City Council Meeting
06-08-26
Item 1.B.8.

Council Agenda Report

To: Mayor Silverstein and the Honorable Members of the City Council

Prepared by: Gregory Kajszo, Assistant to the City Manager

Reviewed by: Christopher Smith, Assistant City Manager

Approved by: Joseph D. Irvin, City Manager

Date prepared: May 29, 2026 Meeting date: June 8, 2026

Subject: Amendment to Agreement with California Strategies & Advocacy, LLC

RECOMMENDED ACTION: Authorize the Mayor to execute Amendment No. 2 to the Professional Services Agreement with California Strategies & Advocacy, LLC (Calstrat) for government relations and lobbying services extending the term of the Agreement to expire June 23, 2028.

FISCAL IMPACT: Amendment No. 2 maintains the current monthly rate of $12,500, which totals $300,000 over the 24-month term. It also incorporates a new provision for on-demand grant writing at $175 per hour, subject to a maximum cap of $100,000 over the 24-month term. Funding for this agreement/project is included in the Adopted Budget for FY 2026-27 in Account No. 100-7001-5104 (Legislative Services).

STRATEGIC PLAN IMPLEMENTATION: The legislative advocacy and grant writing services provided by Calstrat support all goals of Malibu's Strategic Plan, including:
Goal 1: Support Community Rebuilding and Long-Term Recovery;
Goal 2: Drive Economic Recovery and Restore Lost Revenue;
Goal 3: Advance Infrastructure Resilience;
Goal 4: Improve Public Safety;
Goal 5: Modernize City Operations with a new Digital Ecosystem;
Goal 6: Foster a High-Performance Workplace Culture; and
Goal 7: Explore New Opportunities for Educational, Cultural and Recreational Establishments.

DISCUSSION: On June 27, 2022, the City entered into an agreement with Calstrat to perform government relations and lobbying services. On June 23, 2025, the agreement was extended for an additional year.

The City is proposing a Calstrat Amendment No. 2 (Attachment 1), which will extend the agreement terms for an additional 24 months, resulting in a revised expiration date of June 23, 2028. The terms include maintaining the existing monthly rate of $12,500 ($300,000 total) and incporating an as-needed grant writing provision at an hourly rate of $175, with total ad hoc expenditures capped at $100,000 over the two-year term.

Continuing the City's work with Calstrat ensures our continued progress in 2026 legislative advocacy efforts that are currently underway.

Since the agreement's inception, Calstrat has demonstrated a strong record of results on behalf of the City, including:

- Building and maintaining strong relationships with the Governor's Office, state agencies, and legislators to advance the City's priorities across a wide range of issues, including public safety, transportation, housing, and environmental policy.

- Playing a central role in coordinating Palisades Fire recovery efforts by serving as liaison to the Governor's Office, California Governor's Office of Emergency Services, and other agencies on debris cleanup, California Highway Patrol staffing, and Pacific Coast Highway management.

- Securing key legislation and funding opportunities for the City, including SB 1298 (Pacific Coast Highway speed cameras), State Revolving Funds for the Wastewater Treatment Plant, and millions in grant funding, while successfully blocking unfavorable legislation such as AB 768 (2024).

Staff recommends City Council authorizes the Mayor to execute Amendment No. 2 to the Professional Services Agreement with Calstrat extending the term of the agreement for two years, to expire June 23, 2028.

ATTACHMENTS:
Attachment 1: Calstrat Amendment No. 2

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AMENDMENT NO. 2 TO PROFESSIONAL SERVICES AGREEMENT

THIS AMENDMENT NO. 2 TO PROFESSIONAL SERVICES AGREEMENT (the "Amendment") is made and entered in the City of Malibu on June 23, 2026, by and between the City of Malibu ("City"), a municipal corporation, and California Strategies & Advocacy, LLC ("Consultant"), a California limited liability company. City and Consultant are herein collectively referred to as "Parties" and separately as a "Party".

The City and the Consultant agree as follows:

RECITALS

A. On June 27, 2022, the City entered into a Professional Servies Agreement with the Consultant for government relations and lobbying services (the "Agreement").

B. On June 23, 2025, the City extended the Agreement for one year.

C. The Parties now desire to amend the Agreement to extend the term of the Agreement for two years to June 23, 2028, and to add grant-writing services to the scope. The Consultant has submitted a proposal for this purpose that is acceptable to the City.

NOW THEREFORE, in consideration of the mutual covenants and agreements set forth herein, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties agree as follows:

1. Section 1.0 of the Agreement (SCOPE OF THE CONSULTANT'S SERVICES), is hereby replaced as set forth in Exhibit A: 2026 Scope and Compensation attached hereto. This includes ad hoc grant writing services.

2. Section 2.0 of the Agreement (TERM OF AGREEMENT), is hereby extended for two years to June 23, 2028.

3. Section 4.0 of the Agreement (COMPENSATION FOR SERVICES), is hereby amended as set forth in Exhibit A: 2026 Scope and Compensation attached hereto. This includes maintaining the current monthly rate of $12,500, totaling $300,000 over the 24-month period, and adding a hourly rate of $175 for ad hoc grant-writing services, not to exceed $100,000 over the 24-month period.

4. Incorporation of Exhibits. All exhibits attached to this Amendment are hereby incorporated into the Agreement by this reference. To the extent there is any conflict between an exhibit attached to this Amendment and the exhibits attached to the original Agreement, the exhibits attached to this Amendment shall control.

5. Authority to Execute. Each person executing this Amendment represents and warrants that they are duly authorized to execute this Amendment on behalf of the Party for whom they are signing and to bind that Party to the terms herein.

6. The Parties agree that this Amendment will be considered signed when the signature of a Party is delivered physically or by facsimile transmission or scanned and delivered via electronic mail. Such facsimile or electronic mail copies will be treated in all respects as having the same effect as an original signature.

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7. All terms and conditions of the Agreement not amended by this Amendment remain in full force and effect.

8. The effective date of this Amendment is June 23, 2026.

This Amendment is executed on _____,.

CITY OF MALIBU, a municipal corporation:

_____
BRUCE SILVERSTEIN, Mayor

ATTEST:

_____
KELSEY PETTIJOHN, City Clerk
(seal)

APPROVED AS TO FORM:

THIS DOCUMENT HAS BEEN REVIEWED
BY THE CITY ATTORNEY'S OFFICE

_____
TREVOR RUSIN, Interim City Attorney

CONSULTANT: CALIFORNIA STRATEGIES & ADVOCACY, LLC, a limited liability company

By: DocuSigned by: Camden S. McEfee 99FAB61612034FD...
Name: Camden S. McEfee
Title: Managing Partner

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Exhibit A: 2026 Scope and Compensation

Governmental Affairs and Advocacy Scope of Services:

- Work weekly with the City Council, the City Manager, and key staff to discuss goals, objectives, opportunities, and priorities.
- Provide a robust conduit to the Governor's Office.
- Support a positive relationship with the Governor's office, Office of Emergency Services, State Legislature, State Water Resources Control Board, the California Department of Parks and Recreation, the Resources Agency, the California Department of Transportation, and/or other agencies.
- Identify and monitor legislation and State regulatory processes, including pertinent administrative, legislative and regulatory matters that may impact the City.
- Provide regular updates and analysis on the political landscape in Sacramento to give context and identify opportunities and potential issues.
- Pursue legislative, regulatory and/or policy directives to help address issues of concern to the City, as directed.
- Provide legislative and regulatory lobbying.
- Engage key officials (executive, legislative and local government) and stakeholders to support the City's objectives to secure funding and favorable laws and regulations.
- Serve as liaison with CalOES staff to advance recovery resources, emergency response coordination, and disaster assistance efforts.
- Organize and facilitate meetings with key Sacramento stakeholders—including Governor's Office, CalSTA, the Resources Agency, CalOES, legislative offices, the Governor's Office, the Lieutenant Governor's Office, and many others.
- Coordinate meetings with State Legislators and agency department leaders to provide the City the opportunity to meet face-to-face with key decision-makers on pertinent City issues.
- Draft legislation and amendments, as necessary.
- Facilitate with California Transportation Agency and Caltrans to help improve coordination and funding for PCH projects.
- Facilitate with California Highway Patrol to help improve safety on PCH.
- Strengthen engagement with the Coastal Commission by cultivating relationships with executive staff and facilitating introductions to key Commissioners.
- Help navigated Resources Agency and MRCA related to trails, easements, and associated management and public safety concerns.
- Support implementation of SB 1298.
- Pursue state funds for sewer, revetment, parks, and other City infrastructure.
- Provide strategic analysis and guidance on emerging state policies, regulatory developments, and upcoming initiatives.

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- Provide strategic guidance on the City's petition to separate from the Santa Monica-Malibu Unified School District.
- Explore solutions to power shutoff, home and facilities hardening, and undergrounding issues with the State.
- Facilitate with Southern California Edison and the CPUC to elevate concerns regarding power outages and help address Public Safety Power Shutoff (PSPS) events and other outages.
- Assist with California Coastal Commission, clean water, and environmental matters.
- Explore increased resources to expand the City's partnership with State Parks.
- File required California Fair Political Practices Commission forms on behalf of the City, including but not limited to Forms 602 (annual Lobbying Firm Activity Authorization) and 635 (Report of Lobbyist Employer).

Grant-writing Services:

- Identify grant opportunities.
- Review grant solicitation and potential applications.
- Review solicitation presentations, Q&A, and/or addendums.
- Identify key elements in the grant solicitation and scoring criteria to develop strategies and approaches to maximize the likelihood of success.
- Provide grant writing, editing, framing.
- Develop framing to fit each solicitation.
- Incorporate messages tailored to grant decision-makers.
- Provide grant management services.
- Support technical compliance.
- Troubleshoot and resolve issues.
- Expedite applications on a first come, first serve basis.
- Submit strong proposals.
- Maximize public funding for the City.
- Participate in grant coordination meetings.

Compensation:

The City agrees to provide the Consultant a fixed fee of $12,500 per month for Governmental Affairs and Advocacy Scope of Services and $175 per hour for additional Grant-writing Services outlined above.