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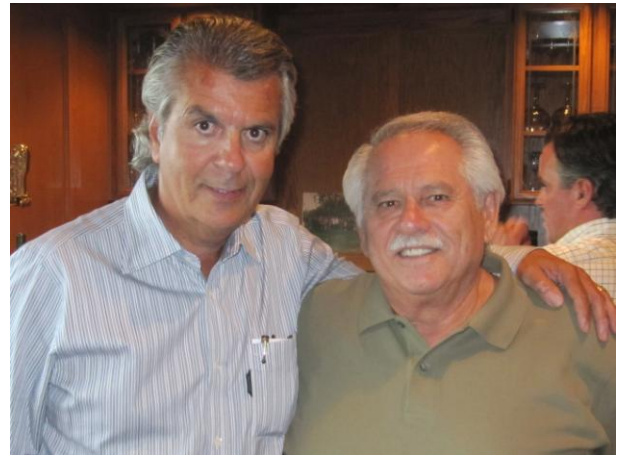
Jack A. and Susan Simpson, 16707 Gerritt Avenue, Cerritos, California 90703-1442
Office No. 562/926-0800; Cell Nos. 562/896-5424 & 310/418-1035
jack@trackdownmanagement.net; and jsimpson@trackdownmanagement.net

A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

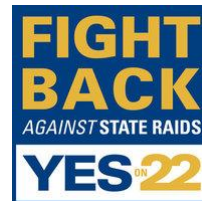
During the last week of October the CCCA held their annual Fall Seminar in Santa Barbara, and the "Gonsalvi" City Managers met during the first week of November.

Joe A. Gonsalves & Son is a professional legislative representation firm with offices in Sacramento. The firm was established by **Joe A. Gonsalves** in 1975. Joe, dairyman by trade, served as a member of the California State Assembly between 1962 and 1974, following his service as a member of the Dairy Valley City Council, including two years as Mayor. Dairy Valley is currently the City of Cerritos where **Art Gallucci** is City Manager.

Each year in November the "Gonsalvi" firm invites the City Managers of its client cities to meet so that they may report on new and pending legislation, and legislation that is being considered. Sacramento is where California's State government makes decisions that shapes the daily activities and the future of local government. (Continued on Page 2)



Anthony D. Gonsalves of Joe A. Gonsalves & Son, and retired City Manager **Frank G. Tripepi**, the CEO of Willdan Financial Services.



Congratulations to the "Yes on 22" campaign. **Chris McKenzie** and the League of California Cities were outstanding in their efforts to explain the need for Prop 22 to the voters of California.

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Trackdown Posse Roster:

Gregory Korduner, Huntington Park
Howard Chambers, Lakewood
Mike Egan, Bellflower
Ernie Garcia, Norwalk
Joe Tanner, Retired City Manager
Bob Adams, Vallejo
Dave Carmany, Seal Beach
Maria Dadian, Artesia
Ken Bayless, Greater L.A. Vector Control District
Kevin O'Rourke, Urban Futures, Inc.
Tom Odom, Rancho Palos Verdes
George Rodericks, Belvedere
June Catalano, Pleasant Hill
Nelson Oliva, Hercules
Richard Ramirez, American Canyon
Vern Lawson, Lancaster
Fran Delach, Azusa
Bill Kelly, Urban Futures, Inc.
Chris Kelly, Chino Hills
Don Penman, Arcadia
Jason Gonsalves, Joe A. Gonsalves & Son
Anthony Gonsalves, Joe A. Gonsalves & Son
Paul Gonsalves, Joe A. Gonsalves & Son
Steve R. Thatcher, SRT Associates
Ernesto Marquez, Hawaiian Gardens
Gary K. & Mary Jo Sloan, La Mirada (Retired)
Bob & Nadean Dickey, South Gate (Retired)
Deborah Lopez, Pico Rivera
Jan Perkins, Management Partners
Andy Takata, Banning
Marcia Raines, Millbrae
Gene Rogers, Moreno Valley (Retired)
Anthony R. Ybarra, South El Monte
Arthur C. Simonian, Simonian Contract Cities Consulting, Inc.
Bob Griego, Irwindale (Retired)
Ken Caresio, Retired Duarte City Manager
Greg Nordbak, Midway City Sanitary District
Carlos Urrutia, Rocklin
Michael P. Busch, President, Urban Futures, Inc.
Wade McKinney, Atascadero
Andy Lazzaretto, A.C. Lazzaretto & Associates
Doug LaBelle (Maui Doug), Chino Hills (Retired)
John Keisler, Long Beach
Sheryl Lindsey-Boell, CH2MHILL OMI
Sam Olivito, California Contract Cities Association
Jack Lam, Rancho Cucamonga
Larry F. Pennell, Wasco (Retired)
Phil Vince, Martinez
Gary Chicots, Retired City Manager
Rod B. Butler, Crescent City
Debbie Smith, Independent Cities Association
Jerry Gruber, Atherton
Fred Latham, Santa Fe Springs
Anthony Lopez, Retired City Manager
Jim Gilley, The GILLEY GROUP LLC
Marshall Linn, Urban Futures, Inc.
Dr. Bill Mathis, Mathis Group
Jerry Forde, Huron
Fred Diaz, Fremont
City Of Cerritos
Linda Lowry, Pomona
Mike & Judie Sedell, Simi Valley
Roy Pederson, ICMA Past-President
Bruce Williams, Retired City Manager
Michael A. Sakamoto, Retired City Manager
Bill Holt, Retired City Manager & Executive Director of CJPIA
Oliver Chi, Management Consulting



<http://www.gonsalvi.com>

A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Joe Gonsalves set the firm's foundation ethic in commitment and hard work, and honest dealings with everyone from Governors to legislators, and from Mayors & City Council members to the public at-large. With Joe's untimely passing in July, 2000, he had already well-established his legacy to be faithfully following and protected by his son **Anthony D. Gonsalves**, and Anthony's sons Jason and Paul. Joe A. Gonsalves & Son has grown on the foundation forged by Joe, and today represents more cities than any other California contract lobbying firm with 50 or so client cities. The 2010 client cities city managers meeting assembled this month on the day following the Statewide elections, so election results were an important topic to discuss.

Those who gathered for the 10 o'clock morning meeting in the Joe A. Gonsalves & Son office in Suite 250 at 925 'L' Street, across the street from the State Capitol, included: City Manager **Mike Egan**, Bellflower; City Manager **Jim DeStefano**, Diamond Bar; City Manager **Laura Gill**, Elk Grove; City Manager **Nelson Oliva**, Hercules; City Manager **Josi Kenline**, La Puente; Lakewood City Manager **Howard Chambers**, who will soon retire; Norwalk City Manager **Ernie Garcia**, who will retire at the end of the year; Santa Fe Springs City Manager **Fred Latham**, also retiring; South Gate City Manager **Ron Bates**, who is a past-President of the League of California Cities; Walnut City Manager **Rob Wishner**; and retired Moreno Valley City Manager **Gene Rogers**, who recently completed an interim assignment in Coachella.



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A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Also at the morning meeting were: Santa Fe Springs Assistant City Manager **Thad McCormick**, who is the City Manager-designate to take the post following Fred's retirement; former Hercules and Adelanto City Manager **Mike Sakamoto**; Lakewood Assistant City Manager **Lisa Novotny** and Administrative Assistant **Peggy Beam**; Simi Valley Assistant City Manager **Dan Paranick**; Elk Grove Assistant City Manager **Becky Craig**; Laguna Hills Assistant City Manager **Don White**; retired Rosemead City Manager **Frank G. Tripepi**, currently the President & CEO of Willdan Financial Services; and Trackdown's **Jack Simpson**.

Election returns demonstrate how the public employee union power in the State of California is obvious and paramount, easily leading the way to electing Attorney General **Jerry Brown** to succeed Governor **Arnold Schwarzenegger**. Some say it is the "second coming of Governor 'Moonbeam'," and others see a new, mature and more independent **Jerry Brown**, with significant local government experience as the Mayor of Oakland. He claims to be looking at government employee pension reform, which has the attention of the public employee unions, which were among his biggest supporters.

"Arnold is the first body builder to run for governor since Janet Reno." ~ **David Letterman**

Proposition 22 was a big winner. League of California Cities Executive Director **Chris McKenzie** and his staff did a marvelous job spearheading the campaign for this ballot measure that was drafted with the purpose of protecting local government revenues from State Government budget appropriations. It has been predicted that Proposition 22 changes the playing-field so that the Legislature will need to become more creative in order to get into the pockets of local governments. "They will find a way," say local government pessimists who have fought to keep revenues for the past 30-years or more. This, of course, is another big reason for the invaluable services of the "Gonsalvi."

About the "Gonsalvi" name: The late State Senator **Ken Maddy**, who served in the Senate for 20-years beginning in 1978, dubbed the Joe A. Gonsalves & Son firm the "Gonsalvi." He explained that the firm is like "alumni" when working on an issue...they are everywhere. So the firm became known as the "Gonsalvi" and is still referred to that way by many of the State Legislators and their staffs.

Proposition 26 and the obfuscation it creates regarding what is a fee and what is not will develop some questions. Prop 26 broadens the definition of taxes to include many payments that were previously considered to be fees or charges. Many new local revenue improvement proposals will require voter approval as a result. The "Gonsalvi" are prepared to follow-up on their client cities inquiries to get solid answer from the appropriate State officials.



www.brandywindev.com



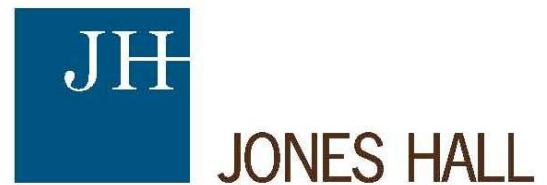
A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

There was a discussion of the efforts to bring California a High Speed Rail system and its massive costs. The California High-Speed Rail Authority has been working on the planning, design and environmental studies for a High-Speed Rail to connect San Francisco and Southern California. When built it is anticipated that one will travel from San Francisco to Los Angeles in 2 hours and 40 minutes. The system may include stations in other cities such as: Sacramento, San Jose, Fresno, Bakersfield, Anaheim, Irvine, Riverside and San Diego. Voters approved initial funding for the project in 2008 authorizing \$9.95 billion in general obligation bonds. Of course, route alignment is a big issue, and environmental groups, including the Sierra Club, are watching the projects progress closely. **Roelof van Ark** is the California High-Speed Rail Authority CEO.

Of course, many and various other topics were discussed during the meeting. All three "Gonsalvi": **Anthony Gonsalves**, **Jason Gonsalves** and **Paul Gonsalves** participated. There was a break for lunch and most of the group stayed, though some had pressing business back at their offices. Those who could stay walked from the office to Frank Fat's Chinese Restaurant for some lunch.




Shuffleboard winners display their hardware, from the left: **Dan Paranick**, Simi Valley Assistant City Manager; retired City Manager **Gene Rogers**; **Paul Gonsalves** of Joe A. Gonsalves & Son; La Puente City Manager **Josi Kenline**; and **Mark Risco** of *Willdan Financial Service*.



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Senator **Alan S. Lowenthal** address the group at the luncheon meeting. Senator Lowenthal is a Democrat representing the 27th District. Cities in the 27th District include: Artesia, Avalon, Bellflower, Cerritos, Downey, Hawaiian Gardens, Lakewood, Long Beach, Lynwood, Paramount, Signal Hill and South Gate. Senator Lowenthal is the Chair of the Senate Committee on Transportation and Housing. He is also the Vice Chair of the Legislative Ethics Committee, and he serves on the Senate Committees on: Banking, Finance and Insurance; Budget and Fiscal Review; Environmental Quality; Energy, Utilities and Communications; and the Natural Resources and Water Committee.

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A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Working relationships need development and maintenance in order to promote maximum utility. Productivity and effectiveness are improved when business relationships become personal. Building, protecting and repairing relationships is at the center of all of our lives. Family life is the best example, but most people spend nearly as much time at work as they do at home. It is not a surprise that working relationships are considered of fundamental importance. The "Gonsalvi" craft their annual meeting not only to disseminate vital information and to strategize for the coming year, but also as an opportunity to do some team building and informal training.

Following lunch the group took a bus ride to the Carmichael home of **Anthony** and **Evelyn Gonsalves** for a few afternoon hours of interaction and camaraderie. This provides time to chat informally about individual city problems and issues, and to discuss potential approaches and solutions. Over the years these sessions, originally organized by **Joe Gonsalves**, have been responsible for "brainstorming" the initiation of successful grant applications and beneficial legislative solutions to local issues.



Without cell phones most city management people would never leave their offices. Here Santa Fe Springs City Manager **Fred Latham** conducts business.



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At the core of the afternoon session is an annual shuffleboard tournament. There is nothing like a little competition to bring everyone together. That evening the bus dropped everyone off for an informal dinner in the Capitol area. Retired Fairfield City Manager **Kevin O'Rourke**, who is currently the interim Director of General Services in Solana County, and Rocklin City Manager **Carlos Urrutia**, who is retiring at the end of the year, joined the group at this point. Also at the dinner were Eric and Sasha Spangler. Sasha works with the "Gonsalvi."



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"In the End, we will remember not the words of our enemies, but the silence of our friends."
~ **Martin Luther King, Jr.**



A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Remember the Ponderosa?

While in Sacramento for the annual "Gonsalvi" client cities city manager meeting, I stayed at the Sutter House Best Western in the downtown area. In the 1970s, prior to the opening of the Hyatt, Embassy Suites, Holiday Inn and other fine newer lodging facilities, used to stay at the at the same place, but in those days it was called the Ponderosa. Back then, across the parking lot was a busy restaurant and bar named "The Bull Market." Forty-years later things have changed along with the lodging competition in the area. As I was checking out, I asked the nice lady at the front desk if the owner **Sandy Parker** was still around, and she told me that she had been there the past couple of days. I had missed her. I left a note to say "Hello" from me and some of her other 1970s buddies.

When **Dick Nevins** of the Board of Equalization wished to prevent a city's contract representative from reviewing Board sales tax records, it was at the Ponderosa where the "*Bob Hinderliter Relief Bill*" was born (we called it that in jest, as Bob was just starting his company that has become the highly professional HdL Companies). It was in the second floor conference room where the need for clarifying legislation was explained to then Chair of the Assembly Local Government Committee **Dom Cortese**. This, of course, is just one of the many memories of the old Ponderosa that came rushing back with my recent stay at the Sutter House.



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"Contract Cities" Fall Seminar

As more and more municipalities turn to contract services as a method to reduce operating costs in the face of revenue shortfalls during the current challenging economy, there has been an anticipated escalation of interest in the California Contract Cities Association. The 2010 CCCA Fall Seminar was held October 29-31, 2010 at the Fess Parker Double Tree Hotel in Santa Barbara, and attendance was up from the previous year.



From left to right are the Honorable **Frank V. Zerunyan**, Rolling Hills Council Member and past CCCA President; **Roxanne Diaz** of Richards, Watson & Gershon; Santa Clarita City Manager **Ken Pulskamp**, League of California Cities City Managers' Department President; and retired Salinas City Manager **Dave Mora**, currently the West Coast Regional Director for the International City/County Management Association. This panel address the seminar on Real World Ethics: Lessons Learned From The Warning "Bell". Bellflower Council Member **Randy Bomgaars** moderated the well-attended session.



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A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Though not that far from our Southern California home, the picturesque community of Santa Barbara seems a world away, perhaps since we do not visit there often. Each time I get there I cannot help but think of the author **Sue Grafton's** Santa Teresa where her character **Kinsey Millhone** lives next door to her landlord, a retired commercial baker named Henry, and chases and solves mysteries.

Since **Fess Parker's** passing in March of this year, I was not anticipating a sighting of the 6 foot 6 inch actor who played Davy Crockett for the Walt Disney Company and later starring in the Daniel Boone television series in the late 1960s. Fess passed away in Santa Ynez not far from the Fess Parker Family Winery in Los Olivos. On an earlier visit to the winery with our neighbors **Paul** and **Dawn Lukacs** we actually met **Fess Parker** as he patiently greeted visitors and provided autographs.

After checking in and receiving a warm cookie from the friendly and efficient Double Tree registration desk staff, I headed out to relocate my car and retrieve my luggage. On the way I greeted **Dave Spence**, a member of the La Cañada Flintridge Council, who was there to attend the California Joint Power Insurance Authority's 15th Annual CJPIA Risk Management Conference, October 27-29. Dave is also a CCCA Past President.



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While pulling my suitcase and carrying my backpack (where I stash my cameras), I passed Diamond Bar City Manager **Jim DeStefano**, who was also there with the CJPIA. While awaiting the elevator, I chatted with La Cañada Flintridge City Manager **Mark Alexander** and **Carl Alameda** of his staff. Carl is the President of MMASC. Mark is the current Chair of the CCCA City Managers/Administrators' Committee. After hiking my luggage to my room, Room 219 in the Gardenia Building, I went in search of something to eat. I met **Sam** and **Sharon Olivito** at the bottom of the stairs on my way to the Barra Los Arcos. As we were chatting **Tony Olivito** arrived and then **Fred Latham**, Santa Fe Springs City Manager, passed by on his way to a CJPIA event.

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While enjoying a cheese burger and watching the San Francisco Giants win game two of the World Series 9-0 against the Texas Rangers, a Series the Giants won in five games, I met **Curt Fullerton** of All American Recruiting Consultants. Curt's wife Jennifer is on the CJPIA staff. He was taking a break from the dinner event to check on the World Series. Curt helps young student athletes locate an institution of higher education with appropriate athletics programs that will meet their educational and athletic goals. His company motto is: "Getting a college degree is our goal...going pro is our back up plan." www.allamericanrecruiting.org. Later Curt brought his wife **Jennifer Fullerton** by and introduced her. They live in La Palma.

Also visiting the lounge to catch some of the Giants' 9-0 World Series win was **Tim Karcz**, who is a risk management consultant for the CJPIA. Tim, who also serves as a Risk Services Manager for Poms & Associates, joined me to watch the last few innings of the game.



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Former Palmdale Mayor and former Assembly Member, as well as, Past CCCA President and Past President of the Los Angeles County Division of the League of California Cities, **Larry Chimbole** led the Pledge of Allegiance with special acknowledgment to those who have served and those serving in the U.S. military, to officially open the 2010 Fall Seminar of the California Contract Cities Association. Larry specifically talked of his service on the Island of Tinian during WW II.

City Managers attending the Saturday sessions included: West Hollywood City Manager **Paul Arevalo**; Santa Clarita City Manager **Ken Pulskamp**; La Puente City Manager **Josi Kenline**; Lakewood City Manager **Howard Chambers**; Santa Fe Springs City Manager **Fred Latham**; Signal Hill City Manager **Ken Farfsing**; retired Salinas City Manager **Dave Mora**; retired Rosemead City Manager **Frank G. Tripepi**, CEO of Willdan Financial Services; former Walnut City Manager **Robert Dickey**, recently retired from his position as South Gate Director of Public Works; and Downey Deputy City Manager **Desi Alvarez**.

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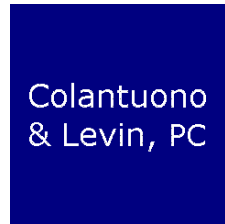


A Couple of Busy Weeks with the "Contract Cities" & the "Gonsalvi"

Bellflower Council Member **Randy Bomgaars** served as the Seminar Chair. He introduced the speakers of the opening session on "Real World Ethics," which was well-attended. The second session was on Media Relations/Incident Management, and was moderated by San Dimas Mayor **Curtis Morris**. Presenters included: L.A. Times Writer **Hector Becerra**; **Eric Rose** of *Englander, Knabe & Allen*; and Senior Media Advisor **Stephen R. Whitmore** of the Los Angeles County Sheriff's Department.

After the first morning break, Duarte Mayor **Margaret E. Finlay**, who is a CCCA Past President, presided over a session on "What's New?: Updates and Resources to Help Understand AB 32, Commercial Recycling and Financing Energy Efficiency." Presenters included: **Yvonne Hunter** of the Institute For Local Government and **Richard Niño** of Burrtec Waste Industries.

L.A. County District Attorney **Steve Cooley** and Assembly Member **Anthony Portantino** were the luncheon program speakers. The program was moderated by CCCA President **Laura Olhasso**, a La Cañada Flintridge Council Member. After lunch San Dimas Council Member **Emmett Badar** presided at a "Contract Cities Have Talent" session featuring presentations by: Santa Fe Springs City Manager **Fred Latham**, Signal Hill City Manager **Ken Farfsing**, and Downey Deputy City Manager **Desi Alvarez**. The final session of the day was moderated by Duarte Council Member **Lois Gaston**, another CCCA Past President. Lois introduced **Natalie Salazar**, LASD Director of Community Law Enforcement Partnership Programs, who presented a fun and "eye-opening" informational "Family Feud"-type game that included a "volunteer" panel and a great deal of laughing.



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Saturday evening a "Solving The Murder - Mystery Dinner" was held in the Double Tree's Ronald Reagan Room.

Among those we saw during the Fall Seminar who we may not have yet mentioned include: **Phil Hawkins**, Central Basin; Lakewood Mayor **Joe Esquivel** and Vice Mayor **Larry Van Nostran**; **Richard Fierro**, Consolidated Disposal Services, a Republic Company; **Valentina Tripepi-Shoop**, Regency, a Keenan Solution; Bellflower Mayor **Ray Dunton** and Council Members **Scott Larsen**, **Ray Smith** and **Dan Koops**; West Hollywood Council Member **Lindsey Horvath**; Artesia Council Member **Sally Flowers**, a CCCA Past President; Lawndale Mayor **Harold Hofmann**, also a CCCA Past President; and Walnut Mayor Pro-tem **Nancy Tragarz**, and City Attorney **Mike Montgomery**; **Scott Hammond**, Edge Development, and **Fran Mancia**, MuniServices.

President **Laura Olhasso**, the Executive Board and CCCA Executive Director **Sam Olivito**, **Sharon Olivito**, **Tony Olivito** and their staff all did great work to deliver an outstanding seminar.



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Picking Up the Pieces: City Managers throughout the State of California join Benicia City Manager **Jim Erickson** and American Canyon City Manager **Richard Ramirez** as they applaud the victory of

Proposition 22 to limit the State government's ability to use local government funds for State Budget purposes. Rich credits knowledgeable and informed voters who understand the importance of local revenues to local services. "They get it!" Monterey City Manager **Fred Meurer** said, "It's a huge deal...to keep the state from stealing money." Seaside City Manager **Ray Corpuz** said, "It's about time." Monrovia City Manager **Scott Ochoa** said of the Proposition 22 success, "On paper it should be a blessing to cities like Monrovia because it's one more barricade to keep the state out of the city's business." Las Vegas Sun writer **J. Patrick Coolican** authored an article in the November 13 issue on the declining population of Las Vegas, Nevada, once one of the Nation's fastest growing cities. The city is down 70,000 people from last year, as people relocate to find employment. Take a look at Belvedere City Manager **George Rodericks'** Mac Site: http://www.thedayrevised.net/Mac_Site/Welcome.html Huntington Park City Manager **Greg Korduner** has announced his retirement date of December, 30, 2010. He has offered to continue working for the city during the recruitment period for his replacement. A belated "Happy Birthday" to former Hawaiian Gardens and Lomita management staffer **Paul Hogan**. Paul celebrated on November 2. Even in the current challenging economy Laguna Hills City Manager **Bruce Channing** met or exceeded all the goals and expectations set for him at the beginning of the year. City Manager **Peter Ingram** has resigned his Redwood City position effective December, 31. Peter has been City Manager in Redwood City since June, 2008. He came to work for the city in 1992 and served as Community Development Director and Public Works Director. Assistant City Manager **Bob Bell**, who previously served as the Human Resources Director, has been appointed Interim City Manager. Laguna Beach Assistant City Manager **John Pietig** has been appointed to succeed veteran City Manager **Ken Frank** upon his retirement. Prior to joining the Laguna Beach staff John served two years as Alhambra Deputy City Manager. **Bob Murray** was retained by the city to assist with the recruitment and to help negotiate an employment agreement between the city and **John Pietig**. **Kelly Morariu** is the new Assistant City Manager in

Hayward. Kelly most recently worked with the Palo Alto management team as Assistant to the City Manager, Interim Deputy City Manager, and Interim Arts & Sciences Manager. Half Moon Bay City Manager **Michael Dolder** is seeking proposals for contract law enforcement services. Vista, where **Rita Geldert** is City Manager, includes turning out residential street lights in it budget reducing proposals to meet a large multi-million dollar budget deficit. It is reported the former Alhambra Mayor **Paul Talbot** is the selection to be the new Monterey Park City Manager. Paul is a principal of Gateway Consultants. Acting Monterey Park Police Chief **Jim Smith** has been serving as the Interim City Manager. Working with the American Legion, Southern California Edison Company, Charter Communications and many volunteers, Main Street from Olive to Morton in Porterville will be lined with approximately 100 American flags when the funeral procession bringing **U. S. Army Cpl. Brett Land** to his final resting place at the Hillcrest Cemetery. Brett was killed October 30 in Afghanistan. City Manager **John Lollis** had to get special permission to keep the paving batch plant operating on Saturday in order to complete the Porterville Airport repaving project so the plane carrying Cpl. Land could land there. Newly elected Alameda County Supervisor **Nadia Lockyer** is the first new District 2 Supervisor in nearly two decades. Nadia, the wife of State Treasurer **Bill Lockyer**, is the Executive Director of the Alameda County Family Justice Center. Hercules Interim City Manager **Charlie Long** is reorganizing city contract services provided by NEO/AHSG, though **Walter McKinney** of NEO/AHSG reports that his firm has contributed to a value added philosophy. In a budget-saving effort, American Canyon, where **Richard Ramirez** is City Manager, has closed its "in-house" building and safety services, and will use contract services for building inspections. Rich notes that the building department was most heavily impacted because the recession hit the building industry especially hard. San Bruno City Manager **Connie Jackson** has reported that the San Mateo County District Attorney's Office continues to need access to the 72-foot-long by 26-foot-wide crater left in the wake of the deadly PG&E natural gas pipeline explosion September 9. It will not be filled until the investigation is concluded. There needs to be a clear understanding that there is no attempt to cover something up, and that the investigation is an open process.





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The HdL Companies are dedicated to helping cities, counties, redevelopment agencies and special districts maximize revenues through allocation audits, financial and economic analysis and through the provision of related software products.

The HdL Companies serves more than 335 local governments across the nation and North America.

HdL was founded in 1983 by **Robert Hinderliter**, a former Director of Finance and City Administrator in Commerce, California. Bob developed California's first computerized sales tax management program, and worked to secure the legislation that allows independent verification of the State Board of Equalization's allocation of sales tax revenues to local governments. In 1987, **Lloyd de Llamas** purchased 50% of the corporate stock and the company became *Hinderliter, de Llamas and Associates* with a primary focus on sales tax analysis, allocation audits, and software.

In 1993, a separate corporation was organized by partners **Paula Cone, Martin Coren, Robert Hinderliter**, and **Lloyd de Llamas** to provide property tax related services, including allocation audits, trends analysis, tax increment verification, tax allocation bond fiscal services, and related software products.

In 1996, HdL Software LLC was established with participants **Nancy Hicks, Robert Hinderliter**, and **Lloyd de Llamas** in order to provide easy-to-use, integrated "counter tools" for the processing and tracking of revenue related functions, such as business licenses, building/planning permits, animal control licenses, and code enforcement violations.

The three affiliates operate as a single, coordinated unit providing a variety of integrated services and software products.

Sales and Use Tax Audits

HdL identifies and recovers sales and use tax allocation errors, helps maximize tax revenues from specific projects and business situations, and provides ongoing data, analyses, and staff expertise to support fiscal planning and economic development.

Experience and Expertise

HdL Coren & Cone gives local governments access to a unique combination of expert analysis, cutting edge software, and ongoing support. Our services make the most of our extensive experience, advanced technologies, and dedication to service.

Full Service Software Solutions

HdL's software solutions are designed, implemented and supported by people who understand the unique challenges and needs of local government. More than a vendor, HdL works as a partner; providing expert analysis and guidance, effective software solutions, and unmatched quality of technical support.

Among The HdL Companies officials are:

Lloyd de Llamas: Has been providing sales tax services to local governments since 1987. He previously served as City Manager in Monterey Park, Lawndale and Woodlake and as an Assistant in Torrance and San Diego.

Paula Cone: A principal with HdL Coren and Cone, the property tax arm of the HdL Companies, and has over twenty years of municipal experience in finance and city management.

Martin C. Coren: Joined HdL Coren & Cone in 1992 after twenty years of experience in providing legislative and financial consulting services to state and local government.

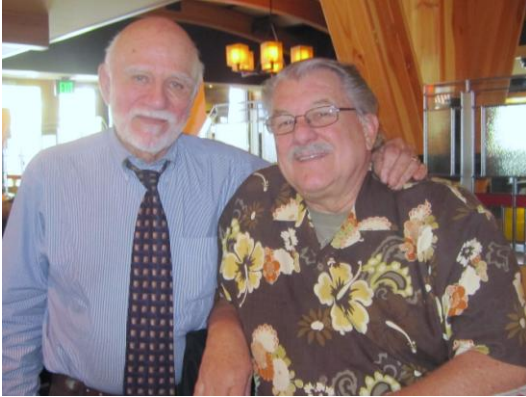
Former City Managers with the firm include: **Lloyd de Llamas, Denise Ovrom, Luci Romero Serlet, and Don Vestal.**

The HdL Companies

1340 Valley Vista Drive, Suite 200
Diamond Bar, California 91765

Telephone: 909-861-4335 • 888-861-0220

Fax: 909-861-7726



Retired Los Angeles County Sheriff's Commander **John Hammargren** and Trackdown's **Jack Simpson** at lunch in Cerritos on Thursday, October 27, 2010.

More Pieces Picked Up: Long-time Los Angeles County official **Bob Disterdick**, who worked with the Probation Department and later the County Library, passed away at age 94 in Sun City, Arizona on November 6. Bob worked with **Roy Pederson** on a Montebello project. Veteran City Manager **Brad Kilger**, 56, has resigned from his Ceres City Manager post to accept the appointment as City Manager in Benicia. Brad has been the Ceres City Manager since 2006, and prior to that he served as Community & Economic Development Director in Modesto. He was Yucca Valley Town Manager between 1996 and 2002. Brad is the President-Elect of the City Managers' Department of the League of California Cities. Atherton City Manager **Jerry Gruber** resigned at the end of September to accept the Utilities Manager position with the Cambria Community Services District. It is expected that Jerry will become the General Manager in June, 2012. Southern California Edison Company Local Public Affairs Region Manager **Ben Harvey** made a presentation to the Avalon City Council earlier this month. Ben is a former member of the Bellflower management team. **Steve Hoefs** is the Avalon City Manager and **Charlie Wagner** is the Chief Administrative Officer. Artesia Council Member **Michele L. Diaz** is a Supervisor in the Huntington Beach Building Department. El Segundo City Manager **Jack Wyatt** has announced that The El Segundo Police Officers Association and the El Segundo Police Managers Association has agreed to take salary cuts equaling more than \$1 million in order to preserve jobs and help address the local budget deficit. Concord City Manager **Dan Keen** issued a letter to all city employees following voter approval of Concord Measure Q, which will raise the local sales tax by a half cent for the next five years in order to balance the city budget and preserve existing city services. **Scot Townsend** has resigned his

position as Lindsay City Manager after nearly 8-years in the post. Scot has shouldered criticism over escalating water rates. He is widely credited with the successful Lindsay downtown revitalization, a new library, and the creation of the \$25 million McDermont Field House recreation center from the conversion of a former fruit-processing facility. It appears that the initial construction of a "high-speed rail" line between San Francisco and Los Angeles is at least 2-years out, and the first trains for the line will not be purchased until 2015 or later. Discussions of where to site stations along the line are premature at best. After attending a recent California High-Speed Rail Authority board meeting, Visalia Assistant City Manager **Mike Olmos** advises, "The important thing at this point is to stay engaged." Vallejo has appointed former County Manager **Phil Batchelor** as a new Interim City Manager to replace **Bob Adams**, who has served as Interim City Manager since June 1, 2009. Phil has served as City Manager in Richmond. South Lake Tahoe has sworn in **Brian Uhler** as their new Chief of Police. The new Chief retired after 25-years with the Corpus Christi, Texas Police Department and returned to California to serve as a Captain in the University of California, San Francisco Police Department. **Tony O'Rourke** is the South Lake Tahoe City Manager. **Mark V. Bozigian** has been with the City of Lancaster for 15-years, the last two as City Manager. Prior to coming to the public sector Mark worked 10-years at Hughes Aircraft.

