# Commission Meeting

## Professional Services Agreement

## California State Legislative Services with Joe A. Gonsalves and Son

April 7, 2025

# Overview



- On February 25, 2025, the Port issued an RFP for California State Legislative Services. Joe A. Gonsalves was the only vendor to respond to the RFP. Staff reviewed the proposal, completed the procurement process and recommend awarding the contract.

- The consultant will provide state lobbying services to support the Port in addressing legislative and regulatory issues impacting all facets of the Port's business and operations. The consultant will work closely with the Port Director and designated staff to advance the Port's priorities and ensure effective representative at the state level.

# Scope of Work

Port of Stockton CALIFORNIA

- Advocate on behalf of the Port regarding state legislative and regulatory matters, including legislative proposals affecting the Port.
- Serve as a liaison between the Port and key entities, including the Governor's Office/Administration, California State Legislature, and State Agencies and Departments.
- Engage with legislators, regulators, and other key stakeholders to ensure the Port's interests are effectively communicated.
- Collaborate with Port staff to develop and implement state legislative strategies aligned with the Port's goals and objectives.

# Scope of Work



Legislative, Regulatory, and Funding Support

- Monitor legislative and regulatory developments relevant to the Port's priorities, proactively identifying emerging issues that may impact the Port.
- Provide timely updates, reports, and recommendations on legislative and regulatory activities.
- Develop and evaluate strategies for supporting, opposing, or amending pending legislation and regulations in alignment with the Port's goals.
- Facilitate legislation and regulatory actions through appropriate channels to achieve the Port’s objectives.
- Develop strategies to gain concurrence and support from the Governor’s Office and relevant administration officials.
- Work collaboratively with the Port’s leadership and staff, ensuring transparency, accountability, and alignment with the Port’s strategic goals.

Communication and Reporting

- Provide frequent updates to Port staff, including monthly reports summarizing activities, progress, and recommendations.
- Deliver real-time legislative updates as needed to address emerging issues or opportunities.

# Benefit to the Port

Port of Stockton
CALIFORNIA

- The contract would provide ongoing efforts in support of legislative priorities and project funding needs.  The consultant will assist the Port in monitoring, reviewing and participating in activities at the State Capitol and supporting agencies. Consultant will provide the Port with fact sheets and analysis of legislative proposals that may affect the Port.

# Staff Recommendation

Port of Stockton
CALIFORNIA

- Authorize the Port Director to execute a Professional Services Agreement to Joe A. Gonsalves and Son for a three (3) year contract with two (2) one-year options for a total three year contract cost of $162,000 (monthly fee of $4,250, increasing by $250 annually), with optional two year cost of $123,000.

| | **2025-2026** | **2026-2027** | **2027-2028** | **2028-2029** | **2029-2030** |
|---|---|---|---|---|---|
| Monthly | $4,250 | $4,500 | $4,750 | $5,000 | $5,250 |
| Annually | $51,000 | $54,000 | $57,000 | $60,000 | $63,000 |

THANK YOU

PATH

# Strategic Plan

***Project Update for the Board of Port Commissioners***

**April 7, 2025**
**3:30-4:00 pm**

# Strategic Plan Overview

## Strategic Framework

Port-wide; 5 years

Vision, Mission & Values

SWOT Analysis

Priority Focus Areas and Strategic Objectives

MARCH 31, 2025

## Action Plan

District-wide; 1 year

SMART Goals, Action Steps, Timeline

Key Performance Indicators and Evaluation Measures

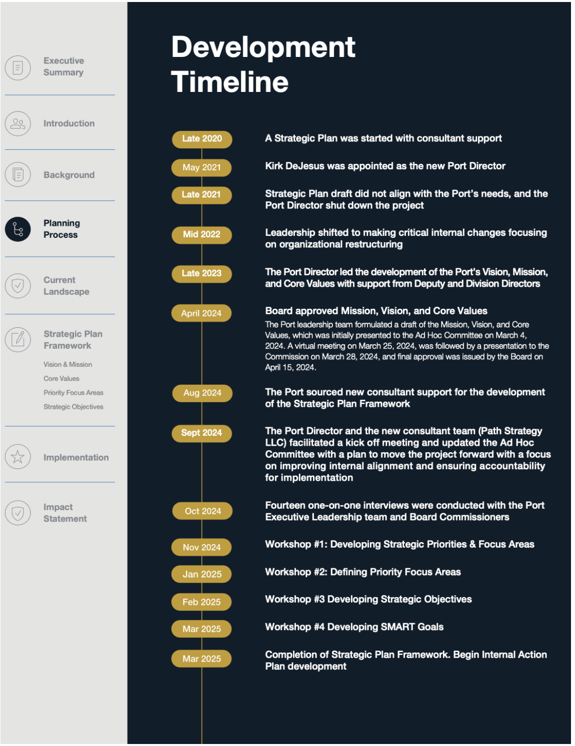
Completion Target: June 30, 2025

# Final Draft


Impact Statement
Development Timeline
Planning Process
Background
Implementation
Introduction
Strategic Plan Framework
Executive Summary
Strategic Objectives
Priority Focus Areas
Core Values
Strategic Plan Framework
Current Landscape
Port Director
Port of Stockton
Strategic Plan Framework
2025–2030

# Key Elements

- **Executive Summary At-A-Glance**
- **Introduction, Background, & Process**
- **Current Landscape:** "By The Numbers"
- **Strategic Plan Framework**
  - Vision, Mission, & Core Values
  - Priority Focus Areas
  - Strategic Objectives
- **Implementation overview**

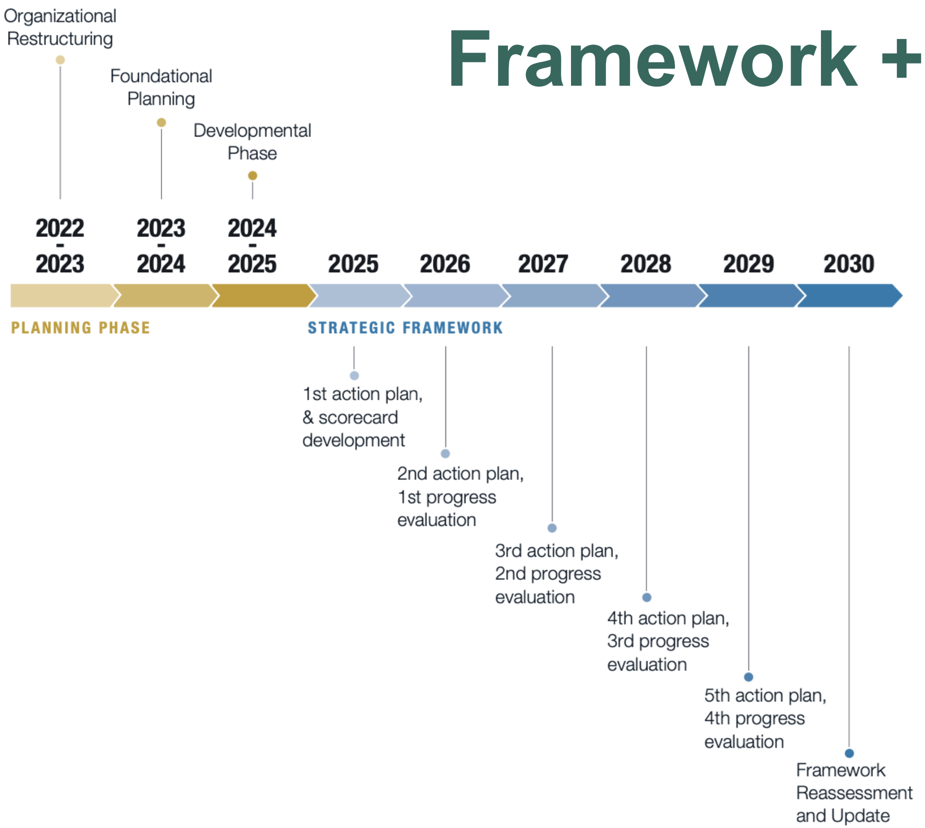


Executive Summary
Introduction
Background
Planning Process
Current Landscape
Strategic Plan Framework
Vision & Mission
Core Values
Priority Focus Areas
Strategic Objectives
Implementation
Impact Statement

## Development Timeline

| | |
|---|---|
| Late 2020 | A Strategic Plan was started with consultant support |
| May 2021 | Kirk DeJesus was appointed as the new Port Director |
| Late 2021 | Strategic Plan draft did not align with the Port's needs, and the Port Director shut down the project |
| Mid 2022 | Leadership shifted to making critical internal changes focusing on organizational restructuring |
| Late 2023 | The Port Director led the development of the Port's Vision, Mission, and Core Values with support from Deputy and Division Directors |
| April 2024 | **Board approved Mission, Vision, and Core Values** The Port leadership team formulated a draft of the Mission, Vision, and Core Values, which was initially presented to the Ad Hoc Committee on March 4, 2024. A virtual meeting on March 25, 2024, was followed by a presentation to the Commission on March 28, 2024, and final approval was issued by the Board on April 15, 2024. |
| Aug 2024 | The Port sourced new consultant support for the development of the Strategic Plan Framework |
| Sept 2024 | The Port Director and the new consultant team (Path Strategy LLC) facilitated a kick off meeting and updated the Ad Hoc Committee with a plan to move the project forward with a focus on improving internal alignment and ensuring accountability for implementation |
| Oct 2024 | Fourteen one-on-one interviews were conducted with the Port Executive Leadership team and Board Commissioners |
| Nov 2024 | Workshop #1: Developing Strategic Priorities & Focus Areas |
| Jan 2025 | Workshop #2: Defining Priority Focus Areas |
| Feb 2025 | Workshop #3 Developing Strategic Objectives |
| Mar 2025 | Workshop #4 Developing SMART Goals |
| Mar 2025 | Completion of Strategic Plan Framework. Begin Internal Action Plan development |

# Timeline:
# Framework + Action Plan




# Process

## Data Collection

To ensure the Strategic Plan was firmly grounded in data, a comprehensive evaluation process was conducted. This data collection process involved:

**Consultant-led interviews** with Executive Leadership and Board members to gather insights on priorities, challenges, and opportunities.

**A SWOT Analysis** to identify the Port's strengths, weaknesses, opportunities, and threats, helping leadership leverage competitive advantages and address vulnerabilities.

**A Force Field Analysis**, which allowed Executive Leadership to evaluate key driving and restraining forces influencing the Port's ability to achieve its long-term Vision.

# Current Landscape

## Key Insights & Market Context

**Economic Impact**

The Stockton Port District is one of the 12 deepwater ports in California, and specializes in dry and liquid bulk cargo. It generates over **$1.6 billion** in economic activity and supports **over 10,000 jobs**, reinforcing its role as a regional economic engine for the California Central Valley.

**4th**
**busiest Port in the state** by Maritime Cargo Tonnage

**2,000**
**operational acres** with room to grow

**10,077**
**jobs** provided

**$2.91 Billion** in tenant capital investment with **over 2,000 associated jobs**

**125+**
**tenants**

**$1.6B total impacts plus related impacts** supported in the region annually

**Growth & Capacity**

Increasing cargo volumes and evolving market demands require strategic infrastructure investments to maintain **efficiency** and **competitiveness**.

**3.7M** metric tons of **cargo** handled in 2024

**256**
**vessel calls** in 2024

**7M**
square feet of **covered storage**

**75** miles of **track**

**46,864**
**railcars** recieved in 2024

**#1**
**Dedicated bulk/break-bulk port** in California

**40%**
of cargo handling equipment are **zero-emission** – the highest percentage of any port in the country

**6**
**major connecting railroads, highways** and a **river** make moving cargo ideal

**12,000**
lineal feet of **dock space**

**Regulatory & Environmental Factors**

Compliance with state and federal sustainability mandates is shaping future operational strategies, emphasizing the need for **proactive investment** in green infrastructure.

**2,260**
**baby owls** have hatched through our barn owl nest box program

**95%+**
of the **fertilizer used to grow central valley crops** comes through the Port

**$630M**
**total personal income/local consumption** annually

**1M**
cubic yards of dredge material **beneficially reused over the past 10 years**

*(ranging from habitat creation to grade separations and construction projects)*

**Fiscal Sustainability**

The Port's commitment to fiscal responsibility ensures that resources are allocated efficiently to sustain **long-term growth**.

**2nd**
California port to be **Green Marine certified**

**$77.7M**
generated in **state & local taxes** annually

# Strategic Framework Summary

**6** Core Values | **4** Priority Focus Areas | **10** Strategic Objectives

## Vision

Our vision at the Stockton Port District is to be a dynamic economic catalyst for the region, and a sustainable hub of growth and innovation. We envision a thriving Port where global commerce and opportunity intersect. Through community partnerships, environmental initiatives, and financial transparency, we aim to ensure a prosperous future for all stakeholders.

## Mission

The Stockton Port District connects local and regional economies with global markets by providing world-class port infrastructure and services, and creating opportunities that foster economic development and job growth.

## Core Values

**Integrity**
We conduct ourselves with the highest level of honesty, transparency, and ethical standards.

**Accountability**
We are responsible for our actions, behaviors, performance, and decisions.

**Safety**
We value the safety and well-being of our employees, customers, and the community.

**Sustainability**
We operate in a manner that protects the environment and reduces the Port's environmental impact.

**Collaboration**
We work in partnership with our employees, customers, and community fostering trust, open communication, and respect.

**Positive Culture**
We support our team through a positive work environment, by encouraging staff development and growth, and promoting communication, inclusion, and creativity.

## Priority Focus Areas

| Operational Efficiency | Fiscal Sustainability | Stakeholder Engagement | Infrastructure |
|---|---|---|---|
| Optimize processes through collaborative planning & innovation | Ensure long-term economic viability through the strategic allocation of resources | Incorporate Core Values to promote transformative internal & external partnerships | Upgrade infrastructure to support evolving market demands and business needs |

## Strategic Objectives

| Operational Efficiency | Fiscal Sustainability | Stakeholder Engagement | Infrastructure |
|---|---|---|---|
| Leverage innovative technology | Implement a long range financial plan | Implement core values | Modernize aging infrastructure |
| Continuous process improvements | | Foster consistent transparent communication | Continuously assess capacity |
| Develop District-wide plans | | Enhance alignment and support | Proactive infrastructure maintenance strategy |

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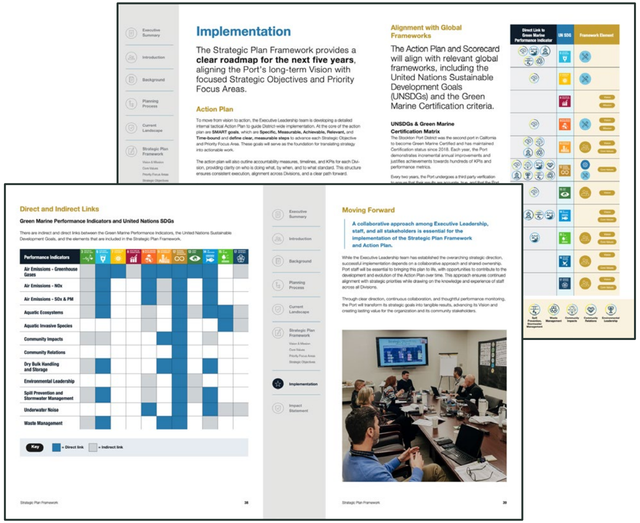
# Moving From Vision to Action

## Implementation (page 36-39)

- Action Plan
- Scorecard
- Alignment between:
  - Strategic Framework
  - Global Frameworks
    - Green Marine
    - UN SDGs



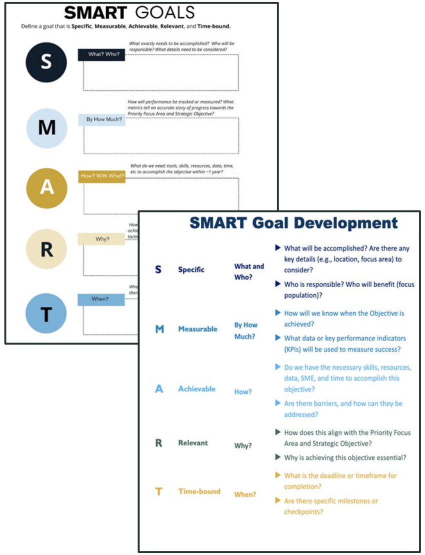
# Action Plan Components

## Clear, Achievable Goals, Metrics, & Accountability

- **SMART Goals** – Clear, actionable, and measurable goals that align with strategic priorities.
- **Key Steps or Tactics** – Specific actions needed to achieve each SMART goal. Focus on 1st Step.
- **Accountability** – Lead Division, workgroup, or individual responsible for execution and oversight.
- **Resources** – Tools, data, subject matter experts (SMEs), or other essential resources needed for success.
- **Key Performance Indicators (KPIs) & Alignment** – Metrics to measure progress and impact, including areas of overlap with **Green Marine** or other existing reporting mechanisms (e.g., numerical tracking, benchmarks).
- **Timeline & Milestones** – Key deadlines, progress checkpoints, and expected completion dates.
- **Scorecard** – To measure annual progress towards long-term objectives and priorities.

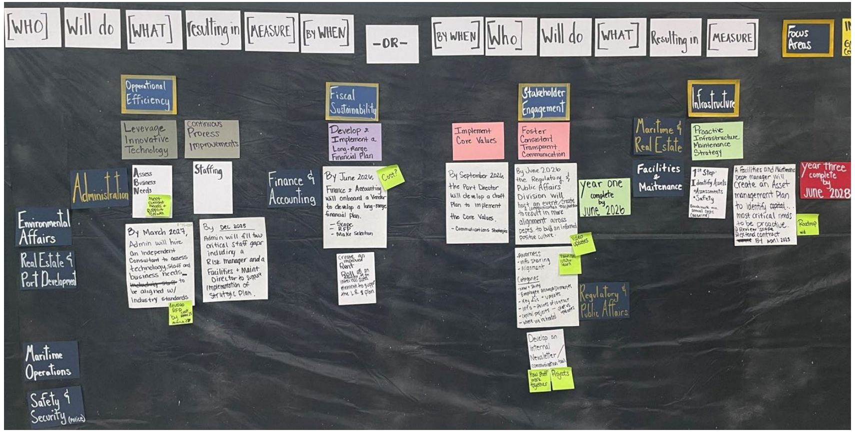
# SMART GOALS: From Strategy to Action

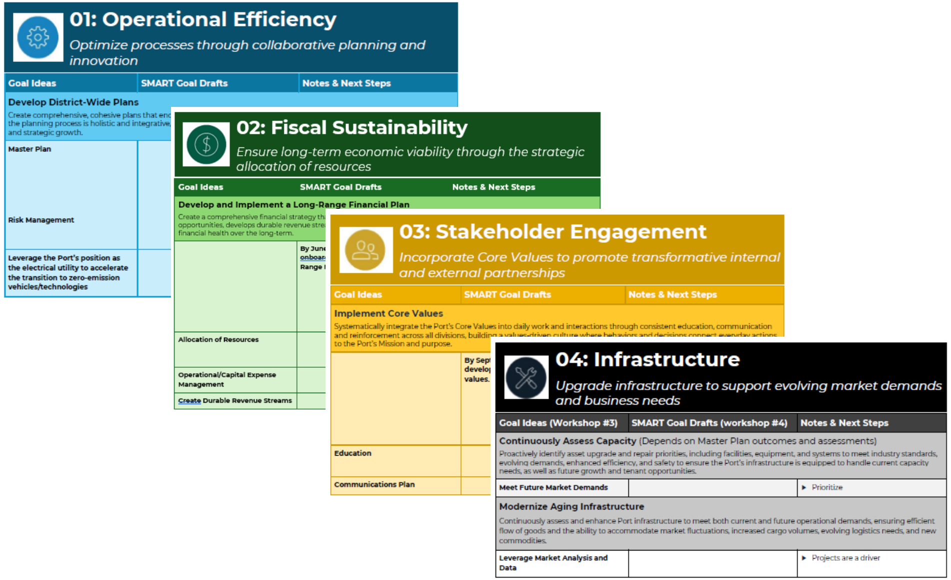
| | |
|---|---|
| **S**pecific | Clearly define what you want to achieve. |
| **M**easurable | Establish criteria to track progress and determine success. |
| **A**chievable | Set a goal that is realistic and attainable. |
| **R**elevant | Ensure goals align with broader objectives & priorities. |
| **T**ime-bound | Set a deadline or timeframe for achieving the goal. |



# Inside the Process

## Shifting from Brainstorming, to Plan Development



# Plan Development

## Creating an Actionable Roadmap

**In-Progress**

### 01: Operational Efficiency

*Optimize processes through collaborative planning and innovation*

| Goal Ideas | SMART Goal Drafts | Key Action Steps | Lead | Resources | KPIs | Timeline |
|---|---|---|---|---|---|---|

### 02: Fiscal Sustainability

*Ensure long-term economic viability through the strategic allocation of resources*

| Goal Ideas | SMART Goal Drafts | Key Action Steps | Lead | Resources | KPIs | Timeline |
|---|---|---|---|---|---|---|

### 03: Stakeholder Engagement

*Incorporate Core Values to promote transformative internal and external partnerships*

| Goal Ideas | SMART Goal Drafts | Key Action Steps | Lead | Resources | KPIs | Timeline |
|---|---|---|---|---|---|---|

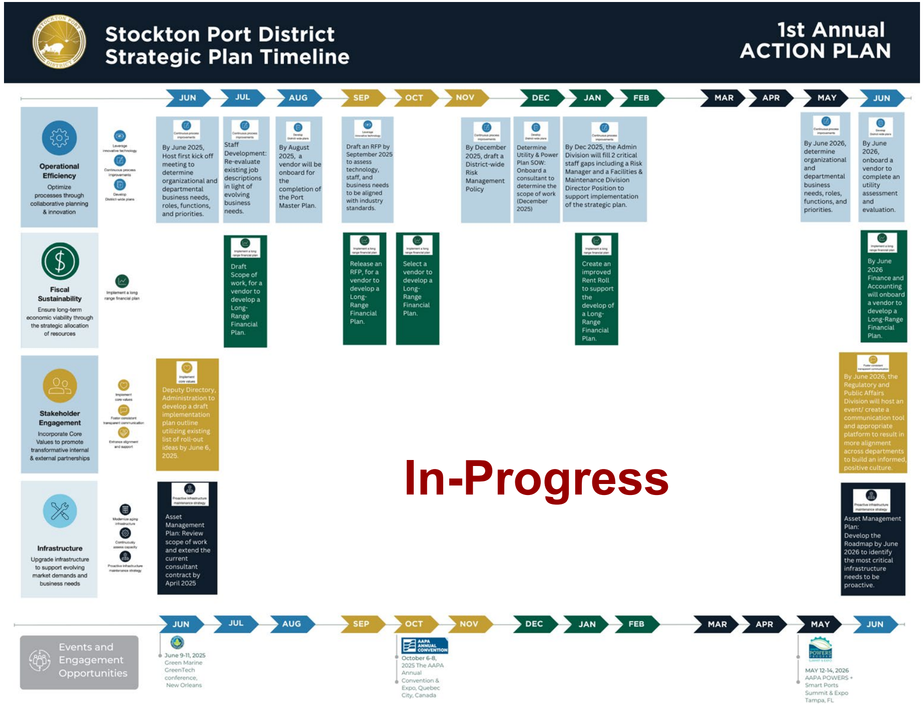
### 04: Infrastructure

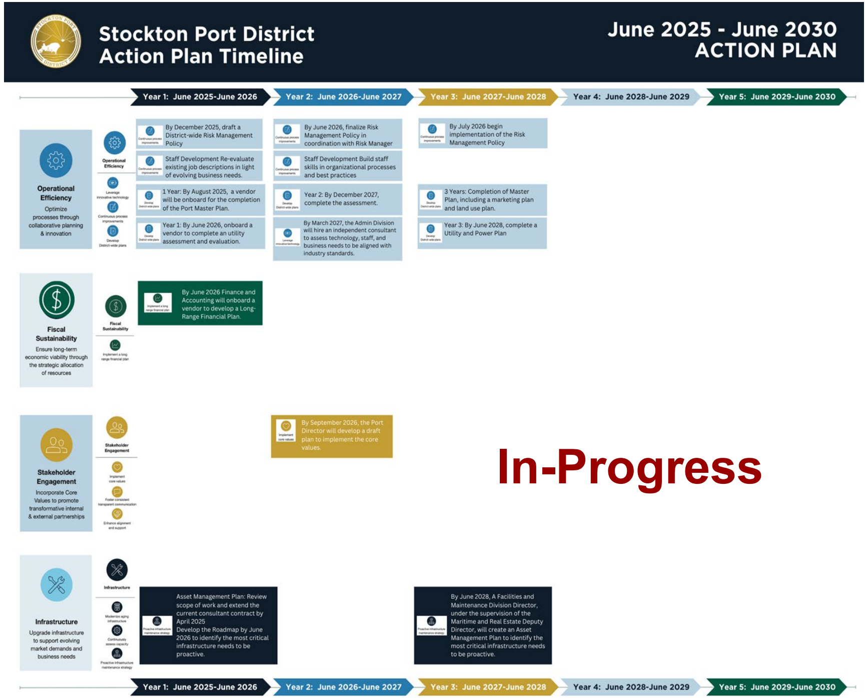
*Upgrade infrastructure to support evolving market demands and business needs*

| Goal Ideas | SMART Goal Drafts | Key Action Steps | Lead | Resources | KPIs | Timeline |
|---|---|---|---|---|---|---|

# DRAFT Action Plan Timeline

## Initial SMART Goal Distribution

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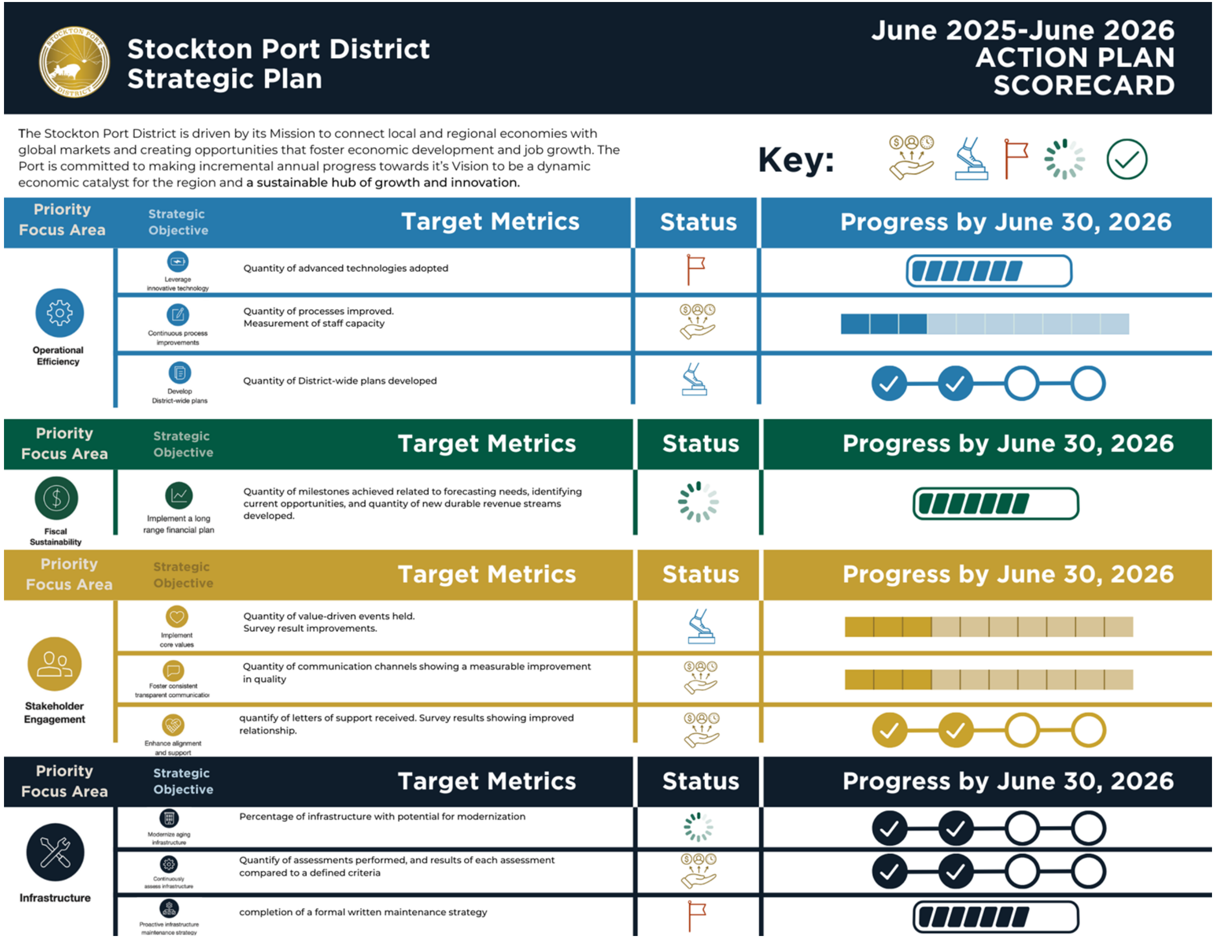
# DRAFT

# On Deck: Develop a Scorecard

## Track Annual Progress Towards Long-Term Objectives & Measure KPI Performance Metrics




In-Progress

# Path Forward

## High-Level Overview of Next Steps

**SMART Goal Development**

**Finalize SMART Goals and KPIs**

**Develop Draft Action Plan and Score Card**

**Finalize Action Plan and Conclude Strategic Plan Project**

**March-April**

**April-May**

**May-June**

**By June 30, 2025**

# Questions?

PATH

*Strategies to move forward*

Shannon Arnold • *President*

916.532.4025 shannon@pathstrategy.io www.pathstrategy.io

April 7, 2025

# Electric Utility Operations & Maintenance Services Contract

# Previous Board Action

- Resolution #8365, approved February 21, 2023
- Awarded Master Professional Services Agreement to Bockmon & Woody Electric Co., Inc.
- Initial amount: $1,461,133.47

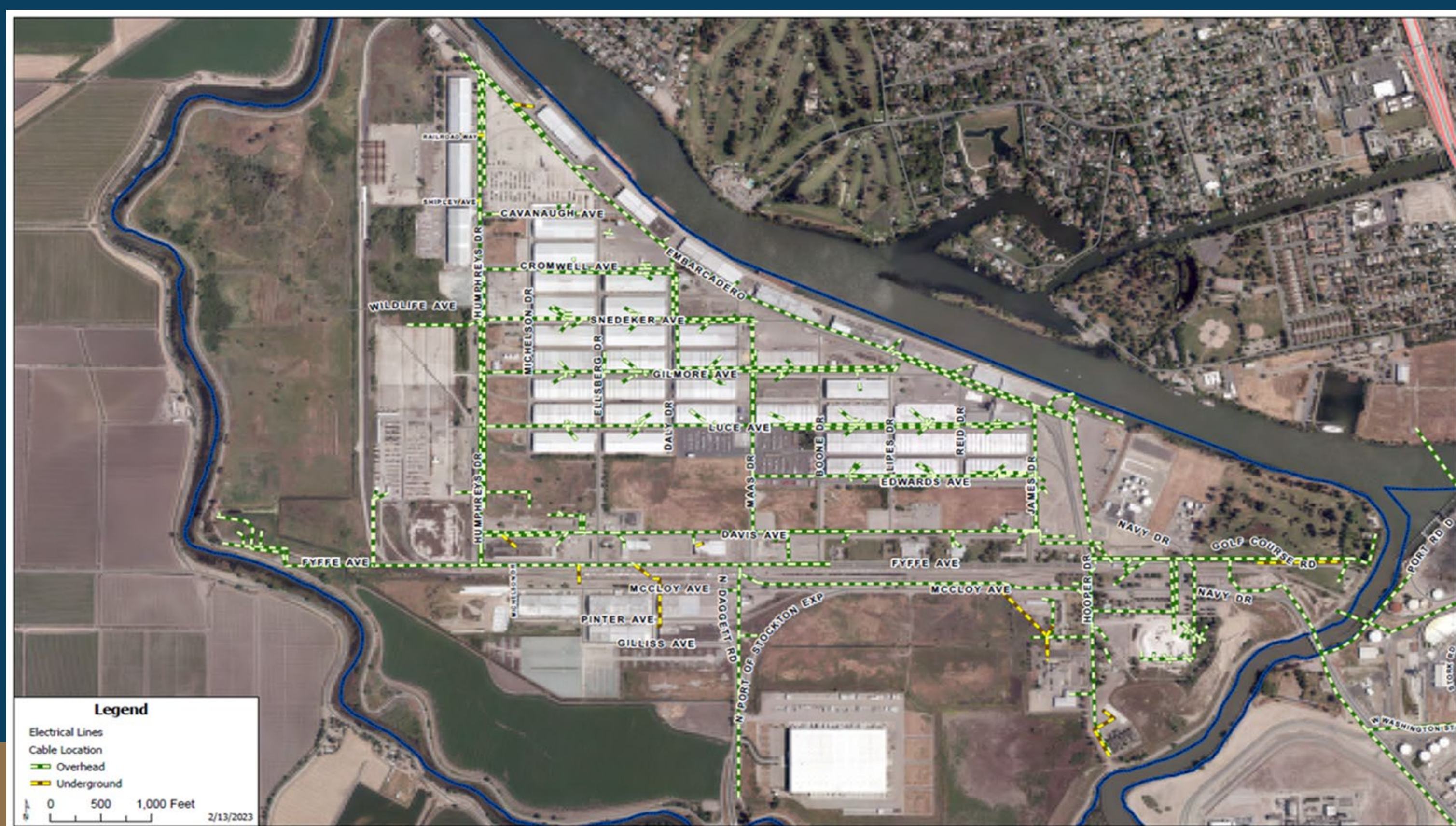
•Extend the term to March 23, 2026.
•Total contract amount: **$1,610,899.66**.

# Requested Action

- Authorize Port Director to execute the final one-year extension of the agreement
- Extend the term to March 23, 2026
- Total contract amount: **$1,610,899.66**

# Overview

- Port's West Complex electrical utility services provided by Port-owned 12KV distribution system
- 65 tenants and various Port systems rely on the service
- Supplied by PGE substation (60KV service)



# Proposed Services

- Routine operations and maintenance; work after the meter
- Key personnel: Foreman, Lineman, Electricians, etc.
- Vehicles and equipment: Boom trucks, line trucks, trailers
- Procurement assistance for major materials

| Contract Cost Structure | | | |
|---|---|---|---|
| | Category | Yr 3, 2025-26 Cost | % of Contract |
| 1 | Annual Base Support Charge | $331,557.89 | 21% |
| 2 | Estimated Annual Labor Cost over Bases | $1,053,760.38 | 65% |
| 3 | Estimated Annual Vehicle and Office Costs | $225,581.39 | 14% |
| | Total | $1,610,899.66 | |

# Contract Performance: Years 1 & 2

| Contract Budget Performance | | | |
|---|---|---|---|
| Contract Year | Contract Budget | Actual Expense | Variance |
| Year 1, 2023-24 | $1,461,133.47 | $788,484.88 | $672,648.59 |
| Year 2, 2024-25 | $1,534,190.14 | $980,841.33 | $553,348.81 |

# Financing and Staff Recommendation

**Financing**

FY2024-25 adopted budget includes appropriation for this contract term. Staff proposes that the Port pay for this project using the Port general fund: $1,610,899.66

**Staff Recommendation**

Authorize the Port Director execute the final one-year extension option of the agreement, extending the term to March 23, 2026, with a total amount not to exceed $1,610,899.66