to accompany the development of more truly affordable housing. Livable California is aligned closely with the California Alliance of Local Electeds (CALE) and United Neighbors. All three organizations are focused on retention of local control of housing issues, and supportive of government funding to build and make available more affordable housing.

Meetings, Workshops, and Staff Briefings—With clients including public entities and trade associations that require high levels of transparency and accountability to their constituents, our firms have experience in producing regular, high-quality reports, briefs, talking points, position letters, alerts, infographics, and other collateral documents for our clients. Each of our team members has clients for which we provide one-on-one meetings with the client's principal staff, meetings with external agencies, and conducting and attending meeting and workshops.

Many of the clients that RESOLUTE serves are public-facing entities with a responsibility to serve their constituents with a great deal of transparency and integrity. Our advocates are experienced at delivering the high-quality, public-facing reports and presentations that would be expected for board meetings, workshops, or other meetings open to the public.

Tracking and Reporting—RESOLUTE regularly produces weekly reports on bills, regulations, and Governor's actions that may affect our clients. In addition to these regular reports, we provide daily – often up-to-the-minute – updates on hearings and other items that our firm and our clients have identified as significant. We offer robust bill tracking and analysis for our clients, as well as participate in and summarize the activity of all relevant coalitions.

2.3 Relationships

Relationships are RESOLUTE's strength. Our partners have strong connections to policymakers in the Legislature and the Administration. RESOLUTE orchestrates meetings for its clients with key policymakers, executes lobby days for our clients to be heard at the Capitol, and coordinates engagements with interest groups and trade associations to create strategic alliances.

The breadth of our expertise and client base has allowed us to establish a wide array of partnerships that we leverage to create both traditional and non-traditional coalitions for our clients to achieve their policy goals. Our business clients find allies in labor groups, environmentalists, consumer protection groups, and grassroots movements that we have worked with. Our public entities are empowered to build those same bridges when they are represented by RESOLUTE.

Our work has empowered us to build relationships with the Orange County Delegation, as well as other Assemblymembers and Senators in nearby districts. RESOLUTE represents the Irvine Ranch Water District. As the advocate of a key water supplier for the Orange County region, RESOLUTE has built meaningful relationships with the following members of the OC Legislative Delegation:

- Assemblymember Philip Chen
 - Asm. Chen has been a key ally for RESOLUTE in providing opportunities to meet with both Republican and Democrat members on a variety of issues and facilitating negotiations in the budget.
- Assemblymember Stephen Choi
- Assemblymember Cottie-Petrie Norris
- Assemblymember Tom Daly
- Assemblymember Sharon Quirk-Silva
- Senator Josh Newman
- Senator Bob Archuleta
- Senator Patricia Bates
- Senator Dave Min
 - Sen. Min, at RESOLUTE's request, was a strong advocate for a client during negotiations on a key budget item.
- Senator Thomas Umberg

RESOLUTE's advocacy team is deeply experienced in working with California's Legislature, the Governor's office, and state agencies to advance our clients' interests. Our team has also worked extensively with the following policymakers that OCHFT will want to leverage:

- Office of Governor Gavin Newsom
- California State Treasurer's Office
- California State Controller's Office
- Governor's Office of Business and Economic Development
- Members, Assembly Budget Committee
- Members, Assembly Housing Committee
- Members, Assembly Democratic Caucus
- Members, Assembly Local Government Committee
- Members, Assembly Revenue and Taxation Committee

- Members, Assembly Republican Caucus
- Members, California Latino Legislative Caucus
- Members, California Legislative Black Caucus
- Members, California Legislative LGBT Caucus
- Members, Senate Budget Committee
- Members, Senate Democratic Caucus
- Members, Senate Governance & Finance Committee
- Members, Senate Housing Committee
- Members, Senate Natural Resources Committee
- Members, Senate Republican Caucus
- Office of Speaker Anthony Rendon
- Office of Assemblymember Aguiar-Curry
- Office of Assemblymember Autumn Burke
- Office of Assemblymember Wendy Carrillo
- Office of Assemblymember Jim Cooper
- Office of Assemblymember Jim Frazier
- Office of Assemblymember Vince Fong
- Office of Assemblymember Laura Friedman
- Office of Assemblymember Lorena Gonzalez
- Office of Assemblymember Tim Grayson
- Office of Assemblymember Patrick O'Donnell
- Office of Assemblymember Bill Quirk
- Office of Assemblymember Eloise Gomez Reyes
- Office of Assemblymember Phil Ting
- Office of Senate Pro Tem Toni Atkins
- Office of Senator Anna Caballero
- Office of Senator Maria Elena Durazo
- Office of Senator Mike McGuire
- Office of Senator Jim Nielsen
- Office of Senator Rosilicie Ochoa Bogh
- Office of Senator Anthony Portantino
- Office of Senator Nancy Skinner
- Office of Senator Scott Wiener

SEC 3.0 PROPOSAL TEAM OVERVIEW

“Achievers are *resolute* in their goals and driven by determination.”

– George Patton

Each member of our Orange County Housing Finance Trust team is a partner of the firm. A core value at RESOLUTE is that every person that works on behalf of our clients has skin in the game, so that they are as invested in succeeding as the client. The partners identified as part of the Proposal Team will be available for the duration of RESOLUTE’s representation of the Orange County Housing Finance Trust. No member of the Proposal Team shall be removed or replaced without the written approval of the Trust.

3.1 Proposal Team Profile



Alfredo Arredondo

Partner

805.598.3950

alfredo@resolutecompany.com

Joining RESOLUTE with nearly a decade of experience working on policy and politics in Sacramento, Alfredo developed and honed his approach to implementing successful policy and funding strategies, working within the Legislature for Assemblymember Mark Stone and outside the legislature as a lobbyist for government agencies and large NGOs. Because he has worked for the Legislature, Alfredo has an intimate, behind-the-scenes understanding of the legislative process and has cultivated strong relationships with key members and staff.

Alfredo has provided tailored lobbying and consulting services for a wide range of environmental organizations, land trusts, and open space districts and authorities and has been at the center of some of the largest policy and funding fights in the natural resources, water, climate, and environmental mitigation issue areas. He was instrumental in the passage of AB 2087 (Levine), which established the Regional Conservation Investment Strategies (RCIS) tool; securing resources for environmental restoration in Proposition 64; and passage of seminal climate legislation including AB 395 (Garcia). A trusted resource not only in the legislature, but with key Agencies relevant to the work of clients, Alfredo is well positioned to help clients navigate the challenges of Sacramento to achieve their policy and funding objectives.

Bill Barnaby Sr.

Partner

916.346.9270

bill_sr@resolutecompany.com



Considered one of the Deans of California's lobbying corps, Bill Sr. is also one of California's preeminent experts on the budget process and politics. When Bill Sr. became a lobbyist in 1974, *The Sacramento Bee* reported: "The California Medical Association (CMA) appears to be assembling one of the more high-powered lobbying teams in Sacramento to pursue its battle with lawyers and other combatants in the current medical malpractice insurance crisis . . . CMA will add William Barnaby, one of the most highly respected Senate committee consultants. Barnaby is consultant for the Senate Health and Welfare Committee and insiders say he will give an added dimension to the CMA team as a lawyer representing physicians." A couple of years later Bill Sr. founded his own lobbying firm – William E. Barnaby, Inc. – which became a founding Member of Resolute in 2018.

Attracted to politics by the presidential campaign of John F. Kennedy, Bill Sr.'s first foray into politics was working in the U.S. Capitol, first for a U.S. Representative from Sacramento, and then as a Congressional Investigator, where he was granted Top Secret Security Clearance by the U.S. Department of Defense.

A couple years later, returning to Sacramento due to family illness, Bill Sr. embarked on a decade long career in the California Legislature. First as a consultant to the Assembly Ways and Means Committee (now the Appropriations and Budget Committees), then the Education Committee, before moving to Senate Health & Welfare Committee in the late 1960s. At the same time, he did political and campaign consulting, co-produced election-night coverage for Sacramento television stations, was appointed to the Sacramento County Planning Commission (elected Chair during his last year of service) and served on the Boards of a hospital foundation and local suicide prevention service.

After serving in the U.S. Army, Bill Sr. earned the following degrees: Associate of Arts from Sacramento City College; Bachelor of Arts (Political Science) from the University of California, Davis; and Juris Doctor from the University of the Pacific, McGeorge School of Law. He has been admitted to practice law before the state and federal courts of California since 1974 and registered as a lobbyist since 1976.

Above all else, and of critical importance in government relations, both Bill Barnaby Sr. and Jr. have earned well-known reputations for honesty, integrity and providing transparent information to clients, colleagues, and policymakers.

**Bill Barnaby Jr.**

Partner

916.743.1325

bill@resolutecompany.com

A proven leader with an exceptional skill set that enables Bill Jr. to lead a large team in major political battles, while at the same time be an excellent team player when others lead, or accomplish client goals by himself . . . Bill Jr. gets the job done.

Born in Washington, DC while his Bill Sr. worked on Capitol Hill, Bill Jr. was raised around politics. Accompanying his politically active parents, Bill Jr. was involved in political campaigns at an early age. In college, he volunteered for a rather diverse group of candidates. This 50+ years involved in political campaigns gives Bill Jr. a unique – and almost instinctual – perspective as to how politics and policy intersect. Coupled with that instinctual political insight, Bill Jr. has 30+ years of experience in the politics of professional/trade associations (small and large) and publicly traded companies (including Fortune 200) . . . his advice and counsel will exceed your expectations.

Four decades of bruising political battles around the Capitol, many years of formal education, and life experience, have given Bill Jr. policy expertise and political acumen that enable him to bring an exceptional problem-solving ability to client issues. Bill Jr., along with his father, have represented a wide variety of client interests, managed client associations, and even serve as general counsel to some clients, which has enabled Bill Jr. and his dad to represent some clients over 40 years . . . a rare feat in today's lobbying environment.

After graduating from St. Mary's College of California with a Bachelor of Arts degree in Government, he started working at William E. Barnaby, Inc. full time. Bill Jr.'s post baccalaureate studies include a Juris Doctor degree from Lincoln Law School of Sacramento, a Master of Business Administration degree from California State University, Sacramento, and a certificate of graduation from the City of Sacramento Management Academy. He has been a registered lobbyist since 1990, admitted to practice law before the state and federal courts in California since 2000, and licensed as a California insurance agent/broker since 2010.

Jarrell Cook

Partner

301.788.5038

jarrell@resolutecompany.com

After earning a Juris Doctor degree from Stanford Law School, following graduating magna cum laude from Morehouse College with a double major in political science and history, Jarrell Cook joined Resolute with nearly a decade of legal and political advocacy experience. He has represented Fortune 500 companies, innovative startups, and everything in between. He has advised clients on a wide range of regulatory, legal, tax, and technology issues before the California legislature, as well as state and federal agencies.



Prior to joining Resolute, Jarrell oversaw a broad portfolio as a Policy Director for the California Manufacturers and Technology Association (CMTA). In serving as the voice for the state's 30,000 company-strong manufacturing industry, he gained a deep knowledge of the issues facing a wide variety of sectors — including automotive, food and beverage, consumer products, pharmaceuticals, aerospace, and national defense, connected devices, and other emerging technologies. He spearheaded the growth of CMTA's key policies on technology and economic development and lead the Capitol community's largest coalition on regulatory oversight and accountability. Jarrell has been repeatedly invited to speak for the manufacturing industry on issues related to privacy, regulatory reform, climate change, and economic growth in California.

Before working in policy, Jarrell worked as an attorney in Washington, D.C. conducting internal investigations and advising clients on matters related to corporate governance, government contracts, litigation, telecommunications, and privacy & data management.

3.2 Resumes

The resumes of the key personnel are included in this proposal as an appendix.

3.3 Technical Expertise

Our advocates are experienced in managing the needs of trade associations, special districts, and public entities. The team members working with OCHFT will be on call to meet your needs, and we have the capacity to scale up to meet any challenge. We easily comport with the varying deadlines for projects as set by our clients, turning projects around within days, or less. RESOLUTE currently works with several public entities to provide services similar to those described in the RFP, which should provide the Trust with confidence that our team has the technical expertise necessary to exceed expectations.

Alfredo Arredondo

- Mr. Arredondo joined RESOLUTE in September of 2021, merging the successful government affairs firm he founded in 2017, Priority Strategies, into RESOLUTE's growing platform. He is currently RESOLUTE's primary advocate for Low Carbon Fuels Coalition, TreePeople and the Ocean Science Trust. He maintains a flexible schedule that will allow him to support clients'

engagement on the budget. Alfredo will assist in managing RESOLUTE's day-to-day activities and advocacy on behalf of OCHFT.

- Alfredo has joined with his fellow RESOLUTE partners to leverage his specialized knowledge to solve tough problems on for some of our most important clients. Last session, he worked with South Coast Air Quality Management District (SCAQMD) to ensure their eligibility for \$100 million made available in the Annual Budget Act for fiscal relief to special districts impacted by COVID. This required careful navigation of the matter with key legislators and the Assembly and Senate Budget Committees, the State Controller, and the Department of Finance to change the designation of SCAQMD to be eligible for the funding.

Bill Barnaby Sr. and Bill Barnaby Jr.

- Both Mr. Barnaby Sr. and Mr. Barnaby Jr. are founding partners of RESOLUTE, having worked as partners for several years at the previous iteration of the firm prior to its recent merger. The Barnabys manage the government affairs for both a major trade association and a Fortune 500 company. They will be available for strategic consulting and supporting the day-to-day affairs for RESOLUTE's work on behalf of OCHFT.
- The Barnabys have served as advocates for positive alternatives and amendments to the massive housing "production" bills that have dominated media coverage on behalf of their clients. They have encouraged substantive points of opposition that have led to improvements through amendments of measures otherwise opposed. And they have urged support for better fire safety, environmental protection, and broadband expansion to accompany the development of more truly affordable housing.
- Bill Sr. has decades of direct experience shaping housing policy. He was first appointed to the Sacramento County Planning Commission in the 1970s and ended his tenure Chair by other Commission Members during his final year of service on the Commission. This experience offered Bill Sr. insight into some of the issue areas in which OCHFT is concerned.

Jarrell Cook (Project Lead)

- Mr. Cook is a founding partner of RESOLUTE and has worked at the firm since 2019. He is currently the lead for two clients and supporting the firm's advocacy for five additional clients. He will be available for regular advocacy on behalf of OCHFT, including serving as lead for tracking and reporting on pertinent issues.
- Jarrell manages the legislative affairs and advocacy for multiple trade associations and coalitions. He regularly provides written and verbal reports on regulation and legislation, timely analysis on pending policy, meets and negotiates with policymakers on key measures, builds coalitions with other stakeholders, and sets up meetings between association leadership and elected officials.
- He also is part of the RESOLUTE team that represents the South Coast Air Quality Management District, the East Valley Water District—a water supplier in San Bernardino County, and the Irvine Ranch Water District—a water supplier in Orange County. Jarrell has supported both District's efforts with on-the-ground lobbying, monitoring legislation, and regular reporting on bills and regulations. He is also able to leverage his work in other coalitions to provide insights on operational issues not directly to water, such as labor and employment.

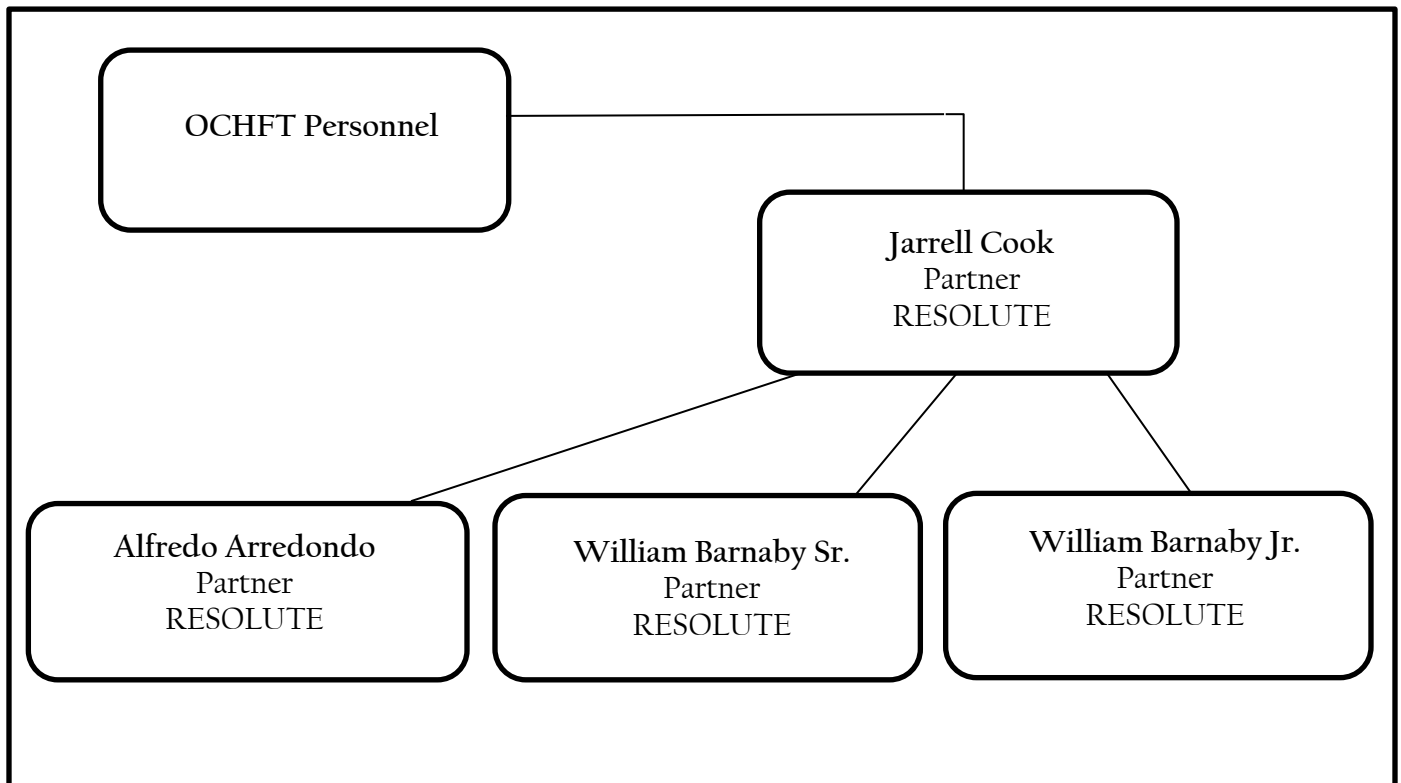
3.4 Organizational Approach

The difference between RESOLUTE and other advocacy groups is that each team member working on behalf of our clients has a stake in the firm. This ensures that each member of the team is equally motivated in our clients' success. That entrepreneurial spirit also empowers our advocacy, enabling our team members to move nimbly and efficiently to get results with minimal bureaucratic or administrative lag. Our firm's structure is intentionally designed to be as flat as possible, giving every client we serve the benefit of our entire firm's expertise and relationships. We will make any adjustments necessary to successfully deliver the projects in the proposed scope of work, including, but not limited to, providing additional resources, or expanding our active team members.

3.5 Management Structure

RESOLUTE partner Alfredo Arredondo will be the principal managers of the relationship with the Orange County Housing Finance Trust on behalf of RESOLUTE. In addition to his direct advocacy, Alfredo will direct the activities of the team members: RESOLUTE partners Jarrell Cook, William Barnaby Sr., and William Barnaby Jr. All partners, respectively, will provide overall strategic guidance to the OCHFT as they implement the Trust's agenda.

Proposed Management Structure



3.6 Subcontractors

RESOLUTE does not intend to use any subcontractors to complete this project. Our firm does anticipate expansion that may occur during this contract's term. This may include acquiring new partners and/or strategic consultants that may contribute to the work the firm does on behalf of OCHFT. RESOLUTE will alert and obtain the consent of the Trust prior to any assignment of work related to this project to any new members of the firm.

SEC 4.0 WORK PLAN & RECENT SUCCESS

“It is wonderful what great strides can be made when there is a **resolute purpose behind them.”**

– Winston Churchill

4.1 Advocacy Objectives

- ✦ A strategic action plan for OCHFT, including drafts of legislative and administrative proposals, that secures funding and supports the Trust’s priorities.
- ✦ Weekly, monthly, quarterly, and annual reports on legislative and administrative activity that affects OCHFT’s interests, and the advocacy done on behalf of the Trust.
- ✦ Effective advocacy before policymakers and coalitions on behalf of the Trust
- ✦ Continuous strategic monitoring of legislative and administrative actions while managing OCHFT’s presence in the Capitol to support favorable outcomes.

4.2 Work Plan

Daily:

- Monitor newly introduced or amended legislation in order to anticipate and engage in legislative and/or Administration issues of interest or concern to the Trust.
- Convey key or urgent information to staff as necessary and respond to staff inquiries.

Weekly/Bi-Weekly:

- Attend routine trade association briefings on behalf, or in addition to, OCHFT staff.
- Monitor and attend legislative hearings—including policy, budget, and informational hearings—for issues tracked on behalf of OCHFT, representing the Trust’s position as necessary via written letters or verbal testimony.
- Focused calls updating OCHFT staff on pending legislation and regulation, Capitol activity, and other pertinent information.
- Provide an updated bill tracking list, reflecting district positions, etc.

Monthly:

- Verbal and written reports to OCHFT staff.
- Conduct and/or provide information in support of staff briefings and workshops on
- Review materials received from trade associations with OCHFT staff and develop a strategic plan on how to best leverage the associations to achieve the Trust’s objectives.
- Participate in other coalition meetings as necessary to advance OCHFT’s interests.

Annually/Semi-Annually:

- Engage in strategic planning with OCHFT leadership and staff as desired and appropriate—including discussion of legislative priorities and identification and pursuit of funding

opportunities, etc.

- Provide an in-person update beginning and end of session review to the Trust staff.
- Schedule member visits with area legislators in the Capitol.

Other/Ongoing as Necessary and Appropriate:

- Regularly update OCHFT’s legislative staff on significant district updates, issues, concerns, and positions with respect to Sacramento issues and local issues to facilitate public engagement and outreach.
- Provide ongoing implementation of other tasks as included in the RFP scope of work and/or as directed by the Trust—including assisting the district with drafting correspondence, coordinating meetings, special project facilitation, etc.

Quality Assurance:

All final deliverables will be reviewed and approved by OCHFT staff before they are given to state legislators, the Governor and his staff, or members of any state regulatory body. Our routine practice for drafting and getting approval of documents is as follows:

- Have initial discussion with the Trust staff and get direction for the deliverable that is needed such as a fact sheet, amendments, or a position paper.
- Our team drafts the initial document and send it to OCHFT staff for their initial review for content and adherence to the Trust’s policies.
- Once we have received and incorporated feedback, our team would send it back to OCHFT staff for final approval.
- After receiving final approval, our team would do a final review and then deliver (often by hand, we have modified our process in observance of COVID-19 protocols) the materials to the appropriate targets.

4.3 Projected Milestones

<i>Deliverable</i>	<i>Team Member(s)</i>	<i>Start Date</i>	<i>End Date</i>
Create a 2021-22 Strategic Work Plan	Alfredo Arredondo William Barnaby Sr. William Barnaby Jr. Jarrell Cook	Fall 2021	Winter 2022
Secure sponsors for legislative and administrative proposals emerging from the Strategic Plan and build coalitions to advance the OCHFT’s policy goals.	Alfredo Arredondo William Barnaby Sr. William Barnaby Jr. Jarrell Cook	Winter 2021	Winter 2022
Reviewing, identifying, tracking, monitoring, and reporting on legislation and administrative actions (including a bill matrix and written reports)	Alfredo Arredondo Jarrell Cook	December 2021	Ongoing; daily and as needed

Written communications and oral testimony to the Legislature, Governor, and state agencies on OCHFT’s priorities (opposition letters, collateral material, etc.)	Alfredo Arredondo William Barnaby Sr. William Barnaby Jr. Jarrell Cook	January 2022	As needed
Setting up and conducting strategic meetings, briefings, and negotiations with policymakers on OCHFT’s priority issues.	Alfredo Arredondo William Barnaby Sr. William Barnaby Jr. Jarrell Cook	Fall 2021	Ongoing, as needed
Conduct regular meetings, periodic progress meetings with OCHFT staff and others, as directed (including the development of meeting agendas, minutes, and presentations).	Alfredo Arredondo William Barnaby Sr. William Barnaby Jr. Jarrell Cook	As directed by OCHFT staff	As directed by OCHFT staff
Monthly summary status reports.	Alfredo Arredondo Jarrell Cook	Winter 2022	Monthly
Prepare and file all applicable FPPC, administrative, and compliance documents.	Alfredo Arredondo William Barnaby Jr.	Fall 2021	As needed

4.4 Recent Successes



Helped navigate through political barriers to construction of a new recycled water plant. Provided key local and state level strategic input to the district’s effort to construct a new recycled water facility – as well as conducted timely legislative outreach and updates concerning the once-contentious project. Additionally, the team has been an important component of East Valley’s ongoing success with respect to this project



Passed a bipartisan bill during the limited 2020 Legislative Session that likely saved a client and other similarly situated public entities from hundreds of thousands of dollars in damages and liability. RESOLUTE partnered with Irvine Ranch Water District, which was facing harassing frivolous lawsuits from a predatory attorney for supplying a significant public service. 81 water districts faced a suit from the same attorney. Our team worked with IRWD to develop their proposal into a legislative policy that could be enacted.

RESOLUTE provides the IRWD with weekly legislative and strategic updates, monitors legislation, represents their position in public forums, and negotiates to further their legislative agenda among policymakers to ensure that bills like the above reach a successful resolution. Additionally, as IRWD is positioned as an active force in the water community, RESOLUTE has worked to contribute insight and access to critical coalition efforts on behalf of IRWD.



Developed and implemented a strategic legislative plan to secure millions in state funding and create a new coordinating body within state government. RESOLUTE was hired to assist the Los Angeles Cleantech Incubator with securing an earmark in the state budget to continue its economic development and innovation incubation work. Our team also worked in tandem with the client's federal lobbying team to build support among state lawmakers for the LACI's stimulus proposal to secure federal dollars for electric vehicle infrastructure and manufacturing in California, coordinating outreach to California's congressional delegation through letters and other communications.

The RESOLUTE team developed and implemented a multi-year advocacy plan to secure their budget goals, increase the LACI's presence in Sacramento, build a diverse coalition of support, and establish champions in the Legislature and the Governor's Office that would propel their agenda forward. RESOLUTE's unparalleled relationship enabled LACI to place a bill in to print late in the legislation session to

RESOLUTE keeps LACI engaged through weekly calls, weekly written and oral reports on activity in the Legislature and administrative agencies. Our firm serves as a key advisor to the client's President and Vice President for Government Affairs, maintaining key relationships on their behalf with local, regional, state, and federal policymakers on their behalf.



Achieved a breakthrough for a client that languished for years with previous advocacy teams, successfully obtaining millions in state funding. The California Natural Gas Vehicle Coalition hired RESOLUTE in January of 2021 to revitalize their government affairs and advocacy program. Within months, our team secured authors for their legislative proposals, shepherded them through their respective policy committees, and raised their profile with lawmakers and the Capitol community.

RESOLUTE built an effective coalition for CNGVC that was tailored to their unique strengths: We strategically centered air districts, ports, and environmental justice groups to align with their message. That coalition was able to successfully educate and persuade the chairs of both the Assembly and Senate Transportation Committees—as well as the written commitment of 21 other legislators—to support a request for \$45.4 million in the state budget to support the deployment of near-zero emissions heavy duty trucks powered by renewable natural gas. This was CNGVC's first significant legislative and funding win in over 5 years; RESOLUTE significantly increased their Sacramento presence and got results in just 8 months.

RESOLUTE serves as a key political advisor for CNGVC's President, as well as the larger Natural Gas Vehicle Partnership—whose members include air districts, fleet operators, energy producers, trade associations, and vehicle manufacturers. Our firm coordinates and conducts weekly calls to brief members, in addition to setting up meetings with legislators, members of the Governor's administration, and coalition partners.



Led budget negotiations to obtain continued funding for a vital service. The RESOLUTE team fought for and achieved a Medi-Cal reimbursement rate increase for the providers of non-emergency medical transportation (NEMT), thereby maintaining access to care for those sick and frail patients throughout California who are reliant on this life-sustaining service. The RESOLUTE team worked with the Budget Committee consultants, legislators, and other healthcare provider organizations such as the California Medical Association. Partners on the RESOLUTE team have represented CMTA since 1978.

SEC 5.0

REFERENCES AND SAMPLES

“Confidence is a **resolute** state of mind by which you believe nothing is impossible.”

– John Eliot

5.1 Reference List

Name: Irvine Ranch Water District
Address: 15600 Sand Canyon Ave
Irvine, CA 92618
Contact Person: Christine Compton
Title: Director, Government Affairs
Email: compton@irwd.com
Date of Engagement: January 2018
Telephone No.: 949.929.1117
Services Provided: State lobbying and advocacy.
Team Members Engaged: Jarrell Cook

Name: South Coast Air Quality Management District
Address: 21865 Copley Dr
Diamond Bar, CA 91765
Contact Person: Derrick Alatorre
Title: Deputy Executive Officer, Legislative, Public Affairs & Media
Email: dalatorre@aqmd.gov
Telephone No.: 909.396.3122
Date of Engagement: January 2017
Services Provided: State lobbying and advocacy.
Team Members Engaged: Alfredo Arredondo, Jarrell Cook

Name: Los Angeles Cleantech Incubator
Address: 525 S. Hewitt Street
Los Angeles, CA 90013
Contact Person: Matt Petersen
Title: President
Email: matt@laci.org
Telephone No.: 213.358.6500
Date of Engagement: January 2020
Services Provided: State lobbying and advocacy.
Team Members Engaged: Jarrell Cook

Name: California Medical Transportation Association
Address: 11647 Morrison Street
North Hollywood, CA 91601
Contact Person: Steve Horne
Title: President

Email: thestevenhorne@gmail.com
Telephone No.: 530.518.0906
Date of Engagement: 1978
Services Provided: State lobbying and advocacy.
Team Members Engaged: Bill Barnaby Sr. & Jr.

5.2 Sample Work

Samples of RESOLUTE's work product are included in this proposal as an appendix.

APPENDIX A
(RESUMES)

ALFREDO ARREDONDO

1102 Chapman St. • Winters, CA 95694 • (805) 598-9350 • aarredondo@me.com

CURRENT OCCUPATION

RESOLUTE | *Sacramento, CA* **August 2021-Present**
Partner

- Provide comprehensive public policy consulting and lobbying services for wide range of clients.

EMPLOYMENT HISTORY

PRIORITY STRATEGIES | *Sacramento, CA* **October 2017-August 2021**
President

- Provided lobbying and consulting services for over 15 clients, specializing in environmental strategy and advocacy with a principal focus on: climate change policy and regulation, climate adaptation and mitigation, land conservation and conservation planning, fish and wildlife conservation, urban forestry, urban and rural parks development and management, ocean resource protection and management, and regulation of marijuana cultivation for environmental impacts.
- Developed strategies for engagement and successfully implement the execution of the strategies.
- Coordinate coalitions to serve multiple purposes: legislative and administrative engagement, peer to peer information sharing, capacity building, and developing relationships with key funders (public and private).
- Develop new funding resources through direct and indirect funding in the Budget Act and GO bonds.

CONSERVATION STRATEGY GROUP | *Sacramento, CA* **July 2015-October 2017**
Legislative Consultant

- Tailored to unique non-governmental organizations and local agencies, developed legislative and regulatory strategies, and implemented actions with the CA State Legislature, CA Natural Resources Agency, CA Transportation Agency, Department of Parks and Recreation, Department of Fish and Wildlife, and other relevant Departments, Boards, and Commissions to further the goals of the clients. In implementing these strategies, developed strong professional relationships with staff and executives at the relevant Departments and Agencies.

ASM. MARK STONE (AD 29) | *California State Assembly* **April 2013-July 2015**
Legislative Aide

- Primary staff for Committee on the Committee on Environmental Safety and Toxic Materials.
- Responsible for legislation authored by the member: researched policy areas and analyzed different legislative approaches to complex and multi-tiered problems; constructed briefs on the issue and problem, and developed legislative language; hosted stakeholder meetings; liaised with other member offices and policy committee consultants; coordinated grassroots support at state and district levels; composed talking points used in presenting the bills in committee and on the floor; developed strategies for successful bill passage.
- Developed hearings for the Select Committee on Coastal Protection: identified policy areas needing legislative evaluation and discussion including ocean threats, impacts of seawater desalination and water recycling, offshore oil well stimulation and fracking, marine debris, and coastal access.

EDUCATION

Bachelor of Arts in **Social-Cultural Anthropology** **University of California, Davis**

SUMMARY OF SKILLS

Languages Spanish fluency (oral and written); in-person and text translation proficiency.
Media Digital Marketing and Advanced media training through UCD University Communications
Interpersonal Extensive training on cultural competency, and small/large group facilitation skills.

Jarrell Avery Cook

5684 Amnest Way, Sacramento, CA 95835
(301) 788-5038 • Jarrell@resolutecompany.com

Experience

RESOLUTE
Partner

Sacramento, CA
October 2019 – Present

- Manage the legislative and regulatory affairs for a diverse set of clients in multiple sectors of California's economy. Clients include American Express, the Los Angeles Cleantech Incubator, the California Natural Gas Vehicle Coalition.
- Monitor legislation and regulations on behalf of our clients while serving as their primary advocate by drafting position letters, meeting with policymakers to discuss issues, and delivering testimony.
- Working with our clients to develop cradle-to-grave political strategies to develop their ideas into policies and build effective coalitions to support them.
- Educate clients on relevant issues by drafting memos, reports, and analyses on policies in pending legislation and regulation.

California Manufacturers & Technology Association
Policy Director

Sacramento, CA
2017 – October 2019

- Advocated for legislative issues related to manufacturing, including privacy, technology, legal obligations and liabilities, regulatory oversight and accountability, taxation, pharmaceuticals, cannabis, and alcohol.
- Led the Regulatory Oversight and Reform Coalition, a group of over 50 business and industry advocates with a focus on advancing policies that improve California's regulatory system.
- Drafted frequent legislative updates, reports, and analysis for Association member companies regarding pending legislation.

Davis Wright Tremaine, LLP
Associate

Washington, DC
2016

- Counseled clients on data privacy and information security matters, advising them on how to implement new technologies and respond to increasingly aggressive agency enforcement actions.

Jenner & Block, LLP
Associate

Washington, DC
2013 – 2016

- Handled complex national internal investigations, shepherded clients through privacy and data security issues, and pursued lawsuits on behalf of defense contractors, commercial clients, and fraud victims.

Education

Stanford Law School
Juris Doctor

Stanford, California
2013

- *Stanford Law & Policy Review* – Associate Editor; Symposium Editor

Morehouse College
B.A. in Political Science & History
Magna Cum Laude

Atlanta, Georgia
2010

- Top Ranking Senior Scholar – Department of History

William E. Barnaby III

1215 K Street, Suite 1100
Sacramento, California 95814

Cell (916) 743-1325

Ofc. (916) 448-1125

Fax (916) 448-1130

bill@resolutecompany.com

wbarnaby@wbarnaby.com

www.resolutecompany.com

Work Experience

Partner, Resolute Company, dba Resolute

October 2018 to present

- William E. Barnaby, Inc. is a Member of Resolute Company, LLC

Lobbyist/Shareholder, *William E. Barnaby, Inc.*

August 1991 to present

- Testify at hearings, meet with legislators/staff to persuade state action
- Monitor and draft state legislation and regulations relevant to clients' interests
- Draft letters of support, opposition, and amendments to State government actions
- Compose articles and updates for client publications and client dissemination
- Track and advise clients on legislative and statewide campaigns
- Advise clients regarding campaign contributions and fundraising events

Attorney at Law, *William E. Barnaby, Inc.*,

June 2000 to present

- Advise clients on legal issues and assist in problem solving

Insurance Agent/Broker, *Hanson, Ballard & Reed, Insurance Brokers & Agents, Inc.*,

July 2010 to 2016

- Serve as CFO while winding-up HBR as an insurance agency

Education

Masters of Business Administration, California State University, Sacramento

May 2013

Juris Doctor, Lincoln Law School of Sacramento

May 1999

- Vice President, *Student Bar Association*

1998 - 1999

- Associate Editor, *Voir Dire Publication*

1997 - 1999

Bachelor of Arts, Government, St. Mary's College

August 1993

Associations and Affiliations

- Casualty/Property Broker-Agent, Producer License 0H21635 2010 to present
- State Bar of California, Member 207083 Admitted June 2000
- United States District Court, Eastern District of California Admitted June 2000
- Sacramento County Bar Association, Member 2000 to present
- The Sutter Club, Member 1994 to present

References

- Available upon request

William E. Barnaby
1215 K Street, Suite 1100
Sacramento, California 95814
Cell (916) 346-9270
Ofc. (916) 448-1125
Fax (916) 448-1130

Bill_sr@resolutecompany.com
wbarnaby@wbarnaby.com
www.resolutecompany.com

Employment History:

- 2018 to present Partner (Member) of Resolute Company, LLC, dba Resolute
- 1978 to present Owner of Lobbying/Law firm – William E. Barnaby, Inc.
- 1976 to 1978 In-house lobbyist/lawyer, California Medical Association
- 1969 to 1976 Chief Consultant/Staff Director, California State Senate, Health & Welfare Committee
- 1968 to 1969 Chief of Staff, California State Senator Anthony C. Beilenson
- 1967 to 1968 Chief Consultant, California State Assembly, Education Committee
- 1964 to 1967 Consultant, California State Assembly, Ways & Means Committee
- 1963 to 1964 Investigator, United States House of Representatives, Foreign Operations & Government Information Subcommittee
- 1961 to 1963 Legislative Director, United States Representative John E. Moss
- 1964 to 1978 Election Consultant, KXTV, Sacramento

Education:

- J.D., University of the Pacific, McGeorge School of Law, 1974
- B.A., University of California, Davis, 1961
- A.A., Sacramento City College, 1959

Associations and Affiliations:

- State Bar of California, Member 60509, Admitted 1974
- Member, Board of Governors, Mercy Hospital Foundation (1983-1985)
- Chairman, Sacramento County Planning Commission (1978)
- Member, Sacramento County Planning Commission (1975-1978)
- Member, Board of Directors, Sacramento Suicide Prevention Service (1974-1977)
- Member, founding Board of Advisors, Aquarian Effort of Sacramento (1968)

Personal Data:

- Honorable Discharge U.S. Army, 1966
- Military Service: Active duty, U.S. Army, 1956-1957
- Security Clearance: Top Secret, U.S. Department of Defense, 1963

References:

- Available upon request

APPENDIX B
(ATTACHMENTS)

ATTACHMENT C
STAFFING PLAN

I. Primary Staff/Key Personnel to perform Contract duties

Name	Classification
Jarrell Cook	Partner
Alfredo Arredondo	Partner
William Barnaby Sr.	Partner
William Barnaby Jr.	Partner

(Additional lines may be added if necessary)

II. Alternate Staff/Key Personnel (for use only if primary is not available)

Name	Classification

(Additional lines may be added if necessary)

Contractor understands that those individuals represented as assigned to the project must remain working on the project throughout the duration of the project unless otherwise requested or approved by the Trust. Substitution or addition of Contractor’s Key Personnel in any given classification/title shall be allowed only with prior written approval of the Trust Project Manager. During the Term of this Contract, Contractor shall maintain a business office in Southern California.

The Contractor may reserve the right to involve other Contractor personnel, as their services are required. The specific individuals will be assigned based on the need and timing of the service/classification required. Assignment of additional key personnel shall be subject to Trust written approval. Trust reserves the right to have any of Contractor personnel removed from providing Services/Deliverables to Trust under this Contract. Trust is not required to provide any reason for the request for removal of any Contractor personnel.

III. SUB-CONTRACTOR(S)

In accordance with Article I, Assignment, listed below are sub-contractor(s) anticipated by Contractor to perform services specified in Attachment A. Substitution or addition of Contractor's sub-contractors in any given project function shall be allowed only with prior written approval of the Trust Project Manager.

Company Name & Address	Contact Name and Telephone Number	Project Function
N/A		

(Additional lines may be added if necessary)

Attachment 3

Conflict of Interest Disclosure Statement

Disclosure Policy

It is the policy of the Trust to ensure that firms and individuals providing services to the Trust are not subject to organizational conflicts affecting their objectivity or their ability to provide impartial assistance or advice to the Trust. This form requires certain relationships to be disclosed to the Trust so that it may determine whether a potential organizational conflict exists and whether mitigation measures may be implemented so as to allow the firm or individual to perform services notwithstanding such potential conflict. Relationships with the following entities must be disclosed:

- 1) Any firm, individual, partnership, corporation, association, or other legal entity currently retained for services by a developer of affordable housing or service provider for families and individuals at risk of or experiencing homelessness.
- 2) Any firm currently retained or which may be retained for services by the County of Orange or any member city of the Trust or other public entity within Orange County, California (see list of member agencies below).

Disclosure

- 1) Consultant **IS NOT** currently retained for services as defined in the Disclosure Policy above.
- 2) _____ Consultant **IS** currently retained for services as defined in the Disclosure Policy above.

a) Consultant is retained for services by the following member agencies of the Trust

- | | |
|--------------------------------|-----------------------------------|
| _____ County of Orange | _____ City of Lake Forest |
| _____ City of Aliso Viejo | _____ City of Laguna Beach |
| _____ City of Anaheim | _____ City of Laguna Hills |
| _____ City of Buena Park | _____ City of Laguna Niguel |
| _____ City of Costa Mesa | _____ City of La Habra |
| _____ City of Dana Point | _____ City of Mission Viejo |
| _____ City of Fountain Valley | _____ City of Newport Beach |
| _____ City of Fullerton | _____ City of Orange |
| _____ City of Garden Grove | _____ City of Placentia |
| _____ City of Huntington Beach | _____ City of San Juan Capistrano |

_____ City of Santa Ana
_____ City of Stanton

_____ City of Tustin
_____ City of Westminster

- b) Consultant is retained for services by the following other public agencies and public or private entities within Orange County, California. (List individually.)
- c) Please describe briefly those services potentially affected by this Disclosure:

Consultant is required to disclose to the Trust, in writing, any services relationship which may be entered into during the term of the Contract, which violates or appears to violate the intent of this Disclosure:

The Resolute Company

Consultant

10/19/2021

Date

Jarrell Cook

Authorized Representative

Partner

Title

Attachment 5

Disclosures of Contributions

To be completed with the submission of any proposal.

Prime Firm's Name: The Resolute Company
Jarrell Cook
Party's Name: _____
Party's Address: 1215 K Street, Suite 1100
Street CA
Sacramento
95835 State
916885038
Zip Code Phone Number

Board Member(s) to whom you and/or your agent made campaign contributions and dates of contribution(s) in the 12 months preceding August 25, 2021 (see attached lists):

Name of Member: _____

Name of Contributor (if other than Party): _____

Date(s): _____

Amounts(s): _____

Name of Member: _____

Name of Contributor (if other than Party): _____

Date(s): _____

Amounts(s): _____

If no contributions are noted above, I hereby certify that no contributions have been made by the Party identified above to any of the Trust's Board of Directors.

Date: October 18, 2021

/s/

Signature of Party and/or Agent

APPENDIX C
(SAMPLE WORK)

RESOLUTE



2021 Advocacy & 2022 Strategic Plan

October 12, 2021

The 2021 Advocacy Summary and 2022 Strategic Plan details the work done on behalf of the California Natural Gas Vehicle Coalition to achieve the priorities identified as part of its legislative and regulatory lobbying plan.

Executive Summary: This memo captures RESOLUTE's activities advancing the strategic priorities and the relationships identified by the California Natural Gas Vehicle Coalition for the 2021 Legislative Session as its advocate, beginning in January 2021. In the ten months since CNGVC began working with RESOLUTE, our efforts have resulted in CNGVC leading a robust coalition that secured \$45.4 million dollars for the renewable natural gas (RNG) vehicle industry.

Together, we have also made significant improvements in the Coalition's relationship with the respective chairs of both the Senate and Assembly Transportation Committees, while raising the profile of the RNG industry's issues in the Capitol community. This memo also provides a broad outline of how RESOLUTE's will assist CNGVC in achieving its goals for the 2022 Legislative Session.

Summary of 2021 Advocacy

Former CNGVC President Thomas Lawson identified these strategic priorities when RESOLUTE commenced its advocacy work in January 2021:

Strategic Priority #1: Introduce & Advance Legislation to Modernize the Carl Moyer Program

- Successfully secured Asm. Medina as an author for the measure, AB 363.
- Successfully passed AB 363 out of the Assembly.
- Transitioned AB 363 into a two-year bill in an agreement with the chair of the Senate Transportation Committee to give her more time to understand the issue.

Strategic Priority #2: Introduce & Advance Legislation to Define "Near-Zero Emission"

- Transitioned AB 96 into a two-year bill in an agreement with the chair of the Assembly Transportation Committee for her support as we pivoted to a budget request.
- Successfully obtained \$45.4 million in the state budget for incentives to support the deployment of near-zero emission vehicles building on the negotiations from AB 96.

Strategic Priority #3: Introduce a Bill for Asm. Gray

- Due to the changing nature of Assemblymember Gray's standing, CNGVC staff and RESOLUTE agreed that Gray would not be an appropriate author to carry CNGVC's priority legislation.



Strategic Priority #4: Build Relationships with Freshman Legislators

- Initially, CNGVC staff indicated that they would like assistance in planning a virtual happy hour to meet and greet newly elected legislators. However, due to the challenges legislators faced with the ongoing pandemic and CNGVC's leadership transition, this event has been postponed.
- In lieu of meetings with incoming legislators, RESOLUTE established relationships and set up strategic meetings with key members of the Assembly and Senate.



Other Objectives Achieved:

- Helped develop a letter by Assemblymember Laura Friedman in support of a \$750 million budget request to support the deployment of near zero trucks. We then assisted in securing the signatures of 23 sitting legislators. Our letter raised the profile of CNGVC, its policy priorities, and the RNG industry, drawing ongoing earned media attention.
- Worked with CNGVC's team to coordinate, manage, and lead a coalition of air districts and ports in support of our \$750 million budget request. RESOLUTE helped foster relationships with the South Coast Air Quality Management District's policy staff that will be valuable in achieving CNGVC's policy goals in future Legislative Sessions.
- Assisted CNGVC during its leadership transition by identifying a candidate for President that could lead and grow the organization after the departure of Thomas Lawson.



2022 Strategic Plan

Listed below for your review are draft strategic recommendations for the 2022 Legislative Session that CNGVC President Nicole has asked RESOLUTE to provide to the Executive Committee.

Strategic Recommendations

1. **Pursue a solution to enable air districts to use the \$45.4 million we secured in the 2021 budget to deploy near-zero heavy duty trucks.** CNGVC was successful in obtaining new funding to support the deployment of near-zero emission heavy duty trucks; however, the language in the budget bill was crafted in a way that makes the money inaccessible. CNGVC should prioritize finding and moving a measure to correct this language.
 - We worked closely with a coalition at the end of session to correct that language but ran out of time. Legislative leadership ended the budget negotiations with major pots of money unallocated. There will be meaningful budget activity in January; CNGVC could continue to push its fix through a budget trailer bill.
 - CNGVC also has a two-year bill, **AB 363 (Medina)**, that could be re-tooled to contain the language of our budget language fix in addition to small tweaks to the Carl Moyer Program. The measure could be framed as a fix to facilitate the air district's ability to achieve the policy goals the Legislature already agreed upon.
2. **Develop a three-year legislative plan that takes advantage of our relationships, the momentum we've built, and ongoing trends.** CNGVC is in an excellent position to make substantial progress on its policy goals over the course of the next few years. We suggest taking the long view. This is a tumultuous time. The Legislature is in the middle of a two-year session, on the heels of a pandemic, with significant unfinished fights over spending remaining, in the beginning of an election year.
 - **Year One (2022)** — CNGVC ended the 2021 Legislative Session with a clear objective: to make the \$45.4 million accessible to air districts and ports to fund incentives for near-zero emissions heavy duty trucks. We recommend avoiding high stakes legislation that will require significant momentum and political capital in this unpredictable year. Legislators will be seeking opportunities to deliver value to their constituents and demonstrate their political bona fides. CNGVC could score an early win with a bill that lays the foundation for future action.
 - CNGVC could consider a proposal that would fix the budget allocation for near-zero trucks while also extending and making minor modifications to the Carl Moyer program.
 - CNGVC could pursue a proposal centered on workforce development and incentives to train displaced workers to take on clean energy jobs in the renewable natural gas industry.
 - CNGVC should tap its existing coalition and legislative champions to seek another round of funding in the budget that gets closer to its 2021 budget request of \$750 million.

- CNGVC may also keep a legislative vehicle open for policy proposals that capture any issues raised during Senator Lena Gonzalez' proposed informational hearing.
 - **Year Two (2023)** — CNGVC will have the opportunity to shape a proactive legislative agenda at the beginning of a two-year session. We recommend adopting both near-term and long-term plans.
 - CNGVC could consider seeking a measure focused on expanding state incentives and prioritizing support for small fleets and independent owner-operators.
 - There may be opportunities to establish or expand programs targeting clean energy and emissions reduction in the office of the California State Treasurer and the California Pollution Control Financing Authority.
 - CNGVC should develop the components of a comprehensive 'State Near-Term Emission Reduction Plan' and work closely with the chairs of the Assembly and Senate Transportation Committee to pursue its enactment. We should expect this work will carry over into the 2024 Session, even as we work to get the measure passed in a single year.
 - CNGVC may seek further modification to the Carl Moyer or Prop 1B funding sources to make them more accessible and effective.
 - CNGVC must continue to push for additional funding for near-zero emissions heavy duty trucks in the state budget.
 - **Year Three (2024)** — CNGVC should use the second half of the Legislative Session to close out its efforts from the previous year. We should anticipate policymakers will be concerned with pending elections. CNGVC should also prepare for multiple budget scenarios: the state may be facing a surplus or a shortfall, which will change lawmakers' priorities.
 - CNGVC will finalize negotiations on a State Near-Term Emission Reduction Plan and pursue its passage and adoption. If we are successful, we should expect ongoing work with state agencies to implement any rules or programs related to the SENTERP.
 - CNGVC should seek additional funding for near-zero emissions heavy duty trucks in the state budget.
3. **Consider new branding and marketing options to help distinguish CNGVC's message and policy goals.** During our advocacy on CNGVC's behalf, RESOLUTE repeatedly found that policymakers and their staff had a significant lack of knowledge regarding the state of alternative fuel technologies (such as electric vehicles), California's emissions reduction programs, and renewable natural gas. Lawmakers were especially susceptible to misinformation by advocates that blurred the line between renewable natural gas and diesel, natural gas, and other fossil fuels.
- CNGVC should consider adopting new branding and marketing tools to make clear that renewable natural gas is *not* a fossil fuel, that it is not tied to political landmines like fracking, and that renewable natural gas trucks have a significant positive environmental

impact. This could include changing the Coalition's name to better reflect the state of the industry.

- o RESOLUTE would be capable of assisting CNGVC with producing the marketing and messaging materials to make such a campaign effective. Our team has deep expertise in digital marketing and messaging campaigns.

4. **Expand the powerful coalition we built this year to include more industry partners, labor unions, and other non-traditional partners.** This year we worked closely with CNGVC to build a coalition that included multiple air districts, the Port of Long Beach, clean air activists, and Latino advocacy groups. Our coalition enabled us to secure a significant amount of money in the state budget. We should snowball this success by reaching out to sympathetic industry and non-traditional partners: additional manufacturers, fleet operators, truck drivers, labor unions, and moderate environmental activists.

- CNGVC's near-term strategy should thoughtfully include legislation in multiple issue areas to broaden its outreach and expand stakeholders that will also push a piece of the Coalition's policy goals.
- CNGVC should consider aligning multiple stakeholder groups around single issues and develop a marketing and messaging campaign around each issue. For example, CNGVC could pursue an 'Dirty Diesel' campaign built around advocates that wish to remove diesel trucks from California roads. CNGVC could simultaneously pursue a "Renewable Workers" campaign centered on getting workforce training funds allocated to upskilling and reskilling California's workers to fill jobs in clean energy and transportation, like renewable natural gas.

Goals and Objectives

CNGVC President Nicole has identified these goals and objectives for the upcoming year at the end of the 2021 Legislative Session; below each goal we have outlined activities RESOLUTE will conduct to further these objectives. This list is not exhaustive and does not fully detail all of the activity RESOLUTE will engage in on CNGVC's behalf, but provides a high-level overview on our approach:

Goal #1: Advance CNGVC's Legislative Priorities

- Work with CNGVC's President, Nicole Rice, to develop a Strategic Advocacy Plan for 2022. At the direction of CNGVC staff, RESOLUTE will assist CNGVC with the development of legislative and regulatory proposals that can advance the policy priorities in the Strategic Advocacy Plan.
- Support the development and enactment of legislation related to CNGVC's policy priorities. This includes securing authors, building coalitions, lobbying legislators, and setting up key meetings to enhance CNGVC's relationships.
- Monitor newly introduced or amended legislation to anticipate and engage in legislative and/or administrative issues of interest or concern to CNGVC. Provide an updated bill tracking list, reflecting CNGVC positions, etc.

- Monitor and attend legislative hearings—including policy, budget, and informational hearings—for issues tracked on behalf of CNGVC, representing CNGVC’s position as necessary via written letters or verbal testimony.
- Convey key or urgent information to CNGVC staff as necessary and respond to staff inquiries.

Goal #2: Create a Process to Become a Resource for Decision-Makers on Solutions for an Inclusive Transition Strategy that Prioritizes Near-Term Emission Reductions Over Technology Bias

- Secure CNGVC a position in the proposed informational hearing by Senator Lena Gonzalez, the chair of the Senate Transportation Committee and the Senate Select Committee on Ports & Goods Movement.
- Leverage the relationships with policymakers built on RESOLUTE’s platform and broad client base to secure key meetings and introductions.
- RESOLUTE will maintain close contact with the staff of Senator Lena Gonzalez throughout the Legislative Session. We will also work to secure CNGVC repeated meetings and opportunities for briefings over the course of the year with the influential caucuses within the Legislature.
- With CNGVC staff approval, RESOLUTE can engage in developing collateral materials and targeted digital and political communications to amplify CNGVC’s message to key stakeholders.

Goal #3: Outreach to Other Industry Sector Groups to Find Existing Synergies that Can Further Our Advocacy Efforts and Amplify Our Message.

- Continue to assist CNGVC staff in leading the coalition formed with the regional air districts and ports. RESOLUTE will work with CNGVC staff to expand that coalition to other strategic partners and non-traditional partners.
- Attend routine trade association briefing and participate in other coalition meetings as necessary to advance CNGVC’s interests.

Goal #4: Schedule “Meet and Greets” with New CARB Chair & Board Members by December 31, 2021

- RESOLUTE will assist CNGVC staff in securing these meetings.

Goal #5: Engage on Active and Upcoming Regulatory Decisions and Seek Policy Inclusions that Focus on Near-Term Emission Reduction Options.

- Attend routine administrative hearings, workshops, and briefings on behalf of CNGVC staff.

Projected Milestones

<i>Deliverable</i>	<i>Team Member(s)</i>	<i>Start Date</i>	<i>End Date</i>
Create a 2021-22 Strategic Work Plan	David Quintana Jarrell Cook	Fall 2021	Winter 2022
Secure sponsors for legislative and administrative proposals emerging from the Strategic Plan and build coalitions to advance the CNGVC's policy goals.	David Quintana Jarrell Cook	Winter 2021	Winter 2022
Reviewing, identifying, tracking, monitoring, and reporting on legislation and administrative actions (including a bill matrix and written reports)	Jarrell Cook	December 2021	Ongoing; daily and as needed
Written communications and oral testimony to the Legislature, Governor, and state agencies on CNGVC's priorities (opposition letters, collateral material, etc.)	David Quintana Jarrell Cook	January 2022	As needed
Setting up and conducting strategic meetings, briefings, and negotiations with policymakers on CNGVC's priority issues.	David Quintana Jarrell Cook	Fall 2021	Ongoing, as needed
Conduct regular meetings, periodic progress meetings with CNGVC staff and others, as directed (including the development of meeting agendas, minutes, and presentations).	David Quintana Jarrell Cook	As directed by CNGVC staff	As directed by CNGVC staff
Monthly summary status reports.	Jarrell Cook	Winter 2022	Monthly
Prepare and file all applicable FPPC, administrative, and compliance documents.	David Quintana	Fall 2021	As needed

RESOLUTE



California Natural
Gas Vehicle Coalition

Legislative Update – End of Session

October 12, 2021

The Legislative Update tracks activity in the California legislature in the subject areas in which CNGVC maintains an interest.

The following is a list of measures relating to climate change, transportation, and energy policy that the Legislature passed and presented to the Governor for his signature. This update also includes bills that RESOLUTE monitored or reviewed throughout the Legislative Session on behalf of the California Natural Gas Vehicle Coalition (CNGVC) that stalled in committee or were held as two-year bills.

The Legislature passed approximately 900 bills this year, with scores more that were set aside and are expected to return early next year. Governor Newsom had until October 10 to sign or veto bills passed by the Legislature.

✦ indicates a bill was sponsored by CNGVC.

Climate/Emissions

Signed

[AB 39](#) ([Chau](#) D) California-China Climate Institute.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Authorizes the Regents of the University of California (UC) to establish the California-China Climate Institute in partnership with the Institute of Climate Change and Sustainable Development at Tsinghua University and other entities and institutions in China and California.

[SB 27](#) ([Skinner](#) D) Carbon sequestration: state goals: natural and working lands: registry of projects.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Creates the California Carbon Sequestration and Climate Resilience Project Registry, to maintain a list of eligible but unfunded projects, which then may be funded by public or private entities in order to mitigate California’s greenhouse gas (GHG) emissions and improve climate resilience. This bill also directs relevant state agencies to establish the Natural and Working Lands (NWL) Climate Smart Strategy to increase adoption of NWL-based carbon sequestration that advances the state’s climate goals and requires the Air Resources Board (ARB) to add carbon sequestration targets to the state’s climate change scoping plan.

Two-Year

[AB 11 \(Ward D\) Climate change: regional climate change authorities.](#)

Current Text: Amended: 1/21/2021 [html](#) [pdf](#)

Desk	2 year	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Would require the Strategic Growth Council, by January 1, 2023, to establish up to 12 regional climate change authorities to coordinate climate adaptation and mitigation activities in their regions, and coordinate with other regional climate adaptation authorities, state agencies, and other relevant stakeholders.

🔴 [AB 363 \(Medina D\) Carl Moyer Memorial Air Quality Standards Attainment Program.](#)

Current Text: Amended: 7/5/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	2 year	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Requires the California Air Resources Board (ARB) to, upon an appropriation by the Legislature, develop project grant criteria and guidelines for a new On-Road Heavy-Duty Vehicle Incentive Program (VIP2), which may include specified expansions of existing Voucher Incentive Program eligibility.

Energy

Signed

[AB 525 \(Chiu D\) Energy: offshore wind generation.](#)

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Requires the California Energy Commission (CEC) to establish 2030 and 2045 planning goals, as specified, for electricity generated by offshore wind (OSW). Additionally requires the CEC, in coordination with specified agencies, to develop a five-part strategic plan for OSW development and to submit the plan to the Natural Resources Agency (NRA) and the Legislature by June 30, 2023.

[AB 843 \(Aguiar-Curry D\)](#) California Renewables Portfolio Standard Program: renewable feed-in tariff: Bioenergy Market Adjusting Tariff program: community choice aggregators.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Allows Community Choice Aggregators (CCAs) to access the California Public Utilities Commission's (CPUC) Bioenergy Market Adjusting Tariff (BioMAT) program.

[AB 1124 \(Friedman D\)](#) Solar energy systems.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Revises the definition of "solar energy system" as that term is used for the purpose of local permitting of such systems, including the allowable fees a local agency may charge, and clarifies the permit fees local agencies may charge for commercial and residential solar energy systems.

[SB 68 \(Becker D\)](#) Building electrification and electric vehicle charging.

Current Text: Enrollment: 9/17/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill (1) requires the California Energy Commission (CEC) to develop and publish guidance on best practices to help reduce barriers for building owners to transition to electric equipment and appliances and install electric vehicle (EV) charging equipment; and (2) authorizes awarding of moneys from an existing grant program, funded by surcharges on energy ratepayer utility bills, for technological advancements that reduce the costs of electrifying building-related applications.

[SB 423 \(Stern D\)](#) Energy: firm zero-carbon resources.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires the California Energy Commission (CEC) to submit to the Legislature an assessment by December 31, 2023, of firm zero-carbon resources that support a clean, reliable, and resilient electrical grid and will help achieve the existing statutory goal of ensuring renewable energy and zero-

carbon resources supply 100 percent of all retail sales of electricity to California customers by December 31, 2045.

[SB 479 \(Laird D\)](#) Local Government Renewable Energy Self-Generation Program.

Current Text: Chaptered: 7/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: This bill expands the local government renewable energy self-generation program definition of benefiting account to include accounts meeting specified requirements located within the geographical boundaries of a California Native American tribe.

Two-Year

[SB 18 \(Skinner D\)](#) Hydrogen: green hydrogen: emissions of greenhouse gases.

Current Text: Amended: 6/30/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	2 year	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: Requires the Air Resources Board (ARB), California Energy Commission (CEC), and Public Utilities Commission (PUC) to evaluate, consider, and report on various issues related the potential role of hydrogen in meeting state “decarbonization” goals.

[SB 67 \(Becker D\)](#) Clean energy: California 24/7 Clean Energy Standard Program.

Current Text: Amended: 4/19/2021 [html](#) [pdf](#)

Desk	2 year	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf. Conc.	Enrolled	Vetoed	Chaptered
1st House				2nd House							

Summary: The bill would establish the California 24/7 Clean Energy Standard Program, which would require that 85% of retail load, as defined, annually and at least 60% of retail within certain subperiods by December 31, 2030, and 90% of retail load annually and at least 75% of retail sales load within certain subperiods by December 31, 2035, be supplied by eligible clean energy resources, as defined.

Transportation

Signed

[AB 726 \(Garcia, Eduardo D\)](#) Capital investment incentive program: qualified manufacturing facility: ad valorem property tax revenue allocation payments.

Current Text: Chaptered: 7/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Specifies that a business engaged in the manufacturing of fuels, electrical parts, or components used in the field of clean transportation or the production of alternative fuel vehicles or electric vehicles is a qualified manufacturing facility (QMF) for the purposes of the Capital Investment Incentive program (CIIP).

[AB 794 \(Carrillo D\)](#) Air pollution: purchase of new drayage and short-haul trucks: incentive programs: eligibility: labor standards.

Current Text: Enrollment: 9/20/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Attaches labor standards to eligibility for various clean vehicle incentive programs administered by the California Air Resources Board (CARB) for fleet purchasers of new drayage or short-haul trucks.

[AB 970 \(McCarty D\)](#) Planning and zoning: electric vehicle charging stations: permit application: approval.

Current Text: Enrollment: 9/13/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Establishes specific time frames in which local agencies must approve permits for electric vehicle (EV) charging stations.

[AB 992 \(Cooley D\)](#) California Clean Truck, Bus, and Off-Road Vehicle and Equipment Technology Program.

Current Text: Enrollment: 9/7/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill adds “peer-to-peer truck sharing platform demonstrations” as an eligible project under the Clean Truck Program.

[AB 1157 \(Lee D\)](#) Controller: transportation funds: distribution and reporting requirements.

Current Text: Chaptered: 9/22/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill extends the deadline for local transportation agencies reporting specified information to the State Controller’s Office (SCO), extends the date the SCO is required to make the information publically available, and provides the SCO additional time to make certain transfers of funding.

[AB 1499 \(Daly D\)](#) Transportation: design-build: highways.

Current Text: Chaptered: 9/22/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill extends the sunset date from January 1, 2024 to January 1, 2034 for California Department of Transportation (Caltrans) and regional transportation agencies (RTPAs) to use the design-build procurement method for transportation projects in California.

[SB 372 \(Leyva D\)](#) Medium- and heavy-duty fleet purchasing assistance program: zero-emission vehicles.

Current Text: Enrollment: 9/9/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires the California Pollution Control Financing Authority (CPCFA) to establish a program to make financing tools and nonfinancial supports available to the operators of medium- and heavy-duty vehicle fleets to enable those operators to transition their fleets to zero-emission vehicles (ZEVs).

[SB 500 \(Min D\)](#) Autonomous vehicles: zero emissions.

Current Text: Chaptered: 9/23/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires, commencing January 1, 2030, to the extent authorized by federal law, any autonomous vehicle of model year of 2031 or later and a gross vehicle weight rating of less than 8,501 pounds shall only be operated if it is a zero-emission vehicle.

[SB 589 \(Hueso D\)](#) Air pollution: alternative vehicles and vehicle infrastructure.

Current Text: Enrollment: 9/17/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill (1) expands the types of projects eligible for funding from the Alternative and Renewable Fuel and Vehicle Technology Program (ARFVTP) to include projects that develop in-state supply chains and the workforce for raw materials and components needed for zero-emission vehicle (ZEV) manufacturing; (2) incorporates workforce development as a resource the CEC must evaluate part of its regular assessment of resources needed to meet state ZEV deployment goals; and (3) expands the

groups the California Energy Commission (CEC) must consult as part of ARFVTP workforce development efforts to include the California Conservation Corps, local Conservation Corps, the California Mobility Center, and the California Community Colleges.

[SB 640 \(Becker D\)](#) Transportation financing: jointly funded projects.

Current Text: Chaptered: 7/16/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill authorizes cities and counties to submit proposals for jointly funded projects with their local streets and roads (LSR) apportionments financed through Chapter 5, Statutes of 2017 (SB 1 or the Road Repair and Accountability Act).

[SB 643 \(Archuleta D\)](#) Fuel cell electric vehicle fueling infrastructure and fuel production: statewide assessment.

Current Text: Enrollment: 9/17/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires the California Energy Resources Conservation and Development Commission (CEC) to prepare a statewide assessment of the fuel cell electric vehicle fueling infrastructure and fuel production needed to support the adoption of zero-emission trucks, buses, and off-road vehicles.

[SB 671 \(Gonzalez D\)](#) Transportation: Clean Freight Corridor Efficiency Assessment.

Current Text: Enrollment: 9/9/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires the California Transportation Commission (CTC), in coordination with other state agencies, to develop a Clean Freight Corridor Efficiency Assessment and incorporate the recommendations into their respective programs for freight infrastructure; and codifies existing CTC guidelines for eligible projects for the Trade Corridor Enhancement Program (TCEP).

Vetoed

[AB 604 \(Daly D\)](#) Road Maintenance and Rehabilitation Account: apportionment of funds: accrued interest.

Current Text: Vetoed: 9/22/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Would continuously appropriate interest earnings derived from revenues deposited in the Road Maintenance and Rehabilitation Account to the Department of Transportation for maintenance of the state highway system or for purposes of the State Highway Operation and Protection Program (SHOPP).

Governor's Message: To the Members of the California State Assembly: I am returning Assembly Bill 604 without my signature. This bill would continuously appropriate interest earnings from revenues deposited in the Road Maintenance and Rehabilitation Account (RMRA) to the California Department of Transportation (Caltrans) for maintenance of the state highway system or for purposes of the State Highway Operation and Protection Program (SHOPP). Interest earnings from the RMRA, including accumulated revenue and future earnings, have already been appropriated in the 2021 Budget Act through 2028. I look forward to re-engaging with the Legislature to finalize and pass a comprehensive transportation package early next year that invests in a wide variety of critically-necessary projects including high speed rail, connectivity projects in advance of the 2028 Los Angeles Olympics, road and bridge repair, and a variety of other rail system improvements. That comprehensive package, and the corresponding budget process, would be the appropriate venue to consider any continuous appropriation of RMRA interest earnings, such as that proposed in this bill. Sincerely, Gavin Newsom

AB 1035 (Salas D) Department of Transportation and local agencies: streets and highways: recycled materials.

Current Text: Enrollment: 9/15/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: Requires the Department of Transportation (Caltrans), cities, and counties that have jurisdiction over a street or highway to apply standard specifications that allow for the use of recycled materials when feasible and cost effective.

Governor's Message: To Members of the California State Assembly: I am returning Assembly Bill 1035 without my signature. This bill requires local agencies to apply the Department of Transportation's (Caltrans) most recent standards for the use of recycled materials in pavement between January 1, 2023 and January 1, 2026. Requiring all local agencies that have jurisdiction over streets and highways to comply with Caltrans' recycling standards may result in increased costs. The standards adopted by Caltrans are specifically designed for Caltrans projects, which are generally larger and address a greater volume of traffic than some local projects. These requirements may not be appropriate for all local streets and roads. Further, this bill may create a reimbursable state mandate, which could result in significant state costs. Sincerely, Gavin Newsom

Two-Year

AB 96 (O'Donnell D) California Clean Truck, Bus, and Off-Road Vehicle and Equipment Technology Program.

Current Text: Amended: 3/22/2021 [html](#) [pdf](#)

Desk	2 year	Fiscal	Floor	Desk	Policy	Fiscal	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill would extend the California Clean Truck, Bus, and Off-Road Vehicle and Equipment Technology Program’s requirement that no less than 20% of its funding go to support early commercial deployment of existing zero- and near-zero-emission heavy-duty truck technology. It would also define “near-zero emission heavy-duty truck” as “a vehicle with a no less than 14001 pounds gross vehicle weight rating and that is certified to a 0.02 grams per brake horsepower-hour (g/bhp-hr) low oxides of nitrogen emissions through December 31, 2026.”

SB 66 (Allen D) California Council on the Future of Transportation: advisory committee: autonomous vehicle technology.

Current Text: Amended: 4/28/2021 [html](#) [pdf](#)

Desk	Policy	Fiscal	Floor	Desk	Policy	2 year	Floor	Conf.	Enrolled	Vetoed	Chaptered
1st House				2nd House				Conc.			

Summary: This bill requires the Secretary of the California Transportation Agency (CalSTA) to establish an advisory committee known as the California Council on the Future of Transportation, which will focus on autonomous vehicles (AVs). The Council is required to submit a report to the Legislature with policy recommendations related to AVs by January 1, 2024.

South Coast Air Quality Management District Legislative and Regulatory Update – May 27, 2021

❖ Important Dates

- Jun. 1-4 – Floor session only.
- Jun. 4 – Last day for each house to pass bills introduced in that house.
- Jun. 7 – Committee meetings resume.
- Jun. 15 – Budget bill must be passed by midnight.
- Jul. 14 – Last day for policy committees to meet and reports bills.
- Jul. 16 – Summer Recess begins upon adjournment, provided the Budget has passed.

❖ RESOLUTE Actions on Behalf of South Coast AQMD. RESOLUTE partners David Quintana and Jarrell Cook continued their representation of SCAQMD before the State’s Legislative and the Executive branch. Selected highlights of our recent advocacy include:

- Organized and facilitated a meeting between Alice Reynolds, Senior Advisor to Governor Newsom for Energy, and representatives of SCAQMD and other members of a coalition in support the District’s proposal seeking \$750 million in funding to incentives for near zero emissions vehicles and near-term emissions reduction.

❖ Governor Details New \$100B Budget Proposal. Governor Gavin Newsom’s May Revision to the budget proposal he set out earlier this year surprised many with an extreme reversal of fortune projected for the state: announcing a \$75.7 billion surplus rather than the presumed \$54 billion deficit. Those funds, combined with an additional, have given the Governor the means to outline a \$100 billion budget proposal.

<p style="text-align: center;">TACKLING CLIMATE CHANGE</p> <p style="text-align: center;">\$5.1 Billion: Drought Resilience</p> <ul style="list-style-type: none"> • \$2.6 Billion: Drinking water, supply, flood resilience <ul style="list-style-type: none"> ◦ Groundwater clean up and recycling ◦ \$200 Million: Pump storage • \$989 Million: Immediate drought support <ul style="list-style-type: none"> ◦ \$300 Million: Small water relief • \$726 Million: Nature based solutions 	<p style="text-align: center;">TACKLING CLIMATE CHANGE</p> <p style="text-align: center;">\$912 Million: An Electric Grid for the 22nd Century</p> <ul style="list-style-type: none"> • Build a cleaner, resilient and reliable electric grid <ul style="list-style-type: none"> ◦ \$375 million - Energy improvements (industrial and food production) ◦ \$350 million - Electric storage projects ◦ \$187 million - Green hydrogen production, offshore wind development
<p style="text-align: center;">TACKLING CLIMATE CHANGE</p> <p style="text-align: center;">\$3.2 Billion: Zero Emissions Vehicles Goal by 2035</p> <ul style="list-style-type: none"> • \$1.7 Billion: Trucks and buses, supporting infrastructure <ul style="list-style-type: none"> ◦ 1,150 Trucks ◦ 1,000 Transit Buses ◦ 1,000 School Buses • \$800 Million: Clean Cars For All and ZEV rebates <ul style="list-style-type: none"> ◦ Targeted rebates • \$500 Million: Infrastructure • \$250 Million: ZEV manufacturing grants 	<p style="text-align: center;">TACKLING CLIMATE CHANGE</p> <p style="text-align: center;">\$1.3 Billion: Climate Resilience Package</p> <ul style="list-style-type: none"> • \$495 million: Partnering with community-driven climate initiatives • \$350 million: Support low-income communities on the frontline of extreme heat with urban greening and emergency efficiency. • \$211 million: Protect communities from sea-level rise and flooding • \$200 million: Capping abandoned oil wells

Newsom’s ‘California Roars Back’ budget includes significant spending on climate change and clean energy. He has identified \$1.3 billion to be used to fund a “climate resilience package,” \$1.8 billion to fund clean transportation programs, and a total of \$3.2 billion spent on zero-emissions vehicle incentives and infrastructure.

Zero Emission Vehicle Package
(\$ in Millions)

Investment Category	Department	Program	Governor's Budget	May Revision 2021-22	Total 2021-22
Low Carbon Transportation & ZEV Strategy	Air Resources Board	Clean Trucks, Buses & Off-Road Equipment	\$315	\$87	\$402
		Clean Cars 4 All & Transportation Equity Projects (\$400 million total)	\$150	\$0	\$150
		Clean Vehicle Rebate Project (\$400 million total)	\$0	\$134	\$134
	Air Resources Board & California Energy Commission	Drayage Trucks & Infrastructure (\$470 million total)	\$0	\$160	\$160
		Drayage Pilot Project	\$0	\$65	\$65
		Transit Buses & Infrastructure (\$290 million total)	\$0	\$100	\$100
		School Buses & Infrastructure (\$450 million total)	\$0	\$150	\$150
	California Energy Commission	Clean Transportation Program/ ZEV Infrastructure	\$500	(\$500)	\$500
		ZEV Manufacturing Grants (\$250 million total)	\$0	\$125	\$125
	GO-Biz	ZEV Market Development Strategy	\$0	\$5	\$5
Total			\$965	\$826	\$1,791

The LAO, however, [estimates](#) that the state only has a \$38 billion surplus. The difference between the Legislature and the Governor’s projections on the money available for new spending on one-time and ongoing programs is likely to be at the center of the budget negotiations this month.

- ❖ **Legislative Leadership Limiting Each Member to 12 Bills.** In late May, both the Senate and Assembly leaders announced that they are limiting members to crossing 12 bills from their house of origin to the opposite house, forcing members mid-way through the session to prioritize the measures they are willing bring to the floor in June.

May 19, 2021

To: Senators
From: President pro Tempore Toni Atkins
Re: 2021 Senate Bill Requirements

After much consideration and collaboration with the Assembly, the Speaker and I have decided to limit members to 12 bills each for the 2021 Legislative year.

This means each Senator and Assemblymember will only be allowed to pass 12 bills to the opposite house (i.e., Senators to the Assembly and Assemblymembers to the Senate).

My office, in conjunction with Senate Rules Committee Staff, will be monitoring the number of bills leaving and entering the Senate to ensure limits are being followed.

According to guidance issued to lawmakers' staff, members will be expected to track their own bills. Bills with co-authors count against the lead author's total measures; however, committee bills do not count towards any lawmakers' total.

- ❖ **Capitol Reopening.** Lawmakers intend to reopen the Capitol on June 15th, consistent with the statewide reopening plans announced by Governor Newsom. However, restrictions will still be in place to limit the potential spread of COVID-19.

Under the tentative plan, Capitol buildings will be limited to 25% capacity—including members of the Senate, Assembly, their staff, Capitol workers, Capitol tenants, and members of the public. Committee rooms will also have limited capacity and remote testimony will continue through the summer.

Social distancing protocols will remain in effect until July 31st. Masks will be required but it is not yet known for how long. A full memo detailing the protocols is expected to be released in early June, following the release of Cal/OSHA's pending regulations in late May.

- ❖ **Budget to Move Forward without Conference Committee.** Lawmakers have indicated that, like in the 2020 legislative session, the budget will move forward without going to a Conference Committee, instead allowing the full Budget Committee to assemble and vote for the proposal negotiated on by the Governor and key leaders in the Legislature. Lawmakers intend to close out subcommittee hearings the week of May 24.

In our discussions with legislators, they have indicated that stakeholders should expect to see a quick appropriation of budget dollars pass in June. However, the details of where and how the money they appropriate will be spent is expected to continue through August through continued negotiation over trailer bills.

- ❖ **Los Angeles Mayor Garcetti Likely to be Appointed as U.S. Ambassador to India.** Early reporting indicates that President Joe Biden will soon announce that he is appointing Los Angeles Mayor Eric Garcetti to be the United States' ambassador to India in the coming weeks. Garcetti's nomination would still need to be confirmed by the Senate.

Garcetti's term as mayor runs until December 2022. His appointment would either trigger a special election or allow the LA City Council to elect to fill the seat until the end of the term.

- ❖ **LA City Council Urges Governor Newsom to Close Aliso Canyon.** In a 14-1 vote, the Los Angeles City Council voted in favor of a resolution by Councilman John Lee that would ask the state to decommission the Aliso Canyon natural gas storage facility. The resolution comes a few weeks after the City Council voted in support of a resolution to close the Playa del Rey natural gas storage facility owned by SoCalGas.

The Aliso Canyon facility experienced a methane gas leak several years ago that lasted for four months, seriously impacting communities in the north San Fernando Valley. Southern California Gas Company asserts that state regulators and independent experts have certified that the facility is safe.

- ❖ **CARB Approves Regulations Limited Uber and Lyft Emissions.** Pursuant to 2018's SB 1014 (Skinner), the California Air Resources Board approved a proposed [Clean Miles Standard](#) regulation that would impose new greenhouse gas targets and requirements for miles driven by electric vehicles by 2030 for ride-hailing companies like Uber and Lyft.

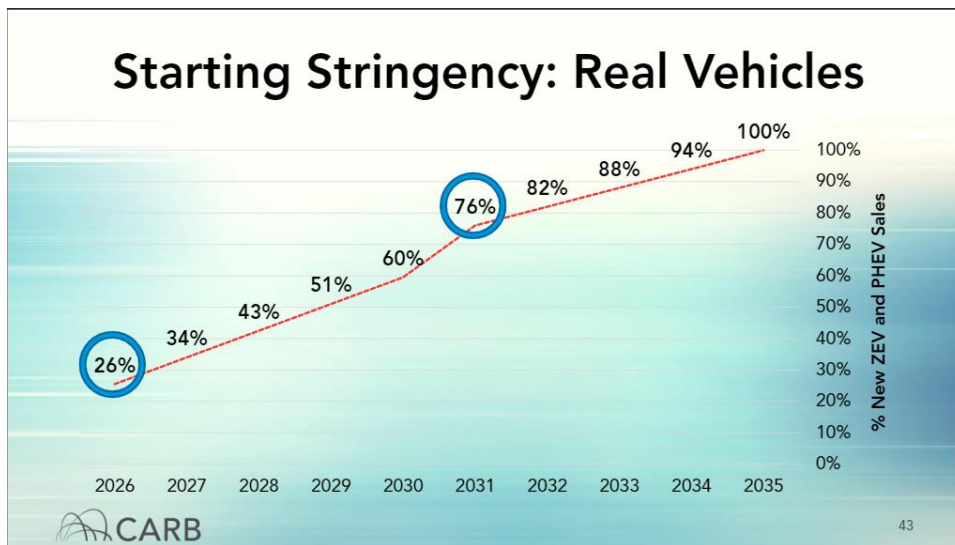
Beginning in 2023, Transportation Network Companies ("TNCs") like Uber must increase the number of miles traveled by electric vehicles on their platforms from the present 2% to 90% by 2030.

Table 6. Annual Electric Vehicle Miles Traveled Targets

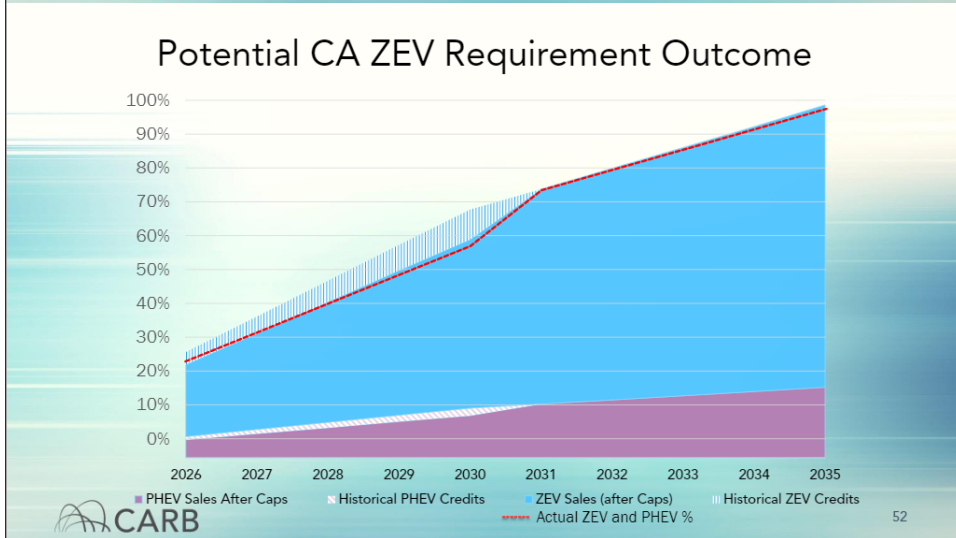
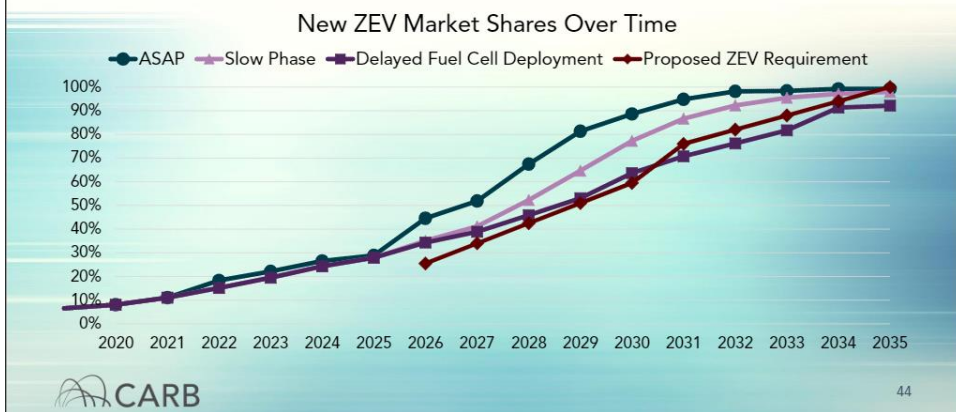
Calendar Year	eVMT
2023	2%
2024	4%
2025	13%
2026	30%
2027	50%
2028	65%
2029	80%
2030+	90%

The California Public Utilities Commission has jurisdiction over TNCs and will enforce CARB's new regulation, in addition to establishing reporting requirements and penalties.

- ❖ **CARB Takes a Step Forward on Advanced Clean Cars II Program.** On May 6, the California Air Resources Board held a [public workshop](#) to provide input on the development of its Advanced Clean Cars II regulations. During this workshop, CARB presented a proposed trajectory detailing how the program could ensure that 76 percent of new-car sales coming from all-electric, fuel cell and plug-in hybrid vehicles by model year 2031 and 100 percent by 2035.



Proposed ZEV requirement plausible with aggressive ZEV model rollouts



The proposal would do so, in part, by reducing the amount of credits automakers receive per vehicle from 3 to 4 to just a single credit that would expire in 5 years.

New ZEV Treatment

- Credits are still the currency of the regulation
- Increase assurance around vehicle numbers to achieve ultimate goal
- Proposal:
 - One ZEV credit per ZEV (BEV or FCEV)
 - 5 year credit life
 - Example: 2026 model year ZEV could satisfy obligation through 2030 model year

The workshop proposals are open for public comment through June 11 and CARB plans to approve a final regulation by June 2022.



ASSEMBLY FLOOR ALERT

SB 749 (Durazo) – Removing Protections for Proprietary Information via the Public Records Act

OPPOSE

SB 749 would remove any existing protections for trade secrets for records requested under the Public Records Act related to jobs and product content when manufacturers enter into contracts, grants, or incentive programs with a state or local agency.

ISSUE

Manufacturers partner with state and local agencies to provide goods, spur economic development, and support the creation of advanced technology. That relationship often requires manufacturers to share sensitive, proprietary information about their processes and operations that can be protected from disclosure under the CPRA as a trade secret. Sometimes these contracts and agreements also include projections of the number and type of jobs participating in the program will create.

SB 749 would create a blanket rule that declares certain records containing technical and personnel information 'not trade secrets.' This includes proprietary information that is vital to their competitiveness, if that information is in records related to employment, job creation, or the content of their goods.

MANUFACTURING IMPACT

SB 749 risks manufacturers' trade secrets whenever they participate in local and state programs to develop California's economy, workforce, and new technology. Expanding the CPRA increases agencies' administrative burden but does little to improve their processes for compliance and accountability. **SB 749** only serves to threaten manufacturers' intellectual property and discourage them from partnering with the state.

KEY FACTS

- The legal protection of trade secrets can be lost immediately and irrevocably through intentional or inadvertent publication of confidential information; as well as by inferences from material made available to the public.
- California manufacturers are engaged in national defense and emergency services contracts. Making the sensitive information they share disclosable to the public threatens public safety and their ability to win contracts.

Vote NO on SB 749



SENATE FLOOR ALERT

AB 824 (Wood) – Presumptive Illegality of Reverse Payment Settlements

OPPOSE

AB 824 would make settlement agreements between branded and generic drug manufacturers that preserve the value of the manufacturers' patent presumptively illegal.

ISSUE

Reverse payment settlements occur when a generic drug company seeks to enter the market before a patent expires. Many cases end in settlement, some of which require the patentholder pay the generic manufacturer in exchange for not entering the market until a pre-determined date (prior to the patent's expiration).

AB 824 goes too far by making these agreements *per se* illegal. The bill creates a standard that goes beyond the existing federal framework, which has been successful in curbing truly anti-competitive agreements. **AB 824** also allows a private right of action under this new standard.

MANUFACTURING IMPACT

AB 824 weakens California patentholder's ability to protect their intellectual property rights from infringement. Our robust IP protection is why California attracts billions in R&D investment. There is no need to place a thumb on the scale against innovators; settlement agreements should be analyzed on their own anti-competitive or pro-competitive merits.

KEY FACTS

- On average, settlements allow generic drugs to enter the market 5 years before a patent expires, sometimes sooner than the conclusion of a successful patent challenge.
- California manufacturers lead the nation in producing patents; they fund 70% of California's R&D, and that spending accounts for over 5% of GSP.

Vote NO on AB 824

Memorandum

To: Joseph Testa, VP of Global Government Affairs
Vicki Harris, Director of State Government Affairs
American Express

From: David Quintana, Partner
Jarrell Cook, Partner

Date: April 2, 2020

Subject: Update/Report

Important Dates

- April 13 – Legislature is scheduled to reconvene from Spring Recess.
- April 24 – Last day for policy committees to hear and report fiscal bills to fiscal committees.
- May 1 – Last day for policy committees to hear and report nonfiscal bills introduced in their house to the floor.
- May 15 – Last day for fiscal committees to hear and report bills introduced in their house to the floor.
- May 29 – Last day for each house to pass bills introduced in that house ('House of Origin Deadline')
- June 15 – Budget Bill must be passed by midnight.

Credit Card Surcharging

RESOLUTE reconnected with Quirk's staff – Evan Gyorkos – to discuss the status of AB 2695 (Quirk) in light of the Legislature's response to COVID-19. Staff reported that the situation as "fluid" and was unsure if they would move forward with the bill this year.

The California Bankers Association has indicated that it will oppose AB 2695, and the California Grocers Association has discussed concerns with Quirk's staff. Our team is continuing to monitor developments on this issue to best position American Express' response and leadership in guiding the conversation into 2021.

COVID-19 and the Budget

The Legislature is on recess and scheduled to return on April 13th. However, early discussions among staff and leadership have indicated that it is unlikely that normal business will resume at that time. The Legislature is constitutionally required to pass a budget by June 15, and the Governor is expected to issue a revised budget mid-May.

The Senate is considering working remotely, while the Assembly has not yet reached a consensus on its path forward. The Assembly appears to be moving forward on proposals to limit bills through individual Assemblymember discretion and through the powers granted to the chairs of the policy committees. However, it seems unlikely that the Legislature will return to regular business before May 1.

Budget Chair Phil Ting issued a memo to the Assemblymembers on March 30th rescinding his request for a list of their priorities to incorporate into the state budget. He further instructed his colleagues to “lower expectations about our budget outlook” because he “does not believe we will have the resources to fund many Member priorities, beyond a small few that deal with the response and recovery to COVID-19.” Ting requested that Assemblymembers submit only requests related to COVID-19.

The Governor’s Department of Finance (DoF) issued a similar memo to Agency Secretaries and Department Directors on March 24th informing them that the DoF will “reevaluate all budget changes within the context of a workload budget,” which is limited to currently authorized services and adjusted for any necessary changes due to a limited set of factors. This may indicate that the Administration is preparing a budget where state revenues fall short of the [LAO’s recession scenario](#), stalling new initiatives, like the proposed restructuring of the DBO.

Privacy

Facial Recognition Technology. Senator Hannah-Beth Jackson, chair of the Senate Judiciary Committee has amended **SB 1010** to address “biometric surveillance systems.” Jackson has couched the bill as a measure to address facial recognition technology and its use by law enforcement.

However, **SB 1010**, as written, is much more expansive and allows “A city, county, city and county, municipality, or local agency may adopt any rules, regulations, codes, or ordinances that impose additional limits on the development, acquisition, possession, access, or use of facial recognition or other biometric surveillance by any person or government entity.” The bill would also allow for a private right of action for any violation of its provisions, permitting a \$100-\$750 penalty for each violation..

Tax

Senator McGuire’s bill, **SB 876**, which would have increased the corporate tax rate was amended on March 25 to a bill related to nuisance abatement for vegetation.