

**AMENDMENT NUMBER TEN  
TO PROFESSIONAL SERVICES AGREEMENT F000229  
WITH DAVID A. JONES, dba EMANUELS JONES AND ASSOCIATES**

This Amendment Number Nine is made this 22nd day of May 2018, between the City of Santa Rosa, a charter city (CITY), and David A. Jones, dba Emanuels Jones and Associates (CONTRACTOR).

**RECITALS**

- A. CITY and CONTRACTOR entered into an agreement, dated January 1, 2007 (Original Agreement) for CONTRACTOR to provide consulting services as a lobbyist on pertinent municipal matters on behalf of the CITY.
- B. CITY and CONTRACTOR executed Amendment Number One, dated June 26, 2008 to reduce the compensation to CONTRACTOR from \$3,600 per month to \$1,000 per month.
- C. CITY and CONTRACTOR executed Amendment Number Two, dated July 30, 2009 to extend the term of the Agreement for one year from July 1, 2009 to June 30, 2010.
- D. CITY and CONTRACTOR executed Amendment Number Three, dated March 25, 2010, to extend the term of the Agreement for one year from July 1, 2010 to June 30, 2011.
- E. CITY and CONTRACTOR executed Amendment Number Four, dated July 13, 2011 to extend the term of the Agreement for one year from July 1, 2011 to June 30, 2012.
- F. CITY and CONTRACTOR executed Amendment Number Five, dated April 24, 2012 to extend the term of the Agreement for one year from July 1, 2012 to June 30, 2013.
- G. CITY and CONTRACTOR executed Amendment Number Six dated July 1, 2013 to extend the term of the Agreement for one year from July 1, 2013 to June 30, 2014 and to modify the scope of services and compensation.
- H. CITY and CONTRACTOR executed Amendment Number Seven dated July 1, 2014 to extend the term of the Agreement for one year from July 1, 2014 to June 30, 2015.
- I. CITY AND CONTRACTOR executed Amendment Number Eight dated July 1, 2015 to extend the term of the Agreement for one year from July 1, 2015 to June 30, 2016.
- J. CITY AND CONTRACTOR executed Amendment Number Nine dated July 1, 2016 to extend term of the Agreement for two years, from July 1, 2016 to June 30, 2018.

**AMENDMENT**

NOW, THEREFORE, in consideration of the mutual benefit to be derived by the parties, it is agreed to further amend the Original Agreement as follows:

1. Time of Performance  
The parties hereby agree to extend the term of the Original Agreement for one year, from July 1, 2018 to June 30, 2019.
  
2. Compensation  
The parties hereby agree that CONTRACTOR shall not incur expenses on behalf of the City in excess of \$3,600 per month for the period between July 1, 2018 and June 30, 2019.

All other terms of the Original Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Amendment Number Ten as of the day and year first above written.

By: \_\_\_\_\_  
DAVID A. JONES

dba Emanuels Jones and Associates  
1400 K Street, Suite 306  
Sacramento, CA 95814  
(916) 444-6789

THE CITY OF SANTA ROSA,

By: \_\_\_\_\_  
SEAN P. MCGLYNN  
City Manager  
City of Santa Rosa  
100 Santa Rosa Avenue  
Santa Rosa, CA 95404  
(707) 543-3020

By: \_\_\_\_\_  
City Attorney's Office

**Emanuel Jones and Associates**  
**Core Level of Services for the City of Santa Rosa**

We guarantee that we will devote as much time and resources as necessary to achieve the objectives of the City of Santa Rosa's legislative program.

For the City of Santa Rosa, we contract offers the following services:

- (a) Assist City Council and staff in developing strategies to successfully implement the City's legislative and administrative agency program. Meet with Council Members, City Manager and department heads upon request. Such meetings may be used to provide legislative and administrative agency update briefings, to develop strategy for the City's legislative and administrative agency advocacy program or to elicit specific proposals for legislative action.
- (b) Represent and testify on behalf of the City in meetings or hearings before the legislature and with state agencies, boards, commissions and other legislative bodies.
- (c) Sacramento visits -- When Council Members and staff travel to Sacramento to advance the City's legislative or administrative agency advocacy agenda, assist in the preparation of briefing materials and arrangement of appointments. Accompany Council Members and staff to appointments as needed
- (d) Read all bills as introduced and all bill amendments as introduced. Identify legislation that significantly or uniquely impacts the City of Santa Rosa.
  - Alert the City staff to the legislation and provide electronic copies to City Manager's office in a timely manner.
  - Anticipate emerging issues. Maintain professional relationships with the legislators, legislative committee staff, Administration officials and other city lobbyists,
- (e) Track and report on legislation which the City has targeted as a priority to the City.
  - Report on the status of all bills on which the City has an adopted position.
  - Provide City staff with advance notice of hearings and critical actions relating to priority issues and bills as identified by the City.
- (f) Continue the effective professional and personal relationship with the City's legislative delegation and their principal staff.
- (g) If the City sponsors legislation (2 to 3 bills per year maximum), this firm:
  - Coordinates drafting of legislation.
  - Seeks legislative author or co-authors.
  - Seeks co-sponsors and support from other Sacramento based lobbying organizations and other cities, including the League.
  - Meets with opponents and legislative consultants to understand the nature of opposition and possibilities for mutually agreeable amendments. Drafts amendments if appropriate.
  - Arranges for City officials to meet with legislative committee chairs, committee members and staff consultants (including party caucus staff) in advance of committee hearing and vote.

- Assists City officials in preparation of hearing testimony.
  - Lobbies committee members individually for support vote.
  - Arranges for City officials to meet with the Governor's Office, Department of Finance and relevant state departments.
  - Prepares support letters to Assembly and Senate floors. Lobbies floor votes.
  - Prepares "request for signature" letter to Governor.
- (h) If the City seeks a budget appropriations (2 or 3 per year maximum), we will follow the path of tasks outlined above as modified for the budget adoption process.
- (i) Lobby on behalf of the City for positions (non-sponsorship bills) adopted by the City Council.
- Communicate position to City's legislators via letter, and when feasible in person.
  - Individually or in coordination with allied cities or the League of California Cities, present testimony before legislative committee on City's position. When appropriate meet with committee consultants, committee chair and committee members to advance the City position.
  - When requested, arrange for Santa Rosa officials to present testimony, meet with committee chair and members in advance of the hearing date.
  - Assist Santa Rosa officials in preparation of testimony before legislative committees.
  - As requested, prepare letters on behalf of the City of legislative committees, Assembly and Senate floor and to the Governor.
- (j) Unlimited general legislative inquiry service
- Respond to City staff's questions about legislation, committee analyses or impact of legislation on the City of Santa Rosa.
  - Be available by telephone, fax or e-mail for direct consultation on any matter relating to state legislative or administrative matters.
- (k) Assist Santa Rosa officials to develop an effective working relationship with their legislators and chairs and members of appropriate committee members and their staff. Arrange timely meetings, seek support for City issues and prepare briefing papers for state officials and City Council members as necessary.