

January 25, 2023

Ms. Leslie Caviglia, City Manager
City of Visalia
707 West Acequia Ave.
Visalia, CA 93291

Ms. Caviglia:

Nielsen Merksamer Parrinello Gross & Leoni LLP (Nielsen Merksamer) has been honored to work with the City of Visalia over the past several years. We appreciate your recent extension of our contract and look forward to working with you in 2023.

We have truly enjoyed working with the Council, you and Devon over the course of the past several years, including in 2022 where we accomplished the following:

- Strengthened the city's presence and influence in Sacramento by establishing relationships and coalitions with the city's partners, like the League of California Cities, to lobby for and against bills.
- Met with Visalia's elected state officials in Sacramento regarding issues of importance to the city.
- Updated the city's legislative platform to guide city positions on bills and expedite our response to legislation introduced in each legislative session.
- Tracked hundreds of introduced and amended bills and working with city staff to establish an annual list of priority bills for lobbying.
- Lobbied bills dealing with a range of issues including homelessness, law enforcement, local government permitting processes, workers compensation issues and protection of local government and local businesses from frivolous lawsuits.
- Reviewed the annual state budget and May Revise for proposals that could negatively impact the city and engaged in budget discussions to attempt to secure funds for the city.

We look forward to focusing on a number of important items for the City in the coming year, including, but not limited to:

SACRAMENTO

1415 L STREET, SUITE 1200
SACRAMENTO, CA 95814

T 916.446.6752 F 916.446.6106

SAN FRANCISCO BAY AREA

2350 KERNER BLVD, SUITE 250
SAN RAFAEL, CA 94901

T 415.389.6800 F 415.388.6874

- Establishing working relationships with Visalia's two new representatives, Assemblyman Vince Fong and Senator Melissa Hurtado.
- Protecting local government funding and programs in light of the state's estimated \$24 billion budget deficit.
- Continuing to pursue funding and policies to address water supply and SGMA implementation.
- Supporting and promoting policies that benefit the Industrial Park and increase job opportunities in the state.
- Engaging on legislation that assist local government in addressing local homelessness and housing.
- Efforts to support Visalia's local healthcare industry, and any other sectors, facing long term impacts of COVID 19.
- Any other issues as directed by Council and city staff.

Once again, thank you for giving us the opportunity to represent the City of Visalia in Sacramento. We look forward to continuing our work together.

Sincerely,

A handwritten signature in black ink, appearing to read "John J. Moffatt". The signature is stylized with large, flowing letters and a prominent flourish at the end.

John J. Moffatt

A handwritten signature in blue ink, appearing to read "Michelle Rubalcava". The signature is written in a cursive style with a clear, legible flow.

Michelle Rubalcava