

Actum

STRATEGY EXECUTION OUTCOMES

Firm Background

Actum is a limited liability company established in 2021, formerly affiliated with Mercury Public Affairs since 1999, and opening its California office in 2006, providing comprehensive, high-caliber legislative advocacy and consulting services to a broad range of clients in Sacramento, Los Angeles, New York, Washington, D.C., and London. The firm provides a comprehensive suite of services, including government relations, international affairs, digital influence, public opinion research, media strategy, and a bipartisan grassroots mobilization network across all 50 states. In California, political powerhouse Fabián Núñez, Speaker Emeritus of the California State Assembly, serves as Managing Partner, along with Partners Gus Khouri, Duncan McFetridge, and Adam Keigwin, and their team of lobbyists. Former U.S. Senators Barbara Boxer and Laphonza Butler, and former Congressman and Acting Chief of Staff to President Trump, lead efforts in federal advocacy and beyond.

We are just steps away from the State Capitol, on the 14th Floor at 621 Capitol Mall. With over 100 years of collective state advocacy experience, Actum provides legislative advocacy and consulting services for 23 county transportation planning agencies including the Central Coast Coalition (CCC) (Monterey, San Benito, San Luis Obispo, San Benito, Santa Barbara), San Joaquin Valley Policy Council (SJVPC) (Fresno, Kern, Kings, Madera, Merced, Stanislaus, San Joaquin, and Tulare), Madera County Transportation Commission, Metropolitan Transportation Commission, Santa Barbara County Association of Governments (SBCAG), San Luis Obispo Council of Governments (SLOCOG), Sonoma-Marín Area Rail Transit District (SMART), Stanislaus Council of Governments (StanCOG), Transportation of Agency for Monterey County (TAMC), Transportation Authority of Marin (TAM), and Tri-Valley San Joaquin Valley Regional Rail Authority (Valley Link).

Scope of Services

Task 1 – State Legislative Assistance

Upon being retained, we would immediately request to hold meetings with SJVPRC's staff to make an introduction, discuss the current political situation in Sacramento, review legislation, budget items, and issues of interest to the client, and obtain an understanding of the client's desired legislative program, and to define specific objectives for the

upcoming legislative year. This includes checking in with the SJVPRC legislative delegation and key members of the legislature, such as the Assembly and Senate Transportation Committees, and Assembly Budget Subcommittee #3 and Senate Budget Subcommittee #5, and relevant state agencies and departments, including CalSTA, Caltrans, CARB, CTC, HSRA, and Governor's Office of Planning and Research (OPR), among others, to discuss the development of future legislation and regulations impacting SJVPRC. At all times, we would continue to work with you to develop short- and long-term strategies to support SJVPRC funding, administrative, and policy goals. This is a year-round effort as the legislative and regulatory calendars differ.

We will prepare staff and/or board members for carrying out similar activities, such as testifying before committees and meeting with legislators, legislative staff, or administrative officials. As bills move to the Governor's desk, we will communicate with the appropriate staff in the Governor's Office and in his key policy departments and agencies regarding SJVPRC's position on bills. We will carry out a similar program on all regulatory matters, including lobbying the Executive Branch agencies and departments. If meetings are needed in a legislator's district office, particularly during Spring or Summer Recess, or in the Fall to discuss setting up our legislative platform or showcase a priority project that needs state funding, our team would also help secure and prepare for those events.

Per the Executive Director's direction, we will present to the SJVPRC Board and committees at least once annually or participate more frequently if a virtual setting is an option, to summarize legislative activities for the year, the political landscape (election results, legislative and gubernatorial priorities), and forecasting expectations for the coming year. Our coordination would include meeting with SJVPRC staff and members as needed to provide a summary of the latest news in Sacramento and to recap SJVPRC's objectives.

Task 2 – Legislative Review and Monitoring and Reporting

We would monitor and attend as necessary legislative committee and administrative agency hearings to assess the impact on SJVPRC of actions taken by these entities regarding legislation or regulations. We regularly attend hearings, meetings, and workshops held by the Senate and Assembly Transportation Committees; Budget Subcommittees; Appropriations Committees; Local Government, Governmental Organization, and Governance and Finance Committees; CTC; CARB; California Environmental Protection Agency (CalEPA), California Public Utilities Commission (CPUC), HSRA; Strategic Growth Council (SGC), and OPR. Our emphasis would be on legislation, funding, or regulatory developments consistent with SJVPRC policy priorities.

We would provide written and oral reports on issues of importance to SJVPRC, including: telephone calls and/or emails as needed to provide high priority alerts on breaking legislative news, press conferences; weekly regularly-scheduled calls for purposes of providing updates and receiving direction; and, regular weekly written reports reflecting the latest status of each bill lobbied or being monitored by SJVPRC, as well as an overview of ongoing policy and funding developments affecting SJVPRC, on a monthly basis, as requested by the Executive Director. We would also attend meetings of and presentations to SJVPRC staff, committees and/or the Board.

We would review each piece of legislation daily as it is introduced or amended. This includes bills in Regular or Extraordinary Sessions as called by the Governor. We would also use our legislative tracking tools and identify key bills flagged by other relevant entities (e.g. California Transit Association, League of Cities, CSAC, CALCOG, and SHCC) to further bolster our efforts to report on all important developments to you. Legislation that may impact SJVPRC would be referred to staff for further analysis and response. We would also research the background of key bills and obtain any available specialized reports, resolutions, files, journals, histories, and other printed materials related to them to assist in developing agency positions. Our team would provide advice and analysis, as necessary, on key bills identified by SJVPRC staff as high priority as they are introduced or amended. Bills would be tracked in a computer database and prepared weekly or monthly in bill matrices showing SJVPRC positions on high-priority items. We would brief staff and the Board regarding the status of each as requested.

Task 3 – Legislative Advocacy

Once SJVPRC adopts a legislative program, we would focus on prioritizing educating your delegation on SJVPRC's 2026 priorities (legislation and grant opportunities), then move on to legislative leadership, transportation committee members, other relevant members of the Legislature; the Governor's Office; state agencies and departments, state boards and commissions, and, other regional and local agencies and interest groups, such as labor, as needed.

We would meet with your legislative delegation and other key state officials as frequently as needed to keep them abreast of all important issues. Additionally, our team would put SJVPRC board members and staff in contact with other members of the Legislature, including the Speaker of the Assembly, the Senate President Pro Tempore, and the Chairs, Vice-Chairs, and consultants of key committees and agencies, as well as various state agencies, to help execute on our priorities.

We would assist the Executive Director in developing strategies and assessing political considerations and would provide recommendations to address legislative and regulatory issues as they arise, whether in the form of specific bills, broad policies/guidelines, or funding issues. Our emphasis would be on maximizing funding opportunities for SJVPRC and opposing threats to its mission and funding base. We actively monitor not only pending legislation in the Capitol, but also existing and pending regulations and guidelines impacting transportation agencies at CalEPA, Caltrans, CTC, CARB, CPUC, OPR, and SGC.

As bills of interest move through the legislative process, we would communicate SJVPRC's official position on legislation to the appropriate legislators, committees, and staff, including preparing and distributing letters, preparing and delivering testimony before committees, and lobbying of appropriate legislators and staff. We would maintain communications with Governor's Office staff and state officials on behalf of SJVPRC. This continuing contact would ensure that SJVPRC is an active participant in state efforts affecting transit, traffic congestion management and relief, highway safety, the environment, and rail modernization.

We regularly attend meetings and workshops hosted by the CTC and have actively participated in developing guidelines for most of the competitive programs administered. Our team would proactively discuss strategies to ensure that SJVPRC plays a prominent role, either influencing or benefiting from, efforts to make programs competitive in the San Joaquin Valley.

With respect to the State Budget, we will assess the impact to SJVPRC and provide a strategy for influencing the progress or defeat of items as they move through the budget process. This includes engaging SJVPRC's delegation, the DOF, CalSTA, Caltrans, and leadership in both houses, as well as budget subcommittees. We will coordinate our efforts with other coalitions, testify before the subcommittees, and track unresolved items during Conference Committee. We will monitor, advocate, and report on items as they reach the Floor of each house, and the Governor's desk, until the June 30 deadline, and any subsequent trailer bills that may be presented for the remainder of Regular or Special Session (if called). We will also obtain sponsors for trailer bills.

Task 4 – Legislative Coordination

We will assist SJVPRC in developing and leveraging synergistic bipartisan relationships with members of the legislature. Our involvement with MPOs/congestion management agencies/county transportation commissions in 22 counties (an additional 45 legislators in the Bay Area, Central Coast, and San Joaquin Valley) provides ample opportunity to further leverage bipartisan relationships. While both houses of the legislature are dominated by a

Democratic supermajority, many communities are served by Republican members who want to address goods movement and the jobs-housing imbalance, and to accelerate the transition to electric vehicles and infrastructure.

The members of our team regularly interact with the staff, lobbyists, and members of organizations that SJVPRC is – or should be – partnering with, including the California Transit Association, CALCOG, and SHCC, among others. In fact, we worked closely with the California Transit Association in 2020 to enact AB 90, which provides relief from farebox recovery requirements and the continued access of funding from the Local Transportation Fund, State Transit Assistance Program, State of Good Repair Program, and Low Carbon and Transit Operations Program. We also successfully worked with SHCC to extend the Local Partnership Program in SB 1 (originally in Proposition 1B), and to cap indirect costs passed on by Caltrans for pre-construction costs on the state highway system.

Task 5 – Annual State Legislative Program

We would work with your staff to translate your legislative program into specific objectives, such as introducing or amending bills to further the goals of SJVPRC and adopting official positions on existing legislation. We would advise on the cost impact of your proposals and their political feasibility. We would obtain authors and co-authors for your proposals and work to obtain passage of your legislation. It is typically recommended that adoption of an official State Legislative Program occur after the introduction of the Governor’s annual Budget on January 10. This would allow for maximum consideration of policies that may be beneficial or injurious to SJVPRC. If SJVPRC were to contemplate sponsorship of legislation, we would work with its delegation to secure unbacked language and identify prospective authors to place hold slots for potential introduction. The platform should also be nimble enough to account for SJVPRC’s ability to take positions on bills or budget items, particularly on “gut and amends” since the SJVPRC meeting calendar is not aligned with the legislative calendar.

Task 6 – Other Legislative Services

On an annual basis, we have put together legislative days for the Central Coast Coalition and San Joaquin Valley Policy Council, and have routinely secured meetings with delegation members, CalSTA Secretary, Caltrans Director, CTC Commissioners and staff, CARB, OPR, SGC, the Governor’s Cabinet (Horseshoe staff), and the Governor on occasion. These meetings are structured to demonstrate regional solidarity and facilitate the communication and execution of the annual state legislative program, while providing opportunities for local elected officials to build relationships and gain greater context and

appreciation for the Capitol community. We can also arrange for SJVPRC to host public agencies, such as CTC monthly meetings.

Conflict of Interest Statement

We do not have any conflicts of interest in our representation of SJVPRC, actual or apparent, that would limit our ability to provide the requested services. If a conflict of interest were to arise, Actum would promptly disclose the matter to SJVPRC and implement appropriate mitigation measures, including ethical screens and, if necessary, recusal from the specific matter, and work to resolve the issue in a manner that ensures the best possible outcome for SJVPRC. We pride ourselves on having a synergistic book and are careful when considering bringing on additional business.