

Attachment 2:
MSA Statement(s) of Work

EXHIBIT A

STATEMENT OF WORK AND PRICING

CompuWave, Inc

CompuWave, Inc, acting as a reseller for the following named software publishers:

Adobe Systems – licenses for document editing

Bluebeam Software

Box Software – document storage, sign documents electronically, interactive and collaborative document sharing

Cisco Meraki

Hewlett Packard Enterprise

Jamf Software

Microsoft Corp

Trellix Corp

Veeam Corporation

VMWare – Workload platform with cloud benefits, capacity optimization and planning.

CompuWave offers pricing to the county of Santa Barbara for software licenses from these manufacturers.

Pricing sheets for common items will be included with this offer, but our offering is not limited to these items or referenced manufacturers.

Software products offered can be new license, subscription license, or annual software support based on the agency needs, and will be priced at current rate at time of request, which may also include pro-rated cost of items mid-term of software agreement.

CompuWave, Inc
 1884 Eastman Ave
 Suite 111
 Ventura, California 93003
 United States
 www.compuwave.com
 (P) 805-650-8808
 (F) 805-650-8561

Quotation (Open)

Quote # : 95731 1 rev of 1
 Modified Date: Jan 16, 2023 02:26 PM PST
 Expiration Date: 02/15/2023
 Description: None

Sales Associates

Preparer: Rudolph, Scott
 E-mail: srudolph@compuwave.com
 Phone: (805)650-8808 ext. 119
 Account Manager: Sales, CompuWave
 E-mail: msolis@compuwave.com

The Products & Services You've Requested!

#	Description	Part #	Tax	Qty	Unit Price	Total
1	Acrobat Pro DC for enterprise, Enterprise Licensing Subs	65271309BC09A12	No	1	\$72.00	\$72.00
	Note: 1 year subscription for VIP accounts established prior to 6/30/2022					
2	Adobe Acrobat Pro for enterprise Subscription New - 1 user - GOV - LGA - level 9 (10000+) - net new Acrobat Pro customers only - Win, Mac - Multi North American Language	65324113BC09A12	No	1	\$99.00	\$99.00
	Note: 1 year subscription for VIP accounts established after to 7/1/2022					
3	Bluebeam Revu - Basic - New User - Annual Subscription	SUBCM0001-N	No	1	\$237.00	\$237.00
4	501-1000 Ent Licenses Annual Box, Inc. - Ent1000 Start Date: 10/31/2023 End Date: 10/30/2024 Note: EID# 217596	ENT1000	No	750	\$194.00	\$145,500.00
5	HPE Integrated Lights-Out Advanced License + 3 Years 24x7 Support - 1 server - for ProLiant DL160 Gen10, DL20 Gen10, DL580 Gen9, DX360 Gen10, ML30 Gen10, XL290n Gen10	BD505A	Yes	1	\$220.00	\$220.00
6	JAMF PRO Subscription license renewal (1 year) - 1 device - hosted - volume, commercial - 50-249 licenses - IOS	1002020201	No	155	\$40.00	\$6,200.00
7	JAMF PRO with Jamf Cloud for IOS Subscription license (annual) - 1 device - hosted - volume, commercial - 50-249 licenses - IOS	1001020201	No	45	\$40.00	\$1,800.00
8	Azure prepayment - US Gov	JSU-00001	No	2	\$1,215.00	\$2,430.00
9	O365 G1 GCC Sub Per User	U4S-00002	No	24	\$86.00	\$2,064.00
10	Microsoft Office 365 (Plan G3) Subscription license (1) - 1 user - hosted - GOV - EA Subscription, Government Community Cloud - All Languages	AAA-11894	No	1	\$239.00	\$239.00
11	McAfee MVISION Standard Subscription license (1 year) + 1 Year Business Software Support - volume, GHE - level C (1001-2000)	MV1ECE-AA-CI	No	1255	\$23.25	\$29,178.75
12	McAfee Gold Business Support Technical support - for McAfee MOVE Anti-Virus for Virtual Servers - 1 OS instance - GHE - Associate - level C (51-100) - phone consulting - 1 year - 24x7 Note: 3/3/2023 3/2/2024	MOVYCM-AT-CI	No	75	\$26.50	\$1,987.50

#	Description	Part #	Tax	Qty	Unit Price	Total
13	McAfee Gold Business Support Technical support - for McAfee Data Center Security Suite for Database - 1 node - GHE - Associate - level A (5-25) - phone consulting - 1 year - 24x7 Note: 3/3/2023 3/2/2024	DCDYCM-AA-AI	No	24	\$729.00	\$17,496.00
14	McAfee Gold Business Support Technical support - for McAfee MOVE Anti-Virus for Virtual Desktops - 1 node - GHE - Protect Plus - level D (101-250) - phone consulting - 1 year - 24x7 Note: 3/3/2023 3/2/2024	MOVYFM-AA-DI	No	250	\$7.75	\$1,937.50
15	Veeam 24/7 Uplift Technical support - for Veeam Backup & Replication Enterprise Plus for VMware - 1 socket - phone consulting - 1 month - 24x7	V-VBRPLS-VS-P024M-00	No	32	\$13.00	\$416.00
16	Veeam Premium Support Technical support (renewal) - for Veeam Backup & Replication Enterprise Plus for VMware - 1 socket - includes 24/7 uplift - phone consulting - 1 year - 24x7	V-VBRPLS-VS-POPAPAR-00	No	8	\$825.00	\$6,600.00
17	Veeam Backup & Replication Universal License Upfront Billing License (renewal) (1 year) + Production Support - 10 instances - public sector - includes Enterprise Plus Edition features	P-VBRVUL-0I-SU1AR-00	No	2	\$1,055.00	\$2,110.00
18	Veeam Premium Support Technical support (renewal) - for Veeam Backup & Replication Enterprise for VMware - 1 socket - includes 24/7 uplift - phone consulting - 1 year - 24x7	V-VBRENT-VS-POPAPAR-00	No	20	\$560.00	\$11,200.00
19	VMware Support and Subscription Basic Technical support - for VMware Workspace ONE Standard - 1 device - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VA-WOS-A-D-G-SSS-C	No	50	\$15.00	\$750.00
20	VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Plus Acceleration Kit (v. 4.x) - 8 processors - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VS4-ENT-PL-AK-G-SSS-C	No	1	\$5,799.00	\$5,799.00
21	VMware Support and Subscription Basic Technical support - for VMware vCenter Server Foundation for vSphere (v. 7) - up to 4 hosts (per instance) - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VCS7-FND-G-SSS-C	No	1	\$549.00	\$549.00
22	VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VS7-ENT-G-SSS-C	No	12	\$609.00	\$7,308.00
23	VMware Support and Subscription Basic Technical support - for VMware vCenter Server Standard for vSphere (v. 7) - 1 instance - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VCS7-STD-G-SSS-C	No	1	\$1,265.00	\$1,265.00
24	VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Plus Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VS7-EPL-G-SSS-C	No	12	\$739.00	\$8,868.00
25	VMware Support and Subscription Basic Technical support - for VMware vSphere Standard Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours	VS7-STD-G-SSS-C	No	16	\$265.00	\$4,240.00

Terms and Conditions

All returns must be accompanied by original invoice and authorized RMA number

EXHIBIT A-1
STATEMENT OF WORK
CEO's Office



This Statement of Work (the “Agreement”) is between the Change Agents Training LLC (“Contractor”) and the Santa Barbara County (“County”), effective 7/1/2023.

This statement of work is not binding or enforceable until signed by both County and Contractor.

Prepared for: Santa Barbara County CEO's Office	Submitted by: Contractor: Brian Elms CEO Change Agents Training LLC
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1. Scope of Work

The County seeks to continue building an innovation and performance initiative by utilizing the Change Agents Training proven innovation and performance improvement methodology designed specifically for governments, known as The Innovation Academy. Using the Innovation Academy approach draws on industry best practices, leverages process improvement and empowers employees to make meaningful and impactful change throughout the government. In this academy, the Contractor will teach teams the “See It, Say It, Solve It” methodology to tackle their current service delivery challenges.

In an effort to introduce the innovation mindset in the County organization, leaders would like their team members to gain experience in working through innovation and performance improvement projects, and delivering workshops. In addition, County leadership wants to learn more about how other governments developed, support and sustain the Innovation Academy to drive measurable improvements and efficiencies throughout government.

2. Project Leader

Brian Elms, CEO of Change Agents Training will lead this project. Brian is an innovation and performance initiative expert who helped found the Denver Peak Academy, a nationally recognized employee led process improvement program that saved \$25 million for the City and County of Denver (13,000+ FTEs) that included process improvement workshops and mentor programs. He holds certificates in Lean, Six Sigma, and Change Management, and has published a book on the topic of innovation and process improvement in government (Peak Performance, Governing Books, 2016). Brian has more than 15 years of experience working in government at both the state and municipal levels. He is an AmeriCorps alumni, former Policy Director for the Pennsylvania Department of Aging, Legislative Specialist for AARP, and Government Relations Director for Denver International Airport. Brian currently serves as an Urban Leadership Fellow at the University of Nevada at Las Vegas (UNLV).

3. Deliverables

a. Advanced Innovation “Black Belt” Training: \$2,500/session plus \$1,250/participant (4 sessions)

Delivering value to your customers is a challenge with many services. Change & Innovation Agency will train employees in the innovation tools and methodology employed around the country to help them solve customer problems on demand and without waste. (Classes are modeled after Denver Peak Academy). Training will be held remotely, including synchronous workshops and one-on-one meetings held via video meeting platform and self-paced learning via an online portal.

This portion of the project will deliver hands-on, intensive training by:

1. Conducting four workshops each year in each workshop where participants will learn techniques on how to see problems in their workspace and techniques to solve those problems. The tools will focus on the innovation methodology, “See It, Say It, Solve It”.
 - a. Sessions can accommodate up to 30 employees per session
 - b. No session will be held for fewer than 4 participants, unless otherwise agreed to by the County
2. Focusing on how to deliver value to the customer on demand and without waste by helping employees identify their customers in each part of a process.
3. Teaching five skills to “See” a problem and five skills to “Solve” a problem.
4. Discussing the “widgets” (services) each team makes and helping them understand where value is captured.
5. Identifying how to get feedback from their customers.

b. “Green Belt” training: \$3,000/session \$54,000 (18 sessions)

To allow more employees to be exposed to the concepts and practices involved in improving government performance, employees will be invited to a four-hour “Green Belt” training session. Training will be held remotely, including synchronous workshops

held via video meeting platform and self-paced learning via an online portal. Project Lead will:

1. Conduct up to two four-hour workshops per calendar month, at a rate of \$3,000 per session. And can accommodate two sessions per day for up to 30 employees per session.
 - a. No sessions will be held in the month of December, and no more than one session per month will be held in the months of June, July or August.
 - b. No sessions will be held for fewer than 6 participants, unless otherwise agreed to by the County
2. Work with the County to solidify the curriculum of the four-hour workshops for the use of in-house trainers for future years as noted in paragraph c. and d.
3. Each participant will receive a Peak Performance Book at the beginning of the training.

If agreed to by both parties, other, similar trainings may be conducted at this rate.

c. Leadership Certificate Program (LCP) (1.5 day session; 25 participants): \$15,000/session

The County will hold a Leadership Certificate Program that will include a day and a half training in process improvement and innovation lead by the Contractor. Employees will participate in more than 10 hours of hands-on classroom activities and support. Participants will gain more knowledge and skills to increase the continuous improvement and innovation culture for the County.

Contractor will:

1. Provide a 1 ½ days of training on Innovation Academy techniques and approaches to enhance the expertise of emerging leaders within the organization.
2. Participants will learn three to four skills on how to “See” challenges and how to approach “Solving” problems.
3. Participants will learn how to talk about challenges using the “Say” technique that includes the MEAT (Money, Errors, Amount and Time) of each service.

d. Facilitation Training \$12,000/session, \$20,000 for first session

To prepare County employees who excelled in the Advanced Innovation “Black Belt” training workshops to facilitate complex process improvement projects under the InnovateSBC Facilitation Program, the Contractor will create and provide a Facilitation Training.

The first training will be held in person and filmed for future trainings curriculum. Future trainings will be held remotely, including synchronous workshops held via video meeting platform and self-paced learning via an online portal. Project Lead will:

1. Develop the course and curriculum for a Facilitation Training.
2. Conduct trainings where participants will learn techniques on how to facilitate a complex process improvement project, regarding a process that spans beyond any single individual's sphere of control.
 - a. Sessions can accommodate up to 20 employees per session (12 or fewer

recommended)

- b. No session will be held for fewer than 4 participants, unless otherwise agreed to by the County
3. Support a Rapid Improvement Event style experiment with the training participants.
4. Coach employees to be able to lead and support trainings and improvement events.
5. Develop standard work and desk aids to support facilitators moving through events and trainings.
6. Enable the participants to work through a larger scale project that will require some project management and leadership skills.

Additional support for process improvement projects led by these Facilitation trained employees can be requested at the hourly rate for Expert Consultation (3.f. below)

e. Innovation Workshops: \$10,000/workshop (max 4 workshops) Workshops and research and technical assistance

Upon request by the County, Contractor will conduct online or hybrid intensive workshops for the County's employees in the innovation tools and methodology utilized by governments around the country.

During the workshop, employees will:

1. Learn techniques on how to see problems in their workspace and techniques to solve those problems. The tools will focus on the innovation methodology, "See It, Say It, Solve It."
2. Explore how to deliver value to the customer on demand and without waste. The Contractor will focus on the understanding of delivering meaningful services to the customer by helping employees identify their customers in each part of a process.
3. Learn two skills to See a problem and two skills to Solve a problem.
4. Participants in each workshop will be asked to take the Innovate SBC "Green Belt" Course prior to coming to a workshop.

Upon completion of the workshops, attendees will leave with tools and a new-found confidence that will energize and empower them to begin innovating and seeking opportunities for performance improvement in their jobs

f. Expert Consultation: not to exceed \$10,000

While working through Innovation Academy and at County's discretion, the Contractor will provide County with its expertise in change management, innovation, and process improvement to help:

1. Support employees.
2. Coach employees with ways to attack a problem in the service design.

3. Assist in ways to facilitate change initiatives and creation of ROI.
4. Identify ideas and best practices.
5. Support employees and leadership with counsel and expertise in performance programs.
6. Help County transition leadership and staff in an enhanced direction.

Through this Agreement, Brian Elms will be available to provide counsel by video, email and phone. If agreed to by both parties, Brian Elms may also provide counsel in-person. Consulting is provided at \$400 per hour.

g. Optional Services

If the County should elect to conduct their own trainings for Advanced Innovation Training (a), Green Belt (b) or both, they shall have access to the online coursework for a fixed annual fee.

Advanced Innovation Training: \$30,000 per year, unlimited access
Green Belt: \$30,000 per year, unlimited access

Both: \$60,000 per year, unlimited access

These fees shall only be charged upon the written request by the County to use this option for a specified calendar year and if the Contractor is not hosting any sessions of the specified training type in that calendar year. If the County requests the use of this option but also to have the Contractor host one or more sessions of the specified training type in a calendar year, then the annual fee will be renegotiated based on the number of sessions hosted by the Contractor that year.

Payment Schedule:

The Contractor will invoice the County once for the full amount of the engagement upon completion of each month. The Contractor requests reimbursement via ACH.

4. Travel and Project Expenses:

In the case where travel is agreed upon by both Contractor and the County, the County will reimburse the Contractor at the GSA rate for travel expenses. Any additional non-travel expenses, that were agreed upon by both the Contractor and the County, will be reimbursed at exact cost upon submittal by the Contractor. All reimbursement shall be subject to review and approval in accordance with the County's applicable reimbursement policies.

5. Confidentiality and Intellectual Property:

As experts in the field of government performance and innovation, the Contractor requests the following be placed in all of our contracts. Brian Elms is the author of original works and require the following Intellectual Property and Confidentiality agreements.

a. CONFIDENTIALITY

Any confidential information provided to the CONTRACTOR from COUNTY shall be kept confidential and shall not be made available to any individual or organization by CONTRACTOR without the prior writing approval of COUNTY. COUNTY also agrees that during CONTRACTOR's performance of the Agreement, CONTRACTOR may disclose Confidential Information to COUNTY. Confidential Information provided by CONTRACTOR to COUNTY will include written materials, proprietary methodologies, project Management and other tools, deliverable examples, procedures, processes, protocols, routines, business methods, techniques, solution models, templates, general purpose consulting and software tools, utilities and routines, end-user materials, formulas, algorithms, techniques, security procedures, designs, concepts, inventions, source or object codes, developments, programs and databases. COUNTY will exercise all reasonable care to preserve and protect the CONTRACTOR's Confidential Information from an unauthorized access, use disclosure or theft. For purposes of this Agreement, "reasonable care" shall be at least the same level of care and discretion that is used by the receiving party to protect the trade secrets of other Confidential Information of the receiving party.

b. INTELLECTUAL PROPERTY

It is hereby understood that this Agreement reflects a contractual relationship. COUNTY owns all rights to title and interest in material that it provides to CONTRACTOR, if any, to carry out the Work under this Agreement, including but not limited to content, graphics and other visuals, music, photos, design elements, source code, and other work that has gone into creation of and desired use of the Work. All materials developed by CONTRACTOR for the Work under the Agreement shall be made available to COUNTY for the training and only for COUNTY's use internally for further internal COUNTY's trainings, but COUNTY agrees that COUNTY will not reproduce in any way or save any materials developed by CONTRACTOR under this Agreement without CONTRACTOR's written permission. COUNTY further has no right or license to use or disclose materials from the training except as otherwise allowed in this Agreement. Notwithstanding the aforementioned provisions, CONTRACTOR shall retain ownership of its preexisting work, materials and proprietary technologies ("CONTRACTOR Property"). CONTRACTOR Property may include written works, proprietary methodologies, project management and other tools, deliverable examples, procedures, processes, business methods, techniques, solution modules, templates and general-purpose consulting and software tools. In addition, CONTRACTOR retains full ownership of the written materials from training.

c. WORK PRODUCT OWNERSHIP

The CONTRACTOR will submit its work product to the COUNTY in accordance with the terms of the SCOPE of WORK. Any and all work product submitted by the CONTRACTOR to the COUNTY as part of the CONTRACTOR's performance of the Scope of Work will be the exclusive property of the CONTRACTOR, provided, however, that the CONTRACTOR hereby grants the COUNTY as permanent, irrevocable license to and reproduce copies of the CONTRACTOR's work product for the COUNTY's internal use and reproduce copies of the CONTRACTOR's work product for the COUNTY's internal use with COUNTY's employees. The COUNTY's license does not allow disclosure by the COUNTY beyond that expressly referenced herein and no sale of the work product by the COUNTY.

EXHIBIT A-2

GENERAL STATEMENT OF WORK



Change Agents Training

1. Deliverables

a. Advanced Innovation Training: \$2,000/employee

Delivering value to your customers is a challenge with many services. Change & Innovation Agency will train employees in the innovation tools and methodology employed around the country to help them solve customer problems on demand and without waste. (Classes are modeled after Denver Peak Academy)

This portion of the project will deliver hands-on, intensive training by:

1. Conducting four workshops each year in each workshop where participants will learn techniques on how to see problems in their work space and techniques to solve those problems. The tools will focus on the innovation methodology, "See It, Say It, Solve It".
2. Focusing on how to deliver value to the customer on demand and without waste by helping employees identify their customers in each part of a process.
3. Teaching five skills to "See" a problem and five skills to "Solve" a problem.
4. Discussing the "widgets" (services) each team makes and helping them understand where value is captured.
5. Identifying how to get feedback from their customers.

b. "Green Belt" training: \$3,000/session

1. To allow more employees to be exposed to the concepts and practices involved in improving government performance, employees will be invited to a four-hour "Green Belt" training session. Project Lead will:
2. Conduct two four-hour workshops every other month for the first year at a rate of \$4,000 per session. And can accommodate two sessions per day for up to 30 employees per session.
3. Work with the Client to solidify the curriculum of the four-hour workshops for the use of in-house trainers for future years as noted in paragraph c. and d.

c. Leadership Certificate Program (LCP) (1.5-day session; 25 participants): \$15,000/session

The Client will hold a Leadership Certificate Program that will include a day and a half training in process improvement and innovation lead by the Contractor. Employees will participate in more than 10 hours of hands on classroom activities and support. Participants will gain more knowledge and skills to increase the continuous improvement and innovation culture for the Client.

Contractor will:

1. Provide a 1 ½ days of training on Innovation Academy techniques and approaches to enhance the expertise of emerging leaders within the organization.
2. Participants will learn three to four skills on how to “See” challenges and how to approach “Solving” problems.
3. Participants will learn how to talk about challenges using the “Say” technique that includes the MEAT (Money, Errors, Amount and Time) of each service.

d. Train the Trainers: \$12,000

In an effort to create a sustainable training program, Contractor will provide the trainings referenced above with the help and support of individuals who are identified by the client as potential trainers. After completing the Innovation Academy, Client managers and leaders will select from the group of participants to attend one full day of “Train the Trainers” to learn how to train employees on innovation techniques. These individuals must have attended one of the four day training workshops and will run a future training with Contractor watching and coaching.

Through this Agreement, Contractor will be available to provide guidance and direction by email and phone. The proposed consulting fee can also accommodate two trips to onsite locations for in-person meetings, trainings and brainstorming activities. Contractor will:

1. Provide a full day of training on the “Train the Trainers” on Innovation Academy techniques and approaches to prepare the selected trainers for running their own innovation and change programs.
2. Advise on innovation, performance and change initiatives.
3. Support employees and leadership with counsel and expertise in innovation programs.

**e. Innovation Workshops: \$10,000/workshop
Workshops and research and technical assistance**

Contractor will conduct multiple online intensive workshops for the Client’s employees in the innovation tools and methodology utilized by governments around the country.

During the workshop, employees will:

1. Learn techniques on how to see problems in their work space and techniques to solve those problems. The tools will focus on the innovation methodology, “See It, Say It, Solve It.”
2. Explore how to deliver value to the customer on demand and without waste. The Contractor will focus on the understanding of delivering meaningful services to the customer by helping employees identify their customers in each part of a process.
3. Learn two skills to See a problem and two skills to Solve a problem.
4. Participants in each workshop will be asked to take the Innovate SBC Academy Course prior to coming to a workshop,

The Client has identified several service deliveries and processes to workshop. Those services include but are not limited to the following:

1. Employees will find measurable ways to reduce the cost of transactions and service.
2. Team members will be asked to perform new ways of conducting business in an attempt to provide better services around the most requested service in the City.
3. Participants will be asked to come up with Standard Work Documents, Checklists, SOPs and process documentations.
4. Employees will be asked to organize workflow, equipment, trucks and office space.
5. Team members will lead innovation and changes through the entire process.

Upon completion of the workshop's attendees will leave with tools and a new-found confidence that will energize and empower them to begin innovating and seeking opportunities for performance improvement in their jobs

f. Expert Consultation: not to exceed \$10,000

While working through Innovation Academy and at Client's discretion, the Contractor will provide Client with its expertise in change management, innovation, and process improvement to help:

1. Support employees.
2. Coach employees with ways to attack a problem in the service design.
3. Assist in ways to facilitate change initiatives and creation of ROI.
4. Identify ideas and best practices.
5. Support employees and leadership with counsel and expertise in performance programs.
6. Help Client transition leadership and staff in an enhanced direction.



Exhibit A-1
STATEMENT OF WORK
IT Dept

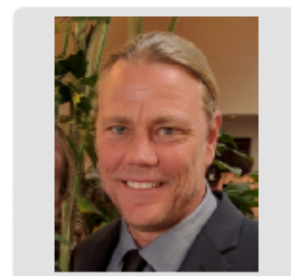
Quote #EE023435

Prepared For

County of Santa Barbara
 Virginia Butterfield
 123 E Anapamu St
 Santa Barbara, CA 93101-2025
 v.butterfield@co.santa-barbara.ca.us

Prepared By

Eric Engmyr
 Phone: 805-692-6700
 Email: eengmyr@ciosolutions.com



Services	Price	Qty	Extended
Professional Services Hourly Labor Rate Network Engineer L2 Basic Implementation and Troubleshooting	\$170.00	1	\$170.00
Professional Services Daily Labor Rate Network Engineer L2 Basic Implementation and Troubleshooting	\$1,000.00	1	\$1,000.00
Professional Services Hourly Labor Rate Network Engineer L3 System Admin - Design and Advanced Troubleshooting	\$185.00	1	\$185.00
Professional Services Daily Labor Rate Network Engineer L3 System Admin - Design and Advanced Troubleshooting	\$1,144.00	1	\$1,144.00
Professional Services Hourly Labor Rate Help Desk Troubleshooting	\$165.00	1	\$165.00
Professional Services Daily Labor Rate Help Desk Troubleshooting	\$1,000.00	1	\$1,000.00
Professional Services Hourly Labor Rate Miscellaneous	\$175.00	1	\$175.00
Professional Services Daily Labor Rate Miscellaneous	\$1,144.00	1	\$1,144.00
Services Subtotal			\$4,983.00

Recap	Amount
Services	\$4,983.00
Total	\$4,983.00



Exhibit A-2
General Scope of
Work and Rates

Quote #EE026941

Prepared For

County of Santa Barbara
Virginia Butterfield
105 East Anapamu St.
Santa Barbara, CA 93101
v.butterfield@co.santa-barbara.ca.us

Prepared By

Eric Engmyr
Phone: 805-692-6700
Email: eengmyr@ciosolutions.com



Services	Price	Qty	Extended
Professional Services Hourly Labor Rate Discounted Rate (8:30AM to 5:30PM) Time and Materials Estimate Description of Services Infrastructure Engineering – Implement and support technologies that include Azure AD, M365, Security Products, printer services, Active Directory Infrastructure Operations – Day to day operations of select systems including Microsoft Endpoint Configuration Manger, Microsoft 365, Active Directory Incident responses – evaluate and resolve issues submitted by IT professionals around the County. Customer Outreach – Work with departments on select projects and technology upgrades. Create documentation, disseminate information in various information sharing forums. Mentoring and cross training – work with junior ICT and departmental IT staff to cross train and coach in the use of ICT supported systems.	\$185.00	1	\$185.00
Services Subtotal			\$185.00

Recap		Amount
	Services	\$185.00
	Total	\$185.00

CIO Solutions
RATE SHEET

Billing rates for all time and material projects
outside of the service agreement

Professional Services

Standard Rate

Regular business hours <i>07:30 to 17:30</i>	\$205.00 / hour
After hours*	30% above

Definition:

- All other work not described in Advanced Rate Definition

Advanced Rate

Regular business hours <i>07:30 to 17:30</i>	\$250.00 / hour
After hours*	30% above

Definition:

- VPNs
- L2 Redundancy configurations (Dual homing servers, (R)STP, EAPS, etc.) Advanced Thin Client (i.e. Citrix)
- Enterprise Wireless (Controller-based, Point-to-point, External antennas, and mounting, External authentication)
- Internet Service Provider (i.e. public IP address, DNS) moves, adds, or changes
- Multi-site phone system setup involving WAN connectivity and/or QoS implementation
- Enterprise Storage – iSCSI, CIFS, NFS (Network Appliance, Equallogic)
- Advanced Virtualization (i.e. VMWare ESX, HyperV)
- L3 Switching/Dynamic Routing (RIP, OSPF, BGP)/Load Balancing
- Disaster Recovery
- WAN/MAN design
- Security Consultation
- Virtual CIO Consultation
- Data Recovery

CIO Solutions RATE SHEET

Billing rates for all time and material projects
outside of the service agreement

All On-Site Services

- Incur a 1 hour minimum
- Billed in 15-minute increments thereafter (rounded up)

All Remote Services

- Billed in 15-minute increments (rounded up)

*All After-Hours Services (Onsite or Remote)

- Incur a 1-hour minimum
- Billed in 15-minute increments thereafter (rounded up)
- After-Hours Rate: 30% above the rate set by your agreement

Travel & Related Expenses

- Airfare & lodging
- Actual expenses
 - + \$30.00 per diem

24x7 Emergency Support Options

Annual 24x7 agreement Quote upon request.
(Monthly fee + applicable after-hours rate)

Rate negotiated by infrastructure requirements.

Impromptu on-call After-hours rates, 1-hour minimum
Dependent upon service professional availability

Call (805) 692-6709 and follow prompts for after-hours service

EXHIBIT A
STATEMENT OF WORK AND RATES



(805) 964-8835

COASTAL COPY, INC.

Fax: (805) 964-4030

March 23, 2023

County of Santa Barbara
105 East Anapamu
Santa Barbara, CA 93101

Comprehensive Service Supply Agreement for FY23/24

Includes:

All Service Calls
All Parts
All Labor
All Travel
All Supplies except Paper unless noted.
All Staples
All Toner
All Drums
Free Delivery of all Supplies
Firmware updates
Remote monitoring
Automatic Toner Delivery

Billing:

Base Billed Monthly in Advance
Usage Billed Monthly in Arrears

Extended Life Costs:

When equipment is kept in service beyond 5 years additional maintenance costs are incurred: After 60 months of service an Additional Maintenance Cost of \$10 per month is added to Base After 120 months of service an Additional Maintenance Cost of \$25 per month is added to Base

All Prices / Payments Subject to Local Tax

849 Ward Drive, Santa Barbara, CA 93111 • Toll Free: (800) 995-8835 www.coastalcopy.com

EXHIBIT A
SCOPE OF WORK AND RATES

COASTAL TREE SERVICE

P.O. Box 2489, Santa Maria, CA. 93457 / Tel: (805) 937-7817 / Fax: (805) 937-7305

Trimming - Topping - Removing - Stump Grinding - Pruning - Hauling - Chipping

STATE LIC. NO. 697163 d ,1-9, CITY LIC. NO. 11235. \WE ARE FULLY INSURED

Date: 4/18/23

Coastal Tree Service pays the prevailing wages to our employee as:

- According to DIR SC-102-X-20-2022-2
 1. Senior Tree Climber: \$33.72
 2. Tree Trimmer: \$31.52
 3. Ground person: \$29.73
 4. Emergency we charge time and half rate, Sundays we charge double time rate.

Hours and Rates: Minimum charge is 4 hours

- Normal hours: 8 am to 4 pm
- After hours: Time and a half
- Weekend hours: 8 am to 4 pm – time and a half; Sunday double time rate
- Emergency: Time and a half. Defined as inspecting the job within 30 mins of call, and proceeding with the job depends on its location

Our services include:

- Tree maintenance
- Tree pruning
- Tree removal
- Stump grinding
- Tree planting
- Tree Cabling
- Emergencies
- Brush, Debris and Chipping
- Arborist Consulting

Our equipment includes:

- Chippers
- Stump grinders (various sizes)
- Bucket Trucks
- Skit Steer
- Disposal Truck
- Other vehicles and smaller equipment's to perform the duties.
- 2x fully equipped crews.

EXHIBIT A-1

GENERAL STATEMENT OF WORK for Consortium Media Services - FY 2023/2024

CONTRACTOR will provide the following for SB County Departments/ Agencies including Public Health, CFS, IHSS, Behavioral Wellness and others TBD:

1. Media content creation. CONTRACTOR will be planning, performing and finishing set goals and marketing task as defined per contract / or campaign, ensuring that projects are completed on time and within scope. CM will use a wide range of different skills, strategies, tools and methods in order to meet the goals and requirements of each project. This includes development of custom localized messaging and educational materials. Local content will be interwoven with media content provided by the SB Agency Departments.
2. Community Education and Outreach. Education Outreach is designed to deepen information and understanding of the health risks or topics per department. Creative and social media content will continue to center around Santa Barbara Public Health's and additional departments mission to advance, support and deliver information and resources across a broad spectrum of various age, ethnic and economically diverse demographic groups, with a focus on Santa Barbara and North County. Messaging will be delivered equitably in English and Spanish across all channels.
3. Media Planning and Reporting. Campaigns will be planned in conjunction with the Santa Barbara County Agency outreach campaigns. Each flight will have a recommended, researched, culturally sensitive media plan. CONTRACTOR will provide social media co-management and posting for Facebook, Instagram and You Tube, as well as plan and schedule radio ads with three local stations. CONTRACTOR will provide quarterly content and ad reports to highlight overall results, engagement, tasks completed, and ongoing recommendations.
4. Campaign Goals:
 - A. To reach and impact an appropriate targeted audience through content and campaign creation through organic and paid social advertising.
 - B. Increase community awareness, education, and engagement by developing strong positive information, stats and education for the Santa Barbara community.
5. Deliverables:
 - i) **Media — Radio and Legacy Media**: Provide radio flights on mix of English and Spanish language radio stations to reach across a broad spectrum of various age, ethnic and economically diverse demographic groups with a focus on Santa Barbara and North County targeting. Digital Ads such as E-Blasts and Radio station Social Media Platforms are included.

Mix of English and Spanish language radio stations will be researched and recommended to reach across a broad spectrum of various age, ethnic and economically diverse demographic groups in Santa Barbara County with a focus on North County targeting:

- KRQK La Ley 100.3,

- KIDI La Buena 105.1,
- KPAT The Beat 95.7. Santa Barbara:
- KSBL K-Lite 101.7FM
- KIST Radio Bronco 107.7FM
- KTMS News Talk 990AM
- KTYD 99.9FM
- KJEE 92.9 Modern Rock

- ii) **Media – TV, Theater Ads, Billboards/ OOH:** As more and more consumers cut the cord and migrate over to non-ad supported streaming services, advertisers are looking to Cinema as an alternative premium video option that delivers to the younger side of the demo and reach cord-cutters, ad-skippers, and streamers at scale. It is impactful, engaging, and truly unique when you consider seeing your creative up on a 50-foot screen with the sights and sounds in movie theaters. In addition, TV, OTT ads Billboards and Out of Home media are additional marketing channels that are reviewed for each plan for targeting audiences.
- iii) **Media – Print Marketing:** Postcards, Business Cards, Posters, Direct Mailers, Brochures. Includes printing are available to meet each department's marketing and outreach goals.
- iv) **GeoAlgo**
 - (1) CM uses a proprietary social media approach to identify, reach and layer media impressions in the social media landscape. Each plan includes a Social Media ad budget to help geo target messaging and lifestyle sorted ads on Facebook and Instagram. Boosted posts to promote custom creative content up to 2 Social Media Platforms. May add on additional SM ad manager platforms (I.e Pinterest, LinkedIn, Twitter)
- v) **PPC Adwords and SEO Management** - Pay-per-Click Ads planning, management and monitoring, as well as Search Engine Optimization are available for reaching audiences with set goals.
- vi) **Public Relations Retainer** Our highly experienced PR team takes your brand to market with creative coverage and key exposure. We go beyond traditional PR techniques and move your brand while making sure your message is spot-on, consistent, and powerful.
- vii) **Account Management** - Designated hours for general admin, client meetings and internal meetings, billing and campaign vendor management hours. Final report will highlight overall campaign results, tasks completed, and ongoing recommendations for increased engagement.
- viii) **Media Planning:** Campaigns will be planned (English and Spanish language) in conjunction with outreach campaigns. Each flight will have a recommended, researched, culturally sensitive media plan.
- ix) **Sprout Social:** Sprout Social is a social media planning, scheduling, monitoring and reporting tool for Facebook and Instagram.
- x) **Social Media Retainer:** CONTRACTOR will provide social media co-management and posting for Facebook, Instagram and You Tube to provide informational images, texts and videos.
 - (1) CONTRACTOR will post digital ads developed with a minimum of 8 posts per month on multiple information channels including local Facebook and Instagram social media channels.
 - (2) Hours dedicated to custom content development and rich post library for social media editorial calendars, time to post, manage and generate reports for campaigns.
 - (3) Messaging: Assist in the creation of clear, effective, and engaging content and visuals, using stat approved content for the education awareness outreach messaging
 - (4) Schedule & track posts. Reporting as needed.

- xi) **Creative / Design** - Our creativity is at the heart of what we do but it is our ability to weld it into a powerful plan that drives us and gets results for you. Logo Design, Corporate Identity, Marketing Materials, Brand Development
- xii) **Web Development Support and Retainer + Web Licenses Costs:** Designate design budget to support development of specifically curated custom creative to enhance localized messaging and education materials, including, digital ads, social media posts and graphics, e blast graphics, web landing page development and graphics as well as Web Hosting, licensing and other software fees.
- xiii) **Video Production/Photography:** Build library of videos; Filming, Directing, Producing Pre and postproduction of 4 to 6 short format new videos, editing and final output for use. Custom Photography to match the campaign. Provide stock photos as needed.
- xiv) **Alignments and Partnerships** - Charity and Non- Profit Alignments; Community Organizations, Business Partnerships

Santa Barbara County Agency Marketing and Outreach

Compensation – 2023 Budget Outline:

Below is a suggested plan/ rates for year one. Average rate: \$150 /hour

Media Channels / Activity	Hours	Total
Deliverable: Branding: Assist the County in developing a comprehensive brand identity for Departments/ Agencies including Public Health, CFS, IHSS, Behavioral Wellness and others TBD		
• Branding / Strategic Marketing	100	\$15,000
• Brand identity Creative	40	\$6,000
• Copy/Content – development of content for social media, potential tag line, inclusive and varied looks within brand for various tasks so they are instantly recognizable for their target audience.	100	\$15,000
• Education outreach Toolkits for Departments in 2 languages	63	\$9,400
• Additional design as requested: POP materials (postcards, posters) brochures # tbd estimated as needed for focus items	63	\$9,400
• CM+ThoughtShift – The future of brand identity messaging for education and outreach. A 3 – 5-year outlook with forward-viewed information, target market approach, and additional brand development.	40	\$6,000
Subtotal Deliverable Branding		\$60,800
Deliverable: Community Outreach – Develop an outreach campaign utilizing an array of marketing, public relations, and community outreach practices to reach key audiences.		
• events = Includes sponsorship, attendance, materials, scripting	50	\$ 7,500
• Newsletters/ Blogs / Content development	93	\$14,000
Subtotal Community Outreach		\$21,500
Deliverable: Marketing		
• Radio and other media campaigns to build and align the education outreach and awareness amplified by PR, Community Outreach and social media for key audiences. Spanish, English, Mixteco		\$55,000
• Digital ads/ print – YouTube, SB News Press, PPC and other digital advertising delivering targeted impressions		\$22,000
• Local News Papers and Publications - Print ads		\$10,000
Subtotal Deliverable Marketing		\$87,000
Deliverable: Video Production: Create custom videos for education outreach for local community programs		
• Producing / Directing	50	\$7,500
• Writing/ Scripting / Planning/ coordination/meetings	100	\$15,000
• Filming / Editing	75	\$11,250
• Photography		\$10,750
Subtotal Video Development		\$44,500

Media Channels / Activity	Hours	Total
Deliverable: Branding: Assist the County in developing a comprehensive brand identity for Departments/ Agencies including Public Health, CFS, IHSS, Behavioral Wellness and others TBD		
• Branding / Strategic Marketing	100	\$15,000
• Brand identity Creative	40	\$6,000
• Copy/Content – development of content for social media, potential tag line, inclusive and varied looks within brand for various tasks so they are instantly recognizable for their target audience.	100	\$15,000
• Education outreach Toolkits for Departments in 2 languages	63	\$9,400
• Additional design as requested: POP materials (postcards, posters) brochures # tbd estimated as needed for focus items	63	\$9,400
• CM+ThoughtShift – The future of brand identity messaging for education and outreach. A 3 – 5-year outlook with forward-viewed information, target market approach, and additional brand development.	40	\$6,000
Subtotal Deliverable Branding		\$60,800
Deliverable: Community Outreach – Develop an outreach campaign utilizing an array of marketing, public relations, and community outreach practices to reach key audiences.		
• events = Includes sponsorship, attendance, materials, scripting	50	\$ 7,500
• Newsletters/ Blogs / Content development	93	\$14,000
Subtotal Community Outreach		\$21,500
Deliverable: Marketing		
• Radio and other media campaigns to build and align the education outreach and awareness amplified by PR, Community Outreach and social media for key audiences. Spanish, English, Mixteco		\$55,000
• Digital ads/ print – YouTube, SB News Press, PPC and other digital advertising delivering targeted impressions		\$22,000
• Local News Papers and Publications - Print ads		\$10,000
Subtotal Deliverable Marketing		\$87,000
Deliverable: Video Production: Create custom videos for education outreach for local community programs		
• Producing / Directing	50	\$7,500
• Writing/ Scripting / Planning/ coordination/meetings	100	\$15,000
• Filming / Editing	75	\$11,250
• Photography		\$10,750
Subtotal Video Development		\$44,500
Deliverable: Outreach Campaign Develop an outreach campaign utilizing an array of marketing, public relations, and community outreach practices to reach key audiences.		

<ul style="list-style-type: none"> • Public Relations – key stories that develop under an understanding of how SB County agencies / departments will be assisting the local community. 8 newsworthy “story” Press Releases + 3 event briefs, subject development, Talking Points, also includes target media list research, copy, content development, subject matter expert input, client approval process, press outreach, interview schedules, and photo ops. 	75	\$11,250
Social Media platforms – Organic and CM+GeoAlgo , CM’s proprietary, singular innovation in social media support to reach deep into geographic, demographic, and lifestyle sort target client populations.		
<ul style="list-style-type: none"> • Content creation 12 months organic social-, CM+GeoAlgo campaigns 	386	\$58,500
<ul style="list-style-type: none"> • Hard cost: CM+GeoAlgo digital ads @ \$2000 x 40 outreaches 		\$80,500
Subtotal Outreach Campaign		\$139,000
Deliverable: Website Development /Maintenance/Updates Work with agencies to create landing pages, websites and a plan to maintain and update specific microsites or program website pages.		
<ul style="list-style-type: none"> • Website development and maintenance 	150	\$22,500
Deliverable: Theatre ads/ Billboards / OOH /OTT TV		
		\$20,000
Deliverable: Translation		
<ul style="list-style-type: none"> • Spanish and English languages – expert translation hard costs 		\$10,000
Deliverable: Account Mgt /Meetings / Media Planning		
Agency meetings for planning and marketing discussions for education outreach plans	200	\$30,000
Deliverable: Creative / Design		
Multi Agency -Graphic Design services for all outreach campaigns	200	\$30,000
Deliverable: Performance and Reporting Measures CM+ Reporting: another CM innovation is our deep and comprehensive reports showing website visits, demographics, social media results, overall brand growth through trackable digital mediums, radio impressions, earned media or (PAE value), and other results.		
<ul style="list-style-type: none"> • in depth Quarterly CM+Reports / monthly updates for Liaison 	75	\$11,250
<ul style="list-style-type: none"> • Annual Report with marketing results data for program report submissions 	30	\$4,500
Subtotal Performance & Reporting Measures		\$19,500

EXHIBIT A-2

STATEMENT OF WORK

Consortium Media Services

Public Health Department

For Santa Barbara Public Health Cannabis Education Program

Dated: April 18, 2023

Timeline: July 1, 2023 – June 30, 2024

The following Scope of Work (SOW) is to provide public relations and social media outreach for Santa Barbara County Public Health Department Cannabis Education Program.

Campaign Goals:

- Focus marketing efforts in the North County area of SBC with a goal for increased diversification in content and population outreach.
- Update content focus with alignment with “Mind over Marijuana” campaign and “memories” creative.
- Continue to build upon the Let’s Talk Cannabis - “My Best Life” custom. local Education Outreach campaign to deepen information and understanding of the health risks of Cannabis use among youth. Center creative and social media content around Santa Barbara Public Health’s mission to advance, support and deliver information and resources for the Cannabis Education Program.
- Increase community awareness, education, and engagement by developing strong positive information, stats and education for youth Cannabis prevention and education for the Santa Barbara community.
- Increase community awareness, education, around cannabis use of pregnant or breastfeeding mothers, education around secondhand cannabis smoke and dangers to pregnant and breastfeeding populations.
- Increased focus on pregnant/breastfeeding (P/B) population.

Deliverables:

- CM will implement targeted and localized creative research and customized content outreach messaging, delivered through multiple information channels including Local Facebook and Instagram social media channels.
- CM will provide social media co-management and posting for: Facebook, and Instagram, TikTok ad series with content from the new Mind Over Marijuana library.
- CM will provide quarterly content and ad reports to highlight overall results, engagement, tasks completed, and ongoing recommendations for increased success.
- CM will work with County experts on developing updated materials and outreach messaging for pregnant and breastfeeding populations on dangers of cannabis and secondhand cannabis smoke. Including posts, graphics, possible brochures or info sheets, website content and presentations as needed.
- Legacy Media – Radio: \$11,000 Advertising Budget
 - Mix of English and Spanish language radio stations will be researched and recommended to reach across a broad spectrum of various age, ethnic and economically diverse demographic groups in Santa Barbara County with a focus on North County.

North County targeting:

- KRQK La Ley 100.3,
- KIDI La Buena 105.1,
- KPAT The Beat 95.7.

Santa Barbara:

- KIST Radio Bronco 107.7FM
- KTYD 99.9FM
- KJEE 92.9 Modern Rock

- Media Planning: \$750 Budget
 - Campaigns will be planned (English and Spanish language) in conjunction with SBPHD's outreach campaigns. Each flight will have a recommended, researched, culturally sensitive media plan.
- Geo/Algo, YouTube Ads and Boosted posts, Video ads: \$11,200 Advertising Budget
 - Social Media ad budget to help geo target messaging and lifestyle sorted ads on TikTok, FB and Instagram.
 - Boosted posts to promote custom creative content
- Sprout Social: \$2,040 Budget
 - Sprout Social is a social media planning, scheduling, monitoring and reporting tool. Facebook, Instagram.
- Social Media Retainer: \$10,260 (68.4 hours)
 - Hours dedicated to custom content development and rich post library for social media editorial calendars, time to post, manage and generate reports for campaigns.
 - Messaging: Assist in the creation of clear, effective, and engaging content and visuals, using stat-approved content for the education awareness outreach messaging
 - Schedule & track posts. Reporting as needed
- Creative/ Graphic Design Support Retainer: \$8,250 (33 hours)
 - Designate design budget to support the development of specifically curated custom creative to enhance localized messaging and education materials, including, digital ads, social media posts and graphics, e blast graphics, additional video graphics, content writing, script writing and string outs, web graphics.
- Admin /Marketing Retainer: \$14,800 (32 hours)
 - Designated hours for general admin, strategic management of all marketing pillars, client meetings and internal meetings.
 - Collaboration and Partnerships: work with community partners or Colleges for education outreach opportunities.

BUDGET RECAP

Legacy Media Radio	\$ 11,000	
Media Planning	\$750	
Digital Ad Budget:	\$ 11,200	
Sprout Social	\$2,040	
Social Media Retainer Budget:	\$ 10,260	
Creative / Design Budget:	\$4,950	
Admin/ Client Meetings/Support	\$4,800	
Total Budget:		\$45,000

EXHIBIT A-3
STATEMENT OF WORK
Consortium Media Services
Social Services
Foster Care Outreach Campaign FY 2023-2024

I. CONTRACTOR:

THIS AGREEMENT (hereafter Agreement) is made by and between the COUNTY of Santa Barbara, a political subdivision of the State of California (hereafter COUNTY) and Consortium Media Public Relations (hereafter CONTRACTOR) wherein CONTRACTOR agrees to provide and COUNTY agrees to accept the services specified herein.

II. PURPOSE/TERM:

The purpose of this contract is to develop and maintain a consistent brand for Santa Barbara County's Child Welfare Services (CWS). The CONTRACTOR is a brand developing agency, which utilizes multi layered media relations, web development, brand creative design and communications strategy to create a collaborative approach to help increase the amount of loving, safe homes for children in foster care. The plan will also aid in CWS' goal of creating a very high-level, positive brand internally and to the community at large. Through the CONTRACTOR'S recommendations and strategizes an impactful, targeted public awareness campaign will be developed and employed to increase recruitment numbers through education and social justice campaigns.

CONTRACTOR shall commence performance on July 1, 2023 and end performance upon completion, but no later than June 30, 2024 unless otherwise directed by the COUNTY or unless earlier terminated. After the initial contract period, unless terminated by either party, this Agreement shall be renewed on an annual basis (July through June). If terms and conditions change, a revised Statement of Work will be written.

III. BACKGROUND:

The scope of services is to include:

- Public Education, Marketing and Media Relations - Develop Public Education Awareness materials to reshape public opinion of foster care through media outreach in both English and Spanish including PSAs, radio, print, press, web, video, PowerPoint Presentations and social media.
- Partnerships and Promotions – Effectively maintain and enhance foster care brand within Santa Barbara County through partnerships with businesses, faith communities, schools and private and public sectors.
- Press Relations – Develop press opportunities and outreach to local media throughout the calendar year to engage media in foster care awareness and related issues. Work with social services staff and partners to secure speaking engagements and public education and outreach opportunities.
- Web and Social Media Integration – Effectively enhance and maintain Santa Barbara County

Department of Social Services website and social media outreach with relevant content, recruitment efforts and educational outreach strategies.

- Collateral Materials – Provide strategic content and design for brand collateral material and provide print management of materials.

IV. DESIGNATED REPRESENTATIVES/NOTICES:

Changes in designated representatives shall be made only after advance written notice to the other party. Any notice or consent required or permitted to be given under this Agreement shall be given to the respective parties in writing, by first class mail, postage prepaid, or otherwise delivered as follows:

To COUNTY: **Marianne Reagan**, Operations Manager, Department of Social Services, 234 Camino del Remedio, CA 93110; (805) 681-4529

To CONTRACTOR: **Denise Bean-White**, CEO, Consortium Media Public Relations, 4572 Telephone Road, Suite 913, Ventura, CA 93003; (805) 654-1564

or at such other address or to such other person that the parties may from time to time designate. Notices and consents under this section, which are sent by mail, shall be deemed to be received five (5) days following their deposit in the U.S. mail.

1. Assignment- You will not assign any of your rights nor transfer any of your obligations under this Contract without prior written consent, and any attempt to so assign or so transfer without such consent shall be void and without legal effect and shall constitute grounds for termination.

V. DUTIES AND RESPONSIBILITIES:

- **CONTRACTOR shall** provide services as detailed:

- A. Maintain and update OurCounty.OurKids. website to be current with resource family recruitment, retention, and support programs and information. Continue social media integration with relevant content, recruitment efforts and outreach strategies.
- B. Develop press releases for outreach to local media for resource family related events throughout the year. Attend events as needed to assist with and coordinate media coverage. Follow up with local media as needed after events.
- C. Continue to increase public education and awareness to reshape public opinion of foster care through media outreach in both English and Spanish including PSAs, radio, print, press, web, video, PowerPoint presentations and social media.
- D. Meet with county staff as needed to refine campaign direction and strategies and review materials.
- E. Design and develop collateral materials for recruitment and retention events as needed.
- F. Develop press opportunities and outreach and associated materials for other Santa Barbara County Department of Social Services events as needed.

- **COUNTY shall:**

Maintain adequate contact and communication to aid in the facilitation of this contract goal.

VI. FISCAL

The total maximum amount for this contract shall not exceed \$25,000.00.

- A. CONTRACTOR shall provide an itemized invoice to the COUNTY.
- B. Monthly, CONTRACTOR shall submit an invoice or certified claim on the County Treasury for the service performed by the 10th of the month following the service month. Submit invoices to: Chris Yuen, CWS Cost Analyst at cyuen2@countyofsb.org and Veronica Romero, CWS Fiscal Financial Office Professional at vromer@countyofsb.org. These invoices or certified claims must cite the assigned Contract Number. COUNTY REPRESENTATIVE shall evaluate the quality of the service performed and if found to be satisfactory shall initiate payment processing. COUNTY shall pay invoices or claims for satisfactory work within 30 days of presentation.
- C. COUNTY's failure to discover or object to any unsatisfactory work or billings prior to payment will not constitute a waiver of COUNTY's right to require CONTRACTOR to correct such work or billings or seek any other legal remedy.
- D. Nonappropriation of Funds. Notwithstanding any other provision of this Agreement, in the event that no funds or insufficient funds are appropriated or budgeted by federal, state or COUNTY governments, or funds are not otherwise available for payments in the fiscal year(s) covered by the term of this Agreement, then COUNTY will notify CONTRACTOR of such occurrence and COUNTY may terminate or suspend this Agreement in whole or in part, with or without a prior notice period. Subsequent to termination of this Agreement under this provision, COUNTY shall have no obligation to make payments with regard to the remainder of the term.

In the event that funds have been appropriated or budgeted, CONTRACTOR understands that monies paid to CONTRACTOR by COUNTY are derived from federal, state or local sources, including local taxes, and are subject to curtailment, reduction, or cancellation by government agencies or sources beyond the control of COUNTY. COUNTY shall have the right to terminate this Agreement in the event that such curtailment, reduction, or cancellation occurs.

**EXHIBIT A-4
STATEMENT OF WORK**

**Consortium Media Services
Social Services
Public Outreach and Information Campaign
(extended: July 2023 to June 2024)**

This public outreach campaign will work to educate both North and South Santa Barbara County on potential caregivers available for IHSS recipients who are at risk of out of home placement. The largest portion of the funding will be spent on developing a set of messaging that will find all types of caregivers to bring them into In-Home Supportive Services Public Authority where they can be trained and set up with the hours of their choice and inspired to help our aging population with the in-home needs. Education for this program will be done first.

2023/24 IHSS will continue to use local English and Spanish radio to benefit understanding and awareness through both Spanish and English language radio in both Santa Maria (Spanish language) and Santa Barbara, Spanish and English radio.

Other deliverables will be:

- Creative – design and messaging, research, photographic choice, banners, flyers and postcards.
- Account management – Invoicing, prepping, designing and negotiation for the outreach plan & strategy. Account Management also includes press brief and outreach, CM+Report.

Here are the months projected for Budget:

October:	Outreach	Radio
November:	Outreach	Radio
January	Outreach	Radio

COSTS:

Development of creative assets	8 hours @ \$150	\$1200
Printing	\$450	\$450
Account Management - Includes (1) Press Release	10 hours @ \$150	\$1500
Radio – Three months (Total of Six weeks of flight); RADIO 1 Anglo station	Oct Nov Jan	\$4350
LEVEL TWO – April 2023 to June 2024		\$7,500

EXHIBIT A-5
STATEMENT OF WORK
Public Health Department

For Santa Barbara Public Health STD Awareness Program
Timeline: July 1, 2023 – June 30, 2024

The following Scope of Work (SOW) is to provide marketing services, microsite and social media outreach for Santa Barbara County Public Health STD Education Program.

Campaign Goals:

- Development of strategic social media outreach campaign including posts on Instagram and Facebook with boosted Facebook ads supporting the SBPH County-outreach to educate the community on STD awareness, testing and prevention.
- CM+PR will develop and implement monthly Facebook ads and post boosts to support outreach efforts and content engagement amongst existing and potential providers, stakeholders and community members.
- Ad campaign goals will focus on increased traffic to the informational STD microsite, information outreach management, and education awareness on STDs and testing information. Removing the stigma of getting informed and tested.
- Messaging: We will assist in the creation of clear, effective and engaging copy and visuals for the education outreach messaging.
- Budgets: We will work within outlined budgets to determine the most cost-effective budgets and campaigns.
- Develop 2 radio flights on local radio stations, and possible interview opportunities supporting the STD testing information Communications Plan.
- Post a minimum of 10 posts per month on a variety of Public Health /STD education that are pertinent to the community.
- Utilize 2 to 5 existing STD education creative for, digital, radio, print advertising ads developed by partner organizations or other state and federal agencies about STD education outreach – such as “Take me Home” testing campaign and provide paid placement of the radio ads to best reach the target audience
- Continue to build upon the “Take me Home” outreach. Local Education Outreach campaign to deepen information and understanding of the health risks of STDs and the free access/ease/confidentiality of testing. Center creative and social media content around Santa Barbara Public Health’s mission to advance, support and deliver information and resources for the testing programs and support for HIV community.
- Run Cox Media Digital Campaign to Geo target and Geo Fence College students to deliver health information for the Take Me home test and new PH website.

Deliverables:

- CM will provide social media co-management and posting for: Facebook, and Instagram.
- CM will implement targeted and localized creative research and customized content outreach messaging, delivered through multiple information channels including local Facebook and Instagram social media channels.
- CM will focus on creating a digital campaign with Cox Media to deliver impressions to college aged audience in SBC area with a focus around colleges.
- CM will provide quarterly content and ad reports to highlight overall results, engagement, tasks completed, and ongoing recommendations for increased success.
- **Legacy Media – Radio: \$3,000 Advertising Budget**

- o Mix of English and Spanish language radio stations will be researched and recommended to reach a broad spectrum of various age, ethnic and economically diverse demographic groups with a focus on North County and Santa Barbara UCSB targeting. Includes 2 radio flights.
- **Media Planning: \$500 Budget (3.33 hours)**
 - o Campaigns will be planned (English and Spanish language) in conjunction with SBPHD's outreach campaigns. Each flight will have a recommended, researched, culturally sensitive media plan.
- **CM+Geo Algo, Facebook / Instagram ads and boosted posts: \$3,300 Advertising Budget**
 - o Social Media ad budget to help geo target messaging and lifestyle sorted ads on FB and Instagram.
 - o Boosted posts to promote custom creative content.
 - o YouTube pre-roll video marketing (TBD if budget allows).
- **Sprout Social: \$900 Budget**
 - o Sprout Social is a social media planning, scheduling, monitoring and reporting tool for Facebook, Instagram.
- **Social Media Retainer: \$3000 (20 hours)**
 - o Hours dedicated to custom content development and monthly post schedule for social media editorial calendars, time to post, and reports for campaigns.
 - o Messaging: Assist in the creation of clear, effective, and engaging content and visuals, using state approved content for the education outreach messaging.
 - o Schedule & track posts. Reporting as needed.
- **Admin /Marketing Retainer: \$1800 (12 hours)**
 - o Designated hours for general admin, client meetings and internal meetings.
- **Digital ads Cox Media: \$ 6,000**
 - o 2 month digital outreach plan with Cox Media Digital Deliver on-line display, pre-roll video and streaming TV messaging to HH's with
 - o College students and have interests in healthy living and self-improvement. Use addressable geofencing around colleges to serve pre-roll video, and streaming TV messages
 - o to HH's with teens, college students, parents with teens or college students, intenders of health services

2023 Marketing and Social Media Budget	
Legacy Media Radio	\$ 3,000
Media Planning (3.33 hours)	\$ 500
Geo Algo Ad Budget	\$ 3,300
Sprout Social	\$ 900
Social Media Retainer Budget (20 Hours)	\$ 3,000
Admin/ Client Meetings/Support (12 hours)	\$ 1,800
Digital Ads with Cox Media	\$ 6,000
TOTAL YEAR BUDGET	\$ 18,500

EXHIBIT A-1

STATEMENT OF WORK

Mixteco Interpreting Services – Herencia Indigena

Department of Social Services - Revised April 2023

CONTRACTOR:

THIS AGREEMENT (hereafter Agreement) is made by and between the County of Santa Barbara, a political subdivision of the State of California (hereafter COUNTY) and **Herencia Indigena: Mixteco Interpreting Services** (hereafter CONTRACTOR) wherein CONTRACTOR agrees to provide and COUNTY agrees to accept the services specified herein.

PURPOSE/TERM:

The purpose of this contract is to provide Interpreting Services for Mixteco Clients for the Department of Social Services (DSS). CONTRACTOR shall commence performance on July 1, 2023 and end performance upon completion, but no later than June 30, 2024 unless otherwise directed by COUNTY or unless earlier terminated. After the initial contract period, unless terminated by either party, this Agreement shall be renewed on an annual basis (July through June). If terms and conditions change, a revised Statement of Work will be written.

DUTIES AND RESPONSIBILITIES:

- A. Contractor shall:
 1. Provide interpretation services to assist DSS staff in providing services to the Mixteco population both in the field and in the office. Interpretation services are available in-person and via telephone.
 2. For CWS, interpretation services will be accessible by social workers in who need assistance with investigating referrals and providing ongoing services to families in Santa Barbara County. This could include providing interpretation for law enforcement, medical staff, or other professionals, as needed.
 3. Interpretation services will assist in building rapport between social workers and clients.
 4. Interpretation services will assist with educating clients on DSS policies, procedures, and services.
 5. Interpretation services will explain informational/educational forms, programs, and resources available to clients.
 6. Interpretation services will assist with conversations, such as intakes, interviews, case plan development, and safety plan/action plan creation.
 7. Interpretation services will assist in follow up meetings and weekly check-ins with clients.
 8. Interpretation services will assist with connecting clients with community resources.
- B. County shall:
 1. DSS staff will notify supervisor of interpretation need and receive approval for services.
 2. DSS staff will contact and coordinate with Contractor to assist with Mixteco Interpretation needs.
 3. When possible, DSS staff will attempt to schedule appointments at least 48 hours in advance to allow for the assigned interpreter to speak with the DSS staff prior to the appointment.

EXHIBIT A-2

STATEMENT OF WORK

Public Health Department

Effective Date: July 1, 2023

PURPOSE: To increase access to Mixteco interpreting services for the Santa Barbara County Public Health Department. Continue contract through FY 23-24.

1. Name of Agency:	Herencia Indigena
2. Type of Service:	Interpretation
3. Target Population:	Mixteco-speaking
4. Program Description/ Services to be provided:	<p>Services: H.I. interpreters will provide Mixteco interpreting between staff and their patients. Herencia Indígena's Mixteco Advocates/ Interpreters scope of work may include but are not limited to the following listed below. Under the guidance of Santa Barbara County Public Health Department staff, interpreters/advocate assigned to the case, may participate and assist with:</p> <ul style="list-style-type: none">• Facilitating the communication between provider and patients by interpreting from Mixteco to English.• Assisting with intake appointments, and scheduling follow up appointments with patients.• Assisting and helping patients be at ease when receiving services.• Explaining and educating in regards to accessing and receiving services.• May explain and interpret informational or educational forms, programs, and resources available to patients.• In sensitive cases, assist with connecting patients with outside community resources.• Assisting in building rapport between providers and patients.• Connecting patients with community resources approved by the Santa Barbara County Public Health Department.• Tracking services provided to ensure stakeholders are meeting patient needs.
5. Dates/Times services to be provided:	Daily 8 am – 5 pm and additionally as arranged.
6. Location(s) where services will be provided:	Santa Maria Health Care Center - 2115 Centerpointe Pkwy And/or other locations as agreed to by Contractor and PHD Health Center Program Administration.
7. Contractor's Qualifications:	CONTRACTOR is qualified through training and is already providing such services at other locations in North County.

<p>8. Compensation and Invoicing:</p>	<p>CONTRACTOR shall submit an electronic monthly invoice to the County Designated Representative listed below following provision of services as outlined:</p> <ul style="list-style-type: none"> • Interpretation • Training • Special interpretation projects <p>Services: shall be up to an amount not to exceed \$150,000.00 for PHD</p> <p>Invoice must be on agency letterhead and must include your contract number that will be found on the purchase order contract and will begin with the letters “CN” or “MA”. The following language must also be included on the invoice:</p> <p>I, _____ certify under penalty of perjury that I am an official of _____ and am duly authorized to sign the certification and that to the best of my knowledge and information, I believe each statement and amount in the accompanying invoice to be true, correct, and in compliance with applicable state and federal laws.</p> <p>CONTRACTOR shall not bill clients or third parties for any services, which CONTRACTOR provides to COUNTY.</p>
<p>9. County Designated Representative:</p>	<p>Program contact name and title Santa Barbara County Public Health Department Paola Hurtado 300 N. San Antonio Rd Santa Barbara, CA 93110 Phone (805) 681-5423 Fax: (805) 681-5200</p> <p>Email: phurtado@sbcphd.org</p>
<p>10. County Contract Contact:</p>	<p>Margaret “Margs” Fitzwilliam, MPA, CM Santa Barbara County Public Health 300 N. San Antonio Road, Building 8, Santa Barbara, CA 93110 Phone: (805)681-5205 Fax: (805) 681-5191 Email: MFitzwilliamFigueroa@sbcphd.org</p>
<p>11. Billing</p>	<p>CONTRACTOR shall submit to the COUNTY at PHDGeneralAccounting@sbcphd.org an invoice for the service performed over the period specified.</p>

BILLING RATE (Per Hour)

Service	Rate
In-Person Interpreting	\$ 50.00 / hr
Program Director and Manager	\$100.00 / hr
Executive and Fiscal Management	\$100.00 / hr
Cultural Awareness Classes	\$1,500.00 / class

EXHIBIT A-3
GENERAL STATEMENT OF WORK WITH RATES
July 1, 2023 to June 30, 2024

Herencia Indigena (HI) – Mixteco Interpreting

Standard Service Agreement

Purpose: Increase access to *Mixteco* interpreting services for Santa Barbara County.

Needs Statement: Recent U.S. Census Bureau data states that 39.9% of Santa Barbara County speak a language other than English at home that includes Spanish and Mixteco. Mixteco is not a written language, so there are unique challenges in assuring that public services are conveyed effectively and in a culturally appropriate and impactful manner. Mixteco alone can be spoken in 81 different ways depending on region; creating challenges in language matching and obtaining an interpreter. Santa Barbara County will establish a partnership with Herencia Indigena, an organization that works to increase access to services and information for the Mixteco Indigenous immigrant community. The goal of this initiative is to ensure that healthcare staff has access to interpreting services, specifically, when they come across a Mixteco speaker.

Services: H.I. interpreters will provide Mixteco interpreting between staff and their patients.

Herencia Indígena's Mixteco Advocates/Interpreters' scope of work may include but are not limited to the following listed below. **Under the guidance of Santa Barbara County staff, interpreters/advocates assigned to the case, may participate and assist with:**

- Facilitating the communication between provider and patients by interpreting from Mixteco to English.
- Assisting with intake appointments, and scheduling follow-up appointments with patients.
- Assisting and helping patients be at ease when receiving services.
- Explaining and educating in regards to accessing and receiving services.
- May explain and interpret informational or educational forms, programs, and resources available to patients.
- In sensitive cases, assist with connecting patients with outside community resources approved by Santa Barbara County.
- Assisting in building rapport between providers and patients.
- Tracking services provided to ensure stakeholders are meeting patient needs.

Additional Needs:

- Please send over educational materials, common procedure forms, or anything that will be helpful information for our advocates/ interpreters to review before starting services. This is crucial as there may be terms that do not exist in Mixteco and may need to be defined and explained.
- SBC will ensure that H.I. Personnel have safe and secure access to areas in the facility that are necessary for work performance. (i.e., Personal protective equipment and secure workstation)
- SBC will ensure access to printing for any development of educational material.

In-Person Rates:

- Onsite interpreting is available at a rate of \$50 an hour with a minimum of 40 hours a week.
- Mileage, travel time, and H.I. fee will be billed accordingly if appointments take place outside of the city of Santa Maria, California.
- In any given situation where an additional interpreter is needed, this request can be made and will require a 48-hour notice and approval.
- Regardless of the length of the appointment, a minimum of 4 hours will be applied and billed.
- If the scheduled appointment exceeds the time allocated, then an additional hour will be charged.
Example: In case of appointments last longer than scheduled, exceeding more than 10 minutes then (HI) will bill an additional hour.
- No-shows or cancellations without a 24-hour notice will still be billed accordingly.

Rates for In-person Interpreting			
In-Person Interpreting	Minimum Hrs	Rate/ Hour	Mileage Rate:
Santa Maria, CA	4	\$50.00	Waived
Santa Maria, CA (after hours)	4	\$90.00	Waived
Guadalupe, CA	4	\$90.00	Determined by Location Address
Lompoc, CA	5	\$90.00	Determined by Location Address
Santa Barbara, CA	5	\$90.00	Determined by Location Address

Phone Rates:

- If telephone or video interpreting is needed, this will be billed at \$4.00 per minute with a minimum of 20 minutes per call and billed in 15-minute increments (e.g., 20, 35, 50).
 - No-shows or cancellations without a 24-hour notice will still be billed accordingly.
 - All requests are dependent on interpreter availability and over-the-phone interpreting is available by appointment only.
 - After-hour rates are \$4.50 with a minimum of 20 minutes. After-hours include Monday -Friday 5 PM - 9 AM as well as any time on Saturday and Sunday.
 - Mixteco interpreters from both the states of Oaxaca and Guerrero are available.
- Interpreting services are not available for last-minute requests, after hours, or on weekends.

Phone Interpreting Services			
Days available:	Language	Rate per minute	Minimum
Dependent on interpreter's availability	Mixteco	\$4	20 Minutes
After Hours Monday - Friday (Evening) Saturday & Sunday (All Day)	Mixteco	\$4.50	20 Minutes

Mixteco Cultural Awareness Classes & Administrative Rates:

- Mixteco Cultural Awareness classes are held at least 2 times per year to ensure training for all incoming and new staff.
- Discuss common misconceptions when working with indigenous communities to improve rapport between staff and clients.
- Cover language history and learn phrases that help facilitate the conversation between staff and clients.
- Discuss cultural norms, beliefs, and traditions related to our indigenous community.
- Explain the differences in local cultural practices as they relate to health care.
- Identify specific communication styles utilized in different cultural backgrounds.

Cultural Awareness Classes		
Zoom or In-Person	Maximum Attendance	Rate
Per Session	35 people	\$1,500.00

- Responsible for strategic planning with the county team; oversight of projects to ensure successful outcomes; recruitment, identification, and training of interpreters; coordination of events; and project reporting tasks.
- Amount is dependent on the time spent on each project.
- Administrative supervision and accounting services in support of the project.
- This fee will be applied to every invoice report sent to point of contact listed below.

Administrative Costs	Rate	Yearly Budget
Program Director and Manager	\$100/hour	\$18,000
Executive and Fiscal Management	\$100/hour	\$12,000

Billing Information:

Rates and fees may be subject to change, in which case Herencia Indigena LLC will notify Santa Barbara County prior to making any changes.

- Monthly invoices will be billed accordingly to:
 - **Requesting department**
 - Invoices will include service details such as:
 - Service date,
 - Site address/location, &
 - Provider’s Name

EXHIBIT A

STATEMENT OF WORK AND RATES

Mark Crane's Tree Inc

April 10, 2023

Arborist Services

PO Box 983, Goleta, CA 93116-0983, (805) 685-2320 --- Ojai (805) 646-9484 --- Fax: (805) 646-9424 ---
email: carborist63@aol.com --- www.MarkCranesTree.com

Mark Cranes Tree Inc- Rate sheet for equipment and labor- 7-1-2023 through 7-1-2024

All rates are paid at a prevailing rate as per the DIR

These rate sheet reflect a 5% increase from last year.

Rates apply through July 1st, 2024.

Regular rate-

2-man crew with truck and chipper -\$2,026.50

3-man crew with truck and chipper- \$3,039.75

4-man crew with truck and chipper- \$4,053.00

Emergency rate-

2- man crew with truck and chipper- \$3,039.75

3- man crew with truck and chipper- \$4,559.62

4- man crew with truck and chipper- \$6,079.50

Emergency overtime and Holiday rate-

2-man crew with truck and chipper- \$4,053.00

3-man crew with truck and chipper- \$6,079.50

4-man crew with truck and chipper- \$8,106.00

Hours defined as:

Normal Operating Hours – 7am to 3pm

After Hours billed as Overtime (1.5 times - same as emergency rates)

Weekend Hours billed as Emergency

All rates are based on an 8-hour day with a 4-hour minimum charge

All hours are billed port to port, from our yard at the SB Airport

EXHIBIT A-1
GENERAL STATEMENT OF WORK
PADRE ASSOCIATES

General Capabilities and Services

Currently our offices are staffed with over 60 professionals. Our personnel include professionals in the specialty areas identified below:

- Certified Arborists
- Certified Ecologists;
- Botanists;
- Wildlife Biologists;
- Certified Wetland Scientists;
- Environmental Scientists;
- Environmental Analysts;
- Marine Biologists;
- Certified SCUBA Divers;
- Certified Caulerpa Survey Specialists;
- Registered Professional Archaeologists;
- California-licensed Professional Civil Engineers, and Geotechnical Engineers;
- Professional Geologists;
- Certified Engineering Geologists;
- Certified Hydrogeologists;
- Certified Professional Soil Scientists;
- Certified Environmental Managers;
- Certified Erosion Sediment Stormwater Inspectors;
- Qualified Stormwater Pollution Prevention Plan Developers/Practitioners;
- Lead Based Paint (LBP)/Asbestos Containing Material (ACM) – Certified Asbestos Consultant (CAC) and Certified Site Surveillance Technician (CSST) Professionals; and
- Registered Environmental Property Assessors.

Padre provides consulting services to a wide array of clients including local, state and federal agencies; special districts (e.g., water, sanitation, waste management and schools); industry; and commercial clients. We provide our clients with expertise in multiple areas of environmental sciences and geo-environmental consulting. Specifically, we provide services in the areas identified below in Table 2-1 supplemented by civil engineering and geotechnical engineering capabilities.

Padre Services

ENVIRONMENTAL SCIENCE SERVICES	GEOENVIRONMENTAL SERVICES
<ul style="list-style-type: none"> • National Environmental Policy Act (NEPA)/California Environmental Quality Act (CEQA) Documentation • Permitting Assistance <ul style="list-style-type: none"> – Coastal Development Permitting – Discretionary Permitting • Biological Services <ul style="list-style-type: none"> – Biological Resource Inventories and Mapping – Habitat Restoration – Special-status Species’ Surveys – Bird Breeding Surveys – Wetland Delineations – Biological Resource Monitoring During Construction – Marine Wildlife Plans and Onboard Monitoring – Inter - and Subtidal Surveys – Arboricultural Services • Mitigation Monitoring and Reporting • Cultural Resources/Archaeological Services • Other Focused Specialty Studies • GIS, Mapping and Spatial Services 	<ul style="list-style-type: none"> • Phase I Environmental Site Assessments • Phase II Environmental Site Assessment and Site Characterization • Remedial Design and Oversight • Ecological and Human Health Risk Assessment • Health and Safety Management • Stormwater Pollution Prevention Plan (SWPPP) Preparation and Compliance Monitoring • LBP/ACM Surveys and Abatement Monitoring • GIS, Mapping and Spatial Services

PADRE 2022 STANDARD FEE SCHEDULE

PROFESSIONAL SERVICES

Principal Professional II.....	\$	210/hr
Principal Professional.....	\$	180/hr
Senior Professional II.....	\$	160/hr
Senior Professional.....	\$	150/hr
Project Professional II.....	\$	130/hr
Project Professional.....	\$	120/hr
Staff Professional II.....	\$	110/hr
Staff Professional.....	\$	95/hr
Senior Technician (Non-Prevailing Wage)	\$	90/hr
Senior Technician (Prevailing Wage)	\$	95/hr
Technician (Non-Prevailing Wage)	\$	80/hr
Technician (Prevailing Wage)	\$	85/hr
Senior GIS/CAD Specialist.....	\$	110/hr
GIS/CAD Specialist.....	\$	95/hr
Drafting.....	\$	75/hr Word
Processing/Technical Editor.....	\$	80/hr

*Overtime rates for Technicians and Office Staff is 1.3 x rates shown.

Fees for expert witness preparation, testimony, court appearances, or depositions will be billed at the rate of \$425 per hour.

OTHER DIRECT CHARGES

Subcontracted Services.....	Cost Plus 15%
Outside Reproduction.....	Cost Plus 15%
Travel, Subsistence, and Expenses.....	Cost Plus 15%
Vehicle	\$ 80/day
Photoionization Detector	\$ 120/day
Nuclear Density Gauge	\$ 85/day
Automobile Mileage.....	\$ 0.85/mile

EXHIBIT A-2

STATEMENT OF WORK Padre Associates PUBLIC WORKS - RRWM

Subject: Provide Biological Support for the Tajiguas Landfill Habit Conservation Plan (HCP) and Baron Ranch - FY 2023-2024

Scope of Work:

All work tasks will be conducted by qualified Padre biologists previously approved under the Resource Recovery & Waste Management Division's (RRWMD) USFWS BO for take of California red-legged frog (Ken Gilliland, Zack Abbey, Matt Ingamells, and Chris Dunn). Mr. Gilliland, Mr. Dunn, and Mr. Abbey will be the primary biologists conducting the surveys and reporting, while Mr. Ingamells will be the project coordinator for Padre. The following tasks comprise our scope of work:

1. Environmental sensitivity training for Landfill staff and contractors, including updating training materials and in-person training sessions (up to 12 sessions).
2. Pre-activity surveys for maintenance within Pila Creek and the northern and southern sedimentation basins (up to two surveys, each area (up to six total)).
3. Pre-construction survey for planned construction in previously undisturbed areas (up to four surveys).
4. Daytime basin surveys for emergency basin operations (up to six surveys).
5. Post-rain event nighttime California red-legged frog (CRLF) surveys using two biologists for safety reasons (up to 30 surveys, two biologists).
6. CRLF, pond turtle and other wildlife translocations as needed (up to 12 events).
7. Annual winter CRLF visual encounter survey and reporting, and invasive species survey in Arroyo Quemado and HCP Conservation Area (four stream reaches total).
8. Preparation of an annual report, summarizing all surveys and monitoring conducted at the Landfill.
9. Pre-activity surveys for invasive plant species management activities within the Tajiguas Landfill HCP Area (up to six surveys).
10. Biological survey reports in compliance with the California Department of Fish and Wildlife maintenance agreement (up to six reports).
11. Pre-activity surveys for invasive plant species management activities and other maintenance activities at Baron Ranch (up to six surveys).
12. Other biological surveys, monitoring and permitting services as requested (up to 24 hours)

Fee Estimate

Padre will complete the scope of work described above on a time and materials basis, for an estimated fee of \$87,700, according to the attached 2022 Standard Fee Schedule. A fee breakdown table is provided below.

Table 1. Fee Breakdown

Task	Project Professional Hours (\$120/hour)	Staff Professional Hours (\$95/hour)	GIS/Graphics Hours (\$110/hour)	Truck Days (\$80/day)	Task Fee
1. Environmental sensitivity training	36			12	\$5,280
2. Pre-activity surveys for maintenance within Pila Creek and sedimentation basins	18			6	\$2,640
3. Pre-construction surveys for planned construction in previously undisturbed areas	12			4	\$1,760
4. Daytime sedimentation basin surveys	18			6	\$2,640
5. Post-rain event CRLF surveys	180	180		30	\$41,100
6. CRLF, pond turtle and other wildlife translocation	48			12	\$6,720
7. Annual winter CRLF visual encounter/invasive species survey in Arroyo Quemado and HCP Conservation Area with report	54	24	6	8	\$10,060
8. Annual report	30		6	0	\$4,260
9. Pre-activity surveys for invasive plant species management within the HCP Area at the Landfill	24			6	\$3,360
10. Biological survey reports for CDFW	24		4	0	\$3,320
11. Pre-activity surveys for invasive plant species management at Baron Ranch	24			6	\$3,360
12. Other biological surveys, monitoring and permitting services	24			4	\$3,200
Total Project	492	204	16	94	\$87,700

Proposal dated March 27, 2023

EXHIBIT A-3
STATEMENT OF WORK
Padre Associates
PUBLIC WORKS - LCSD

Subject: WWRP Facilities Master Plan and Habitat Conservation Plan (HCP) -FY 2023/2024 - for On-Call Biological Monitoring

Scope of Work: Monitoring tasks to be completed are avoidance and mitigation measures from the HCP and mitigation measures from the MND to avoid take of listed species and reduce environmental impacts. Measures from the HCP to be implemented under a purchase order may include:

- A. **HCP-2.** Prepare environmental training materials, obtain USFWS approval and present pre-construction environmental training to construction workers. Present annual environmental training to LCSD maintenance staff. We will maintain records of construction workers and LCSD staff that have completed the training.
- B. **HCP-4.** Small mammal burrow surveys and mapping of identified construction impact areas using a fiber optic or infrared scope (if the burrow end cannot be observed unaided). Supervise the excavation of suitable burrows and placement of exclusion barriers, and inspect exclusion barriers following each significant rain event while the barriers are in place. Inspect work areas each morning during construction activities while barriers are in place.
- C. **HCP-5.** Relocate CTS and/or CRLF when encountered during field clearance or morning inspections of work areas (HCP-4).
- D. **HCP-8.** Train designated on-site monitors (LCSD staff and/or contract construction management inspectors) to identify CRLF and CTS and halt work if observed in the work area. Training will include development of clear lines of communication to ensure proper persons are notified and action is taken.
- E. **HCP Section 4.8.** Prepare a post-construction report for each assigned project component as per the HCP for submittal to LCSD.
- F. **HCP Appendix D.** Prepare an annual assessment of the conservation easement area, including general inspection, annual biological survey, aquatic survey and monitoring report as per the HCP.

Measures from the MND to be implemented under a purchase order may include:

- G. **MM BIO-1.** Conduct breeding bird surveys of construction impact areas prior to tree removal between February 15 and August 31.
- H. **MM BIO-2.** Conduct western spade-foot toad surveys within 7 days prior to any project-related ground disturbance on Santa Maria Airport District property. Relocate any individuals found to suitable habitat at least 200 feet from any planned disturbance.

- I. **MM BIO-3.** Conduct American badger surveys within 7 days prior to any project- related ground disturbance on Santa Maria Airport District property. Coordinate with LCSD project manager and construction contractor to postpone any work within 500 feet of an active badger den.

Padre Biological Monitors. The following Padre biologists approved by USFWS will conduct monitoring under purchase orders issued by LCSD. Senior Biologist Matt Ingamells will provide project management and quality control services only as needed to ensure compliance with required monitoring schedules and submittals. Our 2022 Standard Fee Schedule is attached (above).

Name	Authorization	Billing Rate
Ken Gilliland	CTS- Independently monitor and handle CRLF - Independently monitor and handle	\$120
Alyssa Berry	CTS - Handle and monitor only under direct supervision CRLF - Independently handle and monitor	\$110
Zack Abbey	CTS - Independently monitor and handle only under direct supervision CRLF - Independently handle and monitor	\$95

Proposal Dated December 5, 2022

EXHIBIT A-4
STATEMENT OF WORK
Padre Associates
PUBLIC WORKS – LCSD

Subject: Laguna County Sanitation District (District) proposes to construct approx. 6,000 feet of pipelines connecting the existing recycled water tank at Waller Park to the East Pond and West Pond at the Santa Maria Country Club. The District has requested a proposal for preparation to an Initial Study (IS) and Mitigated Negative Declaration (MND) for the project in compliance with the CEQA.

Scope of Work: Preliminary Environmental Studies. Padre will develop a preliminary project description and impact footprint map based on the latest design drawings. Following District review of this project description the following studies will be conducted.

Archaeological Records Search. Padre will order an archaeological record search from the Central Coastal Information Center (CCIC) to review data regarding previous studies and recorded resources within the project site and a ¼-mile search radius. The records search will include a review of CCIC base maps, reports and site records from previous cultural studies, and the California Inventory of Historic Resources and Historic Properties Directory. Additional background research will include an examination of state and national registers, historic maps, and aerial photographs. Padre will use the results of the historic background research to prepare a project specific cultural context for the Archaeological Survey Report.

Phase I Archaeological Pedestrian Survey. Upon completion of the records search and background research, a Padre Staff Archaeologist will complete a Phase I archaeological pedestrian survey within the project's Area of Potential Impact (API). The survey will aim to identify and record all resources within the API that meet the National Register of Historic Places definition of an archaeological site.

Archaeological Survey Report. Padre will prepare a draft Archaeological Survey Report which will summarize the results of the archaeological records search and pedestrian survey. This Report will also provide setting information and form the basis for the archaeological impact analysis.

Tribal Consultation Notification. Padre will assist the District in this task by completing draft notification letters for review and signature. The Archaeological Survey Report will be attached to the notification letters.

Tree Survey. The tree survey will be conducted under the direction of a certified arborist along the pipeline alignments including any jack-and-bore pits and equipment/materials staging areas. The tree survey will focus on "protected trees" as defined in County Ordinance no. 4491. Non-protected trees will be surveyed if at least six inches in diameter at breast height. The survey will consist of identifying the tree species, measuring trunk diameter at breast height, estimating the approximate tree height and location relative to project components.

CEQA Compliance. The following is a description of the tasks required for CEQA compliance.

1. **Project Description:** Padre will prepare a project description based on engineering drawings developed by the District 's design team and other available engineering information and exhibits provided by the District. It should be noted that substantial changes to the project design following approval of the project description may require modification of our fee and the MND schedule.
2. **CEQA Checklist:** we will use the latest version of the County's CEQA checklist obtained from Planning and Development. An adequate response will be provided for each checklist item. Impact assessment will utilize the results of the preliminary environmental studies. In addition, a biological survey will be completed of the project impact area. A discussion of cumulative impacts will be provided based on a cumulative projects list developed through contact with County departments.
3. **Administrative Draft IS/MND:** a draft CEQA document will be provided to the District for internal review. The draft will be revised as needed based on District comments. Our fee estimate is based on providing up to five copies of the Administrative Draft IS/MND.
4. **Public Draft IS/MND:** the public draft CEQA document will be prepared for distribution by Padre. A distribution list will be developed in coordination with the District, which is assumed to provide names and addresses of all property owners within 300 feet of project components. Padre will provide a draft public notice and assist the District in uploading CEQA documents to the State Clearinghouse. Our fee estimate is based on providing up to 15 copies of the Public Draft IS/MND. Padre will be responsible for distribution of the Public Draft IS/MND. The District will be responsible for publication of the public notice in the newspaper.
5. **Final IS/MND:** following the close of the public comment period and receipt of comments on the Public Draft IS/MND, a Final CEQA document will be prepared. The final document will incorporate responses to comments on the Public Draft IS/MND, and any necessary changes to the text associated with response to public comments. Our fee estimate is based on providing up to 10 copies of the Final IS/MND.
6. **Meetings/Hearings:** the Padre project manager will attend up to two project team meetings and one Board of Supervisors' hearing to adopt the Final IS/MND. Padre will be prepared to present information and/or answer questions at the hearing.

Fee Estimate

Padre will complete the scope of work described above on a time and materials basis, for a not-to-exceed fee of \$31,700 according to our Master Services Agreement and the attached 2022 Fee Schedule. Note that these fees do not include newspaper publication fees or CEQA filing fees.

EXHIBIT A-5
STATEMENT OF WORK
Padre Associates
PUBLIC WORKS - RRWM

Subject: Proposal to Provide Permitting Support for Implementation of Padre's Grading, Sediment and Erosion Control Plans for Baron Ranch - FY 2023/2024

Introduction:

Padre Associates has developed grading and sediment and erosion control engineering drawings to address post-Alisal Fire storm damage (mostly erosion and sediment accumulation) at access roads and drainage structures at Baron Ranch. The purpose of this proposal is to provide a scope of work and estimated fee to provide permitting services to authorize implementation of these plans. We understand this work would be authorized under a new Master Services Agreement. We have assumed the appropriate CEQA document is a categorical exemption and have not included any CEQA tasks in our scope of work.

Scope of Work:

Approach. Most of the planned repair work would occur within a drainage feature with a defined bed and bank (Arroyo Quemado, or tributary) and would require a streambed alteration agreement from the California Department of Fish and Wildlife (CDFW). Two other repair locations (rock shown on drawing G-4, rock placed under the drop structure) are located within Arroyo Quemado, which is likely to be considered waters of the U.S. and subject to authorization by CDFW, as well as the Corps of Engineers (Corps) and Regional Water Quality Control Board (RWQCB) under the Clean Water Act.

We understand that planned repair work is not covered under the Habitat Conservation Plan (HCP) and Incidental Take Permit (ITP), such that potential impacts to the threatened California red-legged frog (CRLF) during repair activities would be at risk (no take coverage). Therefore, we recommend obtaining (in addition to a streambed alteration agreement) nationwide permit verification (Nationwide Permit 3, maintenance) from the Corps and a water quality certification from RWQCB to provide take coverage under Section 7 of the Endangered Species Act. Permits would address all impacts within drainages, including:

- Repair work at the Well 14/16 drainage (Drawing G-1)
- Repair work at the Well 6 access road that affects the adjacent tributary to Arroyo Quemado and placement of rock on the west bank of Arroyo Quemado (Drawings G2, G3, G4)
- Repair work at the Well C drainage (Drawing G-5)
- Repair work at the drop structure on the east bank of Arroyo Quemado (Drawing G-6)

CDFW Lake and Streambed Alteration Agreement. Padre will complete a notification package for review by RRWMD based on Padre's engineering drawings and biological field work, including a jurisdictional delineation, biological survey and tree inventory (removed trees only). Biological data collected as part of CRLF surveys conducted by Padre will be utilized. A biological impact study and mitigation plan will be prepared in support of the notification. Note that off-site mitigation is likely to be required, which could include enhancement of existing restoration areas at Baron Ranch.

All notification materials will be uploaded to the CDFW permit system (EPIMS) in coordination with RRWMD staff. Padre will respond to information requests and update notification materials as needed until the notification is found complete. We will assist RRWMD to negotiate permit conditions once the draft Lake and Streambed Alteration Agreement is received to ensure the permit conditions are reasonable and feasible.

Corps Nationwide Permit. The proposed repair work meets the conditions to be authorized under Corps Nationwide Permit 3 (maintenance). Padre will conduct a wetland delineation and prepare an Aquatic Resources Delineation Report and Pre-Construction Notification for review by RRWMD. A biological assessment focusing on CRLF is anticipated to be required by the U.S. Fish and Wildlife Service and would be based on existing information provided in the HCP and ITP. We will work with Corps and RRWMD staff as needed to facilitate Nationwide Permit verification.

RWQCB Water Quality Certification. We will prepare a draft Water Quality Certification application for review by RRWMD, including an alternatives analysis and compensatory mitigation plan (based on the mitigation plan prepared for CDFW). Padre will facilitate the required pre-filing Zoom meeting with RWQCB and RRWMD staff. We will coordinate (emails, conference calls, site meetings) as needed with RRWMD and RWQCB staff to facilitate issuance of the Water Quality Certification, including response to information requests.

Fee Estimate

Padre will complete the scope of work described above on a time and materials basis, for an estimated fee of \$20,840, according to the attached 2022 Standard Fee Schedule. A fee breakdown table is provided below.

Table 1. Fee Breakdown

Task	Senior Professional II Hours (\$160/hour)	Staff Professional II Hours (\$110/hour)	GIS/Graphics Hours (\$110/hour)	Truck Days (\$80/day)	Task Fee
Jurisdictional delineation	1	8	0	1	\$1,120
Biological survey, tree removal inventory and biological study for CDFW	8	12	4	2	\$3,040
Wetland delineation and Aquatic Resources Delineation Report	12	8	6	2	\$3,460
Biological assessment for USFWS	2	20	4	0	\$2,960
Mitigation plan preparation	2	12	4	0	\$2,080
Permit application preparation	20	8	8	0	\$4,960
Agency field visit (if needed)	4	0	0	1	\$640
Response to agency information requests	4	4	2	0	\$1,300
Negotiate permit conditions and finalize permits	8	0	0	0	\$1,280
Total Project	61	72	28	6	\$20,840

Proposal dated: 4/11/2023

EXHIBIT A-6
STATEMENT OF WORK
Padre Associates
PUBLIC WORKS - RRWM

SUBJECT: Proposal to Prepare a Subsequent EIR for the Tajiguas Landfill Capacity Increase Project Initial Tasks.

SCOPE OF WORK: The following scope of work (Tasks 1 through 3) is taken from Padre's Subsequent EIR proposal dated October 13, 2022.

Task 1 - Project Initiation and Impact Analysis Scoping

Padre Associates proposes that the Subsequent EIR process be initiated at a Project kick-off meeting, Padre will coordinate with the members of the RRWMD staff and SWT Engineering staff (as appropriate) to discuss the roles and responsibilities of each of the parties and generally review the elements of the Project and environmental review process including the Project schedule and other management issues.

Following the kick-off meeting, we will refine the impact analysis scope and methodology provided in this proposal and submit a detailed description of our proposed impact analysis scope to RRWMD for review. This scoping document will include any changes needed to address Notice of Preparation (NOP) and public scoping meeting comments (compiled and provided by RRWMD), and identify any additional technical studies needed and issues of concern. In addition, Padre will provide a list of Project-related information required to complete the project description and impact analysis following receipt of the technical project description to be prepared by SWT Engineering.

Task 2 - CEQA Project Description, Environmental Setting, Baseline Determination and Project Alternatives Description

Project Description. Upon receipt of all necessary Project information, including responses to questions pertaining to Project details provided in SWT's technical project description, Padre will prepare and submit a draft CEQA project description for review by the County Project team. The Project description will include all elements as defined in Section 15124 of the CEQA Guidelines. The Project description will include the following components at a minimum:

- Identification of applicant and property owners
- History and background on prior Tajiguas Landfill permits and approvals
- Location description including regional and vicinity maps, site layout exhibits, address and assessor's parcel number(s)
- Statement of Project objectives
- List of requested actions/discretionary approvals; and agencies expected to use the Subsequent EIR
- Detailed description of the Project's technical, economic and environmental characteristics

We have assumed two review-comment cycles will be required to produce a final Project description. A final Project description incorporating the County team's changes to the second draft will be provided and will serve as the basis for all environmental review. We recommend that finalization of the Project description be coordinated with the completion and approval of the technical studies, as development of Project details may be ongoing during the preparation of technical studies and should be reflected in the Project description. Note that changes to the Project description after approval by the County team may result in changes to our work scope and, therefore, schedule and cost.

Environmental Setting. The environmental setting will provide a synopsis of the physical and resource conditions at the Tajiguas Landfill and surroundings. (More detailed setting information for each of the environmental issues will be provided in association with the issue specific environmental analyses.) Part of the environmental setting will include defining cumulative development in the Project area. It is assumed that RRWMD will provide the pending and approved projects list, as this information will need to be developed for the preparation of the technical studies to be provided to Padre. (The cumulative impact assessment approach may vary within the document depending on the issue area under consideration (i.e., for aesthetics, the cumulative evaluation may be confined to consideration of projects within the viewsheds that would be affected by the proposed Project, whereas to assess the cumulative effects to biological resources a different geographic area may be considered.)).

Baseline Determination. Padre will work with RRWMD staff to determine a legally defensible and appropriate baseline for each issue area for the purposes of comparing impacts and physical conditions to those that would be present in the absence of the Project. It is possible that the baseline would represent future conditions dictated by the Solid Waste Facility Permit, including approved and permitted solid waste disposal volumes, landfill waste and disturbance footprints and associated operational conditions analyzed in the Tajiguas Landfill Expansion Project Final EIR as modified by Subsequent EIRs (reconfiguration and resource recovery projects). A proposed baseline is provided for each issue area in Section 4.4 below.

Project Alternatives. Utilizing engineering data, designs and technical studies provided by RRWMD, Padre will describe up to three alternatives (including the "No Project" alternative) to the Tajiguas Landfill Capacity Increase Project, which may include up to two on-site landfilling alternatives. We understand that technical Project descriptions will be provided by SWT Engineering for the landfilling alternatives.

Task 3 - Administrative Draft Subsequent EIR (Draft 1)

Padre Associates will prepare and submit the Administrative Draft Subsequent EIR to the County team consistent with the impact analysis scoping document developed under Task 1 and in accordance with the schedule of deliverables provided in Section 5.0. The Administrative Draft Subsequent EIR will contain the following sections, as a minimum.

- Table of Contents
- Introduction (described below)
- Executive Summary (table and text format described below)

- Project Description (described above)
- Environmental Setting, Impact Analysis, and Mitigation - Each environmental issue area will comprise a separate subsection and include: a discussion of the physical and regulatory setting as appropriate; landfill baseline; impact assessment methodology and thresholds of significance; short-term, long-term, cumulative and extension of landfill life impacts; Project-specific and cumulative mitigation measures¹; and level of significance after mitigation. (See Section 4.4 for a discussion of the key environmental resources areas that will be addressed.) The County of Santa Barbara Guidelines for the Implementation of CEQA (revised 2020), and Environmental Thresholds and Guidelines Manual (revised 2021) will serve as guiding documents in the preparation of the ADSEIR.
- Alternatives Analysis (described above and below)
- Other CEQA-mandated Sections (including but not necessarily limited to Impacts Determined to be Less Than Significant).
- References
- List of Preparers
- Appendices (e.g., NOP, Responses to the NOP, relevant technical studies, etc.). Technical studies may be provided as a separate volume of the Subsequent EIR.

Executive Summary. Padre will prepare the Subsequent EIR Executive Summary in accordance with Section 15123 of the CEQA Guidelines. It will include the following elements:

- Summary of the Project's key elements
- A table identifying the significant effects of the Project, mitigation measures and residual impact level based upon the County's CEQA Guidelines
- Summary of areas of known controversy and comments raised during the NOP scoping process
- Summary of the results of the alternatives analysis which identifies the environmentally superior alternative

Introduction. Padre will prepare the Subsequent EIR introduction with input provided by the County team. The introduction will describe the purpose and legal authority of the Subsequent EIR process (including a description of previous documentation from which the Subsequent EIR will be tiered); Project objectives and required Project approvals and permits. In addition, the introduction will provide background information on existing Tajiguas Landfill operations, the County's waste generation trends, regulatory requirements regarding solid waste disposal and recycling and the County's existing integrated waste management program.

Project Alternatives. Padre will evaluate up to three alternatives (as described in Section 4.3.2) to the proposed Project. (It is understood that the technical studies to be provided to Padre will include an analysis of Project alternatives which can be used in this section of the Subsequent EIR.) This section will include a matrix

¹ Where appropriate, Padre will update and modify existing mitigation measures to address proposed conditions and/or develop new mitigation measures necessary to reduce potentially significant project-specific and cumulative impacts.

showing a comparative impact evaluation of the alternatives, and include a discussion of alternatives

identified but not subject to detailed review, as appropriate based on consultation with RRWMD. The environmentally superior alternative will be identified in coordination with RRWMD and discussed in the Project Alternatives section of the Subsequent EIR.

Other Tasks Not Included in the Subsequent EIR Proposal

Phase I Cultural Resources Survey. A qualified archeologist will conduct a Phase I surface field survey of the 1.5-acre previous undisturbed portion of the capacity increase area. A survey report will be prepared for review by RRWMD and the findings included in the Subsequent EIR.

NOP Hearing Support. The Padre Project Manager (Matt Ingamells) will attend the NOP hearing, take notes and provide a summary of potential changes to the Subsequent EIR associated with responding to written comments received following distribution of the NOP and comments received at the hearing.

FEE ESTIMATE

Padre will complete the scope of work described above on a time and materials basis, for a not-to-exceed fee of \$87,755, according to the attached 2022 Standard Fee Schedule. A fee proposal spreadsheet is attached.

Fee Proposal for the Tajiguas Landfill Capacity Increase Project Subsequent EIR (Initial Tasks)

Tasks	Time (Hours)	Cost	Principal Professional II SP, JS, JD \$210	Senior Professional II MI, RL \$160	Staff Professional II KG, JL \$110	Word Processing \$80	Senior GIS Specialist LB \$110
1. Kick Off Meeting	5	\$800		5			
2. Project Description, Setting, Baseline, Alternatives	5 2	\$7,460	2	32		2	16
3. Administrative Draft Subsequent EIR							
3.1. Executive Summary	2 0	\$3,140	2	16		2	
3.2 Introduction	8	\$1,280		8			
3.3 Environmental Impact Analysis							
a. Aesthetics	2 7	\$3,040		2	16	1	8
b. Air Quality/GHG Emissions	3 3	\$5,200		32		1	
c. Biological Resources	5 3	\$6,600		16	24	1	12
d. Cultural/Tribal Resources (includes Phase I survey)	3 2	\$3,920		8	20		4
e. Geologic Processes	3 3	\$5,400	12	12		1	8
f. Hazards and Hazardous Materials	2 1	\$3,280	4	12		1	4
g. Land Use	2 6	\$3,130	1	4	20	1	
h. Nuisances	9	\$1,360		8		1	
i. Noise	2 5	\$3,720		20		1	4
j. Transportation/Circulation	1 3	\$1,800		8		1	4
k. Water Resources/Flooding	3 3	\$5,400	8	20		1	4
l. Other Environmental Issues	6	\$960		6			
3.4 Other Sections	1 3	\$2,000		12		1	
3.5 Alternatives	5 5	\$7,820	2	32	8	1	12
4. Meetings (6) & NOP Hearing	3 2	\$5,120		32			
Padre Staff	496	\$71,430	31	285	88	16	76

Expenses and Subconsultants	
Travel to site and meetings	\$800
John Kujar Consulting	\$10,000
Associated Transportation Engineers	\$3,500
General Administrative (15% markup)	\$2,025
Subtotal Direct Charges	\$16,325

Notes:
(\$80/day)

Total Cost	\$87,755
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EXHIBIT A

STATEMENT OF WORK AND RATES

Perez Landscaping

Scope of Work for 2023/2024 Contract

Schedule of Fees:

- Labor Rate per Hour at \$75.00 per hour. Monday – Friday 8 am – 4 pm.
- After Hour – Weekend Rate at \$150 per hour.
- Tree Maintenance at \$1,500.00 per day (Crew of 3, Eight hours each)
- Tree Pruning at \$1,500.00 per day (Crew of 3, Eight hours each)
- Tree removal at \$85.00 per hour.
- Stump grinding at \$85.00 per hour.
- Tree planting at \$85.00 per hour.
- Tree transplanting \$85.00 per hour.
- Emergencies/same day call out at \$165.00 per hour minimum 2 hrs. (Upon receiving a call from County Representative)
- Cabling T \$120.00 per hour.
- Brush/Debris Chipping at \$85.00 per hour.
- Arborist Consulting at \$250.00 per hour.
- Hauling truck at \$150.00 per trip (plus dumpfees).
- Materials - 15% Profit and Overhead on materials.
- Medians Maintenance - Hollister area \$750.00 per visit.
- Medias Maintenance - Summerland \$900.00 per visit.

- Equipment Use:
 - Bobcat - \$150 per hour
 - Excavator \$150 per hour

- All rates are paid at a prevailing rate as per the DIR.

EXHIBIT A

STATEMENT OF WORK AND RATES

Peterson's Tree Care Inc
SCOPE OF WORK FOR 2023/2024

Our services include:

- Tree Maintenance
- Tree pruning
- Tree removal
- Stump grinding
- Tree planting
- Tree Transplanting
- Emergencies
- Cabling
- Brush/Debris Chipping
- Arborist consulting

Current Public Works Rates for 23/24 – Per Man

Rates expire 6.30.2024 unless DIR Wages Increase

Regular Hourly Rates:

Monday – Friday

(40 Hour work week) 8 hours per day Rates change to the overtime rates after 8 hours per day

\$115.00

Over Time Hourly Rates:

Evening and Saturday rates

\$172.50

Sundays and Holiday hourly rates Day and Evening Rates

\$224.50

Special Equipment:

Omme 95' Aerial Lift

\$450.00 per day

Skid Steer 259D

\$450.00 per day

Bandit Stump Grinder 2900T

\$450.00 per day

All rates are based on standard prevailing wages: (Tree Maintenance Laborer)

EMERGENCY RATES WILL BE DETERMINED DEPENDING ON THE DAY OF WEEK AND TIME OF DAY

Note: These hourly rates include the use of adequate vehicles and equipment

General disclaimer below is for all proposals unless otherwise stated

Work includes cleanup of all wood, brush, & debris created by job

(Bid is good for 6 months contingent upon site changes in property or condition of tree)

Proposal dated 4/24/2023

EXHIBIT A-1
STATEMENT OF WORK
Regional Government Services Authority
IT Department

Subject to the terms and conditions of this Agreement, RGS shall assign RGS employee(s) to serve as Advisors to the County of Santa Barbara, hereafter "County", which may require performing any or all of the functions described below:

Information Technology Department (ITD) Classification and Compensation Project.

1. Provide consultative analysis and guidance services to ensure County HR and IT Departments are kept current on the project status of the classification descriptions, classification studies, and salary surveys on a weekly or as needed basis.
2. For new and vacant classifications, RGS will draft classification descriptions utilizing the proposed classification job architecture duties provided by the Chief Information Officer (CIO).
3. For classifications with incumbents, RGS will conduct classification studies. These studies will include:
 - 3.1. Incumbents completing a survey tool from which data will be obtained regarding duties and requirements of each position.
 - 3.2. Conducting clarifying interviews as RGS determines necessary.
 - 3.3. Analyzing data and provide recommendations for mapping employees to classifications.
4. Conduct salary surveys for designated classifications utilizing the County's established list of comparable agencies.
5. Conduct internal salary alignment analysis for various classifications as appropriate.
6. Meet and communicate with key County staff and other relevant stakeholders. RGS will maintain open communication lines through written documentation, video conference calls, phone, and e-mail.
7. As needed, assist the County with communication messages to employees, and the supporting documentation and/or meetings with unions related to the project.
8. Be reasonably available to perform the services during the normal work week. Meet as often as necessary for the purpose of consulting about the scope of work performed with the appropriate County project manager and with the RGS Lead Advisor or Advisors.
9. The County will only be invoiced for the actual hours worked. The work will be done remotely.
10. Projects and activities may be modified upon request of the County. County will only be invoiced for the actual hours worked.
11. The RGS team assigned will be led by a Lead Advisor, who will both perform work and direct projects to other RGS staff as needed. RGS staff, with equal or lower bill rates, will be assigned to projects or tasks at Lead Advisor's discretion.

EXHIBIT A-2
GENERAL STATEMENT OF WORK
Regional Government Services Authority

Subject to the terms and conditions of this Agreement, Regional Government Services Authority (RGS) shall assign RGS employee(s) to serve as Advisors to the County of Santa Barbara, hereafter "County", which may require performing any or all of the functions described below:

Tasks may be requested by the Agency according to the terms below:

1. Services may be within any of the RGS service areas, including but not limited to: Human Resources, Employee Benefit Administration, Disability Leave Management, Payroll, Finance, Project and Agency Management, Training, Communications/Outreach, Emergency Management, Community Development and Strategic Planning.
2. Services to be engaged via task order or amendment to this agreement.

RGS Advisors will:

1. Be reasonably available to perform the services during the normal work week.
2. Meet regularly and as often as necessary for the purpose of consulting about the scope of work performed with the appropriate Agency project manager and with the RGS Lead Advisor. Projects and activities may be modified on request of the Agency.
3. Perform other duties as are consistent with the services described herein and approved by the RGS Lead Advisor.
4. Endeavor to provide additional Advisors for consultation with Agency staff on an as-needed basis to meet time and cost parameters, provide specialized skills, etc.
5. Agency will only be invoiced for actual hours worked. The work will be done remotely.

PROJECT COST AND TIMING

RGS provides consulting services on an hourly basis. Bill rates are as follows:

Staff	Hourly Rate
Senior/Lead Advisor	\$125 to \$190
Project Advisor	\$105 to \$125
Technical Specialist	\$75 to \$115

EXHIBIT A

STATEMENT OF WORK

Tierra Verde Tree Care

Services are available but not limited to:

Tree work (Pruning/Maintenance/Removal)
Stump Grinding
Root Pruning
Root Wall
Installation
Tree Planting/Transplanting
Cabling
Brush Clearance and Fire Abatement
Tractor and Winch Truck Service

Note: Available for Emergency Services/After Hours work for tree services, landscaping services and debris removal on-call as needed, billed at Emergency/Holiday rate.

Hours of Operation for 2023-2024

Normal Hours are:

Monday thru Friday, 7am until 4pm

Emergency Services are available 24/7

*There is a \$550 minimum service charge for after-hours or emergency response

Tierra Verde Tree Care, Inc. 2023-2024 Rate Sheet

- A. Labor (Classification) Groundsman
 - Regular \$90/per hour
 - Overtime \$135/per hour
 - Emergency/Holiday \$180/per hour
- B. Labor (Classification) Tree Trimmer
 - Regular \$95/per hour
 - Overtime \$142.50/per hour
 - Emergency/Holiday \$ 190/per hour
- C. Labor (Classification) Landscaper
 - Regular \$50/per hour
 - Overtime \$75/per hour
 - Emergency/Holiday \$100/per hour

Note: Rate billed at General Prevailing Wage Determination SC-102-X-20-2022-2 and General Prevailing Wage Determination Increase SC-102-X-20-Pre per the CA State DIR.

Proposal Dated: April 24, 2023

EXHIBIT A-1
STATEMENT OF WORK
Z Consulting Group
INFORMATION TECHNOLOGY DEPARTMENT

Z Consulting Group is pleased to submit a statement of work to provide project management oversight services for the Public Safety Radio Network project.

We understand Information Technology Department (ITD) department would like us to perform the following or other necessary tasks during the implementation phase of the Public Safety Radio Network (PSRN) Replacement project.

PHASE 5 – IMPLEMENTATION OVERSIGHT

- Task 1: Project Management: Z Consulting will coordinate the following main functions with the selected vendor, Federal Engineering and the County of Santa Barbara:
1. Assist in departmental budgets based on the final negotiated design agreement with EF Johnson, as well as any additions or deletions to the agreement.
 2. Coordination of Public Safety Radio Network implementation activities, such as final design, site development, site sequence, and technology deployments.
 3. Interpretation of the negotiated Agreements with various vendors.
 4. Conduct and participate in internal and external Project meetings and provide regular status on the progress of the implementation.
 5. Provide periodic updates to the County stakeholders.
- Task 2: Agreement(s) Reconciliation: We will assist the County of Santa Barbara with:
1. Reconciliation of vendor invoices to ensure compliance with proper authorization sign-off procedures for payment of services rendered are met.
 2. Reconciliation of the Agreement(s), related design work documents, and project completion budget estimates.
- Task 3: Conduct Quality Assurance: Z Consulting will oversee acceptance of each implementation phase against the Agreement(s) and sign-off as the selected vendor(s) and Federal Engineering complete their respective tasks.

Staffing and Fees

Zahid Masood is proposed to be the project manager. Matthew Bertram will assist Zahid Masood on an as-needed basis.

Z Consulting fees will be based on the County of Santa Barbara billing rate of \$150 per hour. Expenses will be billed per Santa Barbara County expense reimbursement policy. Invoices will be submitted at the end of each month.

EXHIBIT A-2
STATEMENT OF WORK
Z Consulting Group
SOCIAL SERVICES

Z Consulting Group is pleased to submit a Statement of Work for IT Consulting services on as-needed basis.

We understand Department of Social Services would like us to perform the following or other tasks in support of its IT projects on an as needed basis. Each task could be performed independent of the other.

- Task 1: Request for Proposal Document – Develop or assist in review of request for proposal (RFP) document and provide feedback to obtain competitive pricing, design requirements, support services, and technical alternatives from qualified vendors.
- Task 2: RFP Conference – Assist in preparing the agenda and conduct the Mandatory Pre-Proposal Conference along with the County staff. Provide assistance to the vendors for core equipment room tours if required.
- Task 3: Vendor Design Reviews – Conduct onsite vendor design reviews to understand vendors’ proposed approach to the specification’s requirements prior to preparing their response. We will prepare the design review agenda, lead the review, and prepare any follow up clarifications to be released to the vendors after each design review.
- Task 4: Evaluation Process – Review and summarize the vendor responses in preparation for the technical and financial reviews.
- Task 5: Technical and Financial Reviews – Conduct the technical and financial reviews at the County with each vendor. These meetings are held after the vendor responses have been submitted and reviewed. The technical and financial review provides each vendor the opportunity to clarify their response with the working group. This process step allows the County to confirm how the vendor’s response was interpreted and allows the vendor to clarify misinterpretations of their response.
- Task 6: Final Report – Prepare a final report summarizing each vendor’s capital cost, total cost of ownership, technical capabilities, financial viability, and service and support response guarantees.
- Task 7: Ensure compatibility with County Infrastructure.

Z Consulting fees will be based on the below table.

Expenses are in addition to fees and will be billed as incurred per the County’s policy.

Z Consulting Rate Schedule Effective through June 30, 2024	
<i>Job Title</i>	<i>Hourly Rate</i>
Project Manager	\$ 150
Senior Project Manager	\$ 180
Information Technology Consultant	\$ 210
Senior Information Technology Consultant	\$ 250
Analyst	\$ 125