



CITY MANAGER'S OFFICE

CITY HALL
10300 TORRE AVENUE • CUPERTINO, CA 95014-3255
TELEPHONE: (408) 777-3212
CUPERTINO.GOV

CITY COUNCIL STAFF REPORT

Date: January 21, 2026

Subject

Approve a Sixth Amendment with Joe A. Gonsalves and Son to provide State Legislative Advocacy Services, increasing the contract amount by \$45,000 for a total not-to-exceed amount of \$244,750, and extend the contract date to October 31, 2026, and authorize the City Manager to proceed with the RFP using the proposed criteria and scoring methodology.

Recommended Action

Authorize the City Manager to execute a Sixth Amendment reinstating the agreement with Joe A. Gonsalves and Son to provide State Legislative Advocacy Services, increasing the contract amount by \$45,000 for a new total not-to-exceed contract amount of \$244,750, and authorize the City Manager to proceed with the RFP using the proposed criteria and scoring methodology.

Background

In 2022, the City entered into an agreement with Joe A. Gonsalves and Son to provide State Legislative Advocacy Services after soliciting an informal Request for Proposals (RFP). From 2022-2025, the agreement has been amended periodically, as shown below, to extend the term, modify the scope, and/or adjust compensation to reflect ongoing service needs.

Item	Description	Amount
Base	Original Agreement 2022	\$41,750
1 st Amendment	Extended term to 2023	\$46,500
2 nd Amendment	Revised the max compensation	\$0
3 rd Amendment	Extended the term to 2024 and revised the scope	\$56,500
4 th Amendment	Extended the term to 2025	\$55,000
5 th Amendment	Revised the scope	\$0
Total		\$199,750

Reasons for Recommendation and Available Options

In September, staff initiated an RFP process for ongoing Legislative Support Services. Soon thereafter, staff concluded that this competitive process to select a lobbyist would benefit with input from Council on specific selection and scoring criteria to retain the most qualified lobbyist.

While RFPs are typically administered by staff, this RFP is an exception because the City's lobbyist works closely and directly with the City Council on legislative priorities, strategy, and advocacy. Thus, the decision was made to reissue a new RFP in summer 2026 after seeking City Council input on selection criteria and scoring methodology to help ensure the selected firm meets Council's expectations and supports the City's legislative objectives.

To ensure continuity of lobbyist support for the 2026 Legislative Session, staff is recommending continuing the agreement with the existing lobbyist through October 31, 2026, and increase the total not-to-exceed contract amount by \$45,000, from \$199,750 to \$244,750. As the amended total exceeds the \$220,000 authorization threshold established by the City's Municipal Code, staff is bringing this for City Council approval.

This extension will allow the City to prepare a Request for Proposals (RFP) for future State Legislative Advocacy Services with City Council approved selection criteria. This RFP is expected to be released in late Summer 2026.

Next Steps

Staff is seeking input on the proposed selection criteria and scoring methodology (shown below), which are consistent with legislative advocacy RFPs previously issued with the City. Once the RFP is underway in summer, staff will inform City Council of the process and may request further Council involvement, as needed.

Proposed Selection Criteria		Possible Points
1.	Firm Description, Qualifications and Experience	10
2.	Project Team, Qualifications and Experience	30
3.	Legislative Experience	30
4.	Proposed Work Plan and Approach	30
	Total Possible Points	100

Sustainability Impact

No sustainability impact.

Fiscal Impact

State Legislative Advocacy Services are budgeted annually in the City Manager's Office Administration budget with a current Fiscal Year (FY) 2025-26 budget allocation of \$61,920 in GL account 100-12-120 700-702.

City Work Program (CWP) Item/Description

None

Council Goals:

Fiscal Strategy

California Environmental Quality Act

No California Environmental Quality Act impact.

Prepared by: Astrid Robles, Senior Management Analyst

Reviewed by: Kirsten Squarcia, Interim Deputy City Manager
Floy Andrews, Interim City Attorney

Approved for Submission by: Tina Kapoor, City Manager

Attachments:

A – Draft Amendment