

AGREEMENT FOR PROFESSIONAL SERVICES

THIS AGREEMENT is made and entered into this ____ day of _____, 2018, by and between the City of Merced, a California Charter Municipal Corporation, whose address of record is 678 West 18th Street, Merced, California 95340, (hereinafter referred to as "City") and Chabin Concepts, Inc., a California Corporation, whose address of record is 2515 Ceanothus Avenue, Suite 100, Chico, California 95973 (hereinafter referred to as "Consultant").

WHEREAS, City is undertaking a project to prepare a proposal to submit to the California High Speed Rail Authority for the Heavy Maintenance Facility; and,

WHEREAS, Consultant represents that it possesses the professional skills to provide the services in connection with said project.

NOW, THEREFORE, the parties hereto, in consideration of the mutual covenants hereinafter recited, hereby agree as follows:

1. SCOPE OF SERVICES. The Consultant shall furnish the following services: Consultant shall provide the services described in Exhibit "A" attached hereto.

No additional services shall be performed by Consultant unless approved in advance in writing by the City, stating the dollar value of the services, the method of payment, and any adjustment in contract time. All such services are to be coordinated with City and the results of the work shall be monitored by the City Manager or his designee. However, the means by which the work is accomplished shall be the sole responsibility of the Consultant.

2. TIME OF PERFORMANCE. All of the work outlined in the Scope of Services shall be completed in accordance with the Schedule outlined in Exhibit "A" attached hereto and incorporated herein by reference. By mutual agreement and written addendum to this Agreement, the City and the Consultant may change the requirements in said Schedule.

3. TERM. The term of the Agreement shall be six (6) months, commencing on January 1, 2018 and ending on June 30, 2018.

4. **COMPENSATION.** Payment by the City to the Consultant for actual services rendered under this Agreement shall be made upon presentation of an invoice detailing services performed under the Scope of Services that is attached hereto as Exhibit "A". The Consultant agrees to provide all services required under the Scope of Services in Exhibit "A" within the compensation amount set forth below. For Consultant's services rendered under this Agreement, City shall pay Consultant the not to exceed sum of Fifteen Thousand Dollars (\$15,000.00).

5. **METHOD OF PAYMENT.** Compensation to Consultant shall be paid by the City after submission by Consultant of an invoice delineating the services performed.

6. **RECORDS.** It is understood and agreed that all plans, studies, specifications, data magnetically or otherwise recorded on computer or computer diskettes, records, files, reports, etc., in possession of the Consultant relating to the matters covered by this Agreement shall be the property of the City, and Consultant hereby agrees to deliver the same to the City upon termination of the Agreement. It is understood and agreed that the documents and other materials including but not limited to those set forth hereinabove, prepared pursuant to this Agreement are prepared specifically for the City and are not necessarily suitable for any future or other use.

7. **CONSULTANT'S BOOKS AND RECORDS.** Consultant shall maintain any and all ledgers, books of account, invoices, vouchers, canceled checks, and other records or documents evidencing or relating to charges for services or expenditures and disbursements charged to the City for a minimum of three (3) years, or for any longer period required by law, from the date of final payment to the Consultant to this Agreement. Any records or documents required to be maintained shall be made available for inspection, audit and/or copying at any time during regular business hours, upon oral or written request of the City.

8. **INDEPENDENT CONTRACTOR.** It is expressly understood that Consultant is an independent contractor and that its employees shall not be employees of or have any contractual relationship with the City. Consultant shall be responsible for the payment of all taxes, workers' compensation insurance and unemployment insurance. Should Consultant desire any insurance protection, the Consultant is to acquire same at its expense.

In the event Consultant or any employee, agent, or subcontractor of Consultant providing services under this Agreement is determined by a court of competent jurisdiction or the California Public Employees Retirement System (PERS) to be eligible for enrollment in PERS as an employee of the City, Consultant shall indemnify, protect, defend, and hold harmless the City for the payment of any employee and/or employer contributions for PERS benefits on behalf of Consultant or its employees, agents, or subcontractors, as well as for the payment of any penalties and interest on such contributions, which would otherwise be the responsibility of City.

9. INDEMNITY. Consultant shall indemnify, protect, defend (with legal counsel selected by the City), save and hold City, its officers, employees, and agents, harmless from any and all claims or causes of action for death or injury to persons, or damage to property resulting from intentional or negligent acts, errors, or omissions of Consultant or Consultant's officers, employees, volunteers, and agents during performance of this Agreement, or from any violation of any federal, state, or municipal law or ordinance, to the extent caused, in whole or in part, by the willful misconduct, negligent acts, or omissions of Consultant or its employees, subcontractors, or agents, or by the quality or character of Consultant's work, or resulting from the negligence of the City, its officers, employees, volunteers and agents, except for loss caused by the sole negligence or willful misconduct of the City or its officers, employees, volunteers or agents. It is understood that the duty of Consultant to indemnify and hold harmless includes the duty to defend as set forth in Section 2778 of the California Civil Code. Acceptance by City of insurance certificates and endorsements required under this Agreement does not relieve Consultant from liability under this indemnification and hold harmless clause. This indemnification and hold harmless clause shall survive the termination of this Agreement and shall apply to any damages or claims for damages whether or not such insurance policies shall have been determined to apply. By execution of this Agreement, Consultant acknowledges and agrees to the provisions of this Section and that it is a material element of consideration.

10. INSURANCE. During the term of this Agreement, Consultant shall maintain in full force and effect at its own cost and expense, the following insurance coverage:

a. Workers' Compensation Insurance. Full workers' compensation insurance shall be provided with a limit of at least One Hundred Thousand Dollars (\$100,000) for any one person and as required by law, including Employer's Liability limits of \$1,000,000.00 per accident. The policy shall be endorsed to waive the insurer's subrogation rights against the City.

b. General Liability.

- (i) Consultant shall obtain and keep in full force and effect general liability coverage at least as broad as ISO commercial general liability coverage occurrence Form CG 0001.
- (ii) Consultant shall maintain limits of no less than One Million Dollars (\$1,000,000) per occurrence for bodily injury, personal injury and property damage.
- (iii) The City, its officers, employees, volunteers and agents are to be named as additional insureds under the policy, as respects liability arising out of work or operations performed by or on behalf of the Consultant.
- (iv) The policy shall stipulate that this insurance will operate as primary insurance for work performed by Consultant and its sub-contractors, and that any other insurance or self insurance maintained by City or other named insureds shall be excess and non-contributory.
- (v) Consultant shall maintain its commercial general liability coverage for three (3) years after completion of the work and shall add an additional insured endorsement form acceptable to the City naming the City of Merced, its officers, employees, agents and volunteers for each year thereafter for at least three (3) years after completion of the work. Copies of the annual renewal and additional insured endorsement form shall be sent to the City within thirty (30) days of the annual renewal.

c. Automobile Insurance.

- (i) Consultant shall obtain and keep in full force and effect an automobile policy of at least One Million Dollars (\$1,000,000) per accident for bodily injury and property damage.
- (ii) The City, its officers, employees, volunteers and agents are to be named as additional insureds under the policy, as respects automobiles owned, leased, hired or borrowed by the Consultant.

- (iii) The policy shall stipulate that this insurance will operate as primary insurance for work performed by Consultant and its sub-contractors, and that any other insurance or self insurance maintained by City or other named insureds shall be excess and non-contributory.

d. Professional Liability Insurance. Consultant shall carry professional liability insurance appropriate to Consultant's profession in the minimum amount of One Million Dollars (\$1,000,000). Architects and engineers' coverage is to be endorsed to include contractual liability.

e. Qualifications of Insurer. The insurance shall be provided by an acceptable insurance provider, as determined by City, which satisfies all of the following minimum requirements:

- (i) An insurance carrier admitted to do business in California and maintaining an agent for service of process within this State; and,
- (ii) An insurance carrier with a current A.M. Best Rating of A:VII or better (except for workers' compensation provided through the California State Compensation Fund).

f. Certificate of Insurance. Consultant shall complete and file with the City prior to engaging in any operation or activity set forth in this Agreement, certificates of insurance evidencing coverage as set forth above and which shall provide that no cancellation or expiration by the insurance company will be made during the term of this Agreement, without thirty (30) days written notice to City prior to the effective date of such cancellation—including cancellation for nonpayment of premium.

g. Notwithstanding any language in this Agreement to the contrary, Consultant shall be entitled to be paid pursuant to the terms of this Agreement until Consultant has obtained the insurance required by this Section 10 and provided documentation of said insurance to the City. In addition to any other remedies City may have, City reserves the right to withhold payment if Consultant's insurance policies are not current.

11. ASSIGNABILITY OF AGREEMENT. It is understood and agreed that this Agreement contemplates personal performance by the Consultant and is

based upon a determination of its unique personal competence and experience and upon its specialized personal knowledge. Assignments of any or all rights, duties or obligations of the Consultant under this Agreement will be permitted only with the express written consent of the City.

12. **TERMINATION FOR CONVENIENCE OF CITY.** The City may terminate this Agreement any time by mailing a notice in writing to Consultant that the Agreement is terminated. Said Agreement shall then be deemed terminated, and no further work shall be performed by Consultant. If the Agreement is so terminated, the Consultant shall be paid for that percentage of the phase of work actually completed, based on a pro rata portion of the compensation for said phase satisfactorily completed at the time the notice of termination is received.

13. **CONFORMANCE TO APPLICABLE LAWS.** Consultant shall comply with its standard of care regarding all applicable Federal, State, and municipal laws, rules and ordinances. No discrimination shall be made by Consultant in the employment of persons to work under this contract because of race, color, national origin, ancestry, disability, sex or religion of such person.

Consultant hereby promises and agrees to comply with all of the provisions of the Federal Immigration and Nationality Act (8 U.S.C.A. 1101 *et seq.*), as amended; and in connection therewith, shall not employ unauthorized aliens as defined therein. Should Consultant so employ such unauthorized aliens for the performance of work and/or services covered by this Agreement, and should any agency or instrumentality of the federal or state government, including the courts, impose sanctions against the City for such use of unauthorized aliens, Consultant hereby agrees to, and shall, reimburse City for the cost of all such sanctions imposed, together with any and all costs, including attorneys' fees, incurred by the City in connection therewith.

14. **WAIVER.** In the event that either City or Consultant shall at any time or times waive any breach of this Agreement by the other, such waiver shall not constitute a waiver of any other or succeeding breach of this Agreement, whether of the same or any other covenant, condition or obligation. Waiver shall not be deemed effective until and unless signed by the waiving party.

15. **INCONSISTENT OR CONFLICTING TERMS IN AGREEMENT AND EXHIBITS.** In the event of any contradiction or inconsistency between any attached document(s) or exhibit(s) incorporated by reference herein and the provisions of the Agreement itself, the terms of the Agreement shall control.

Any exhibit that is attached and incorporated by reference shall be limited to the purposes for which it is attached, as specified in this Agreement. Any contractual terms or conditions contained in such exhibit imposing additional obligations on the City are not binding upon the City unless specifically agreed to in writing, and initialed by the authorized City representative, as to each additional contractual term or condition.

16. **AMBIGUITIES.** This Agreement has been negotiated at arms' length between persons knowledgeable in the matters dealt with herein. Accordingly, any rule of law, including, but not limited to, Section 1654 of the Civil Code of California, or any other statutes, legal decisions, or common-law principles of similar effect, that would require interpretation of any ambiguities in this Agreement against the party that drafted this Agreement is of no application and is hereby expressly waived.

17. **VENUE.** This Agreement and all matters relating to it shall be governed by the laws of the State of California and any action brought relating to this agreement shall be held exclusively in a state court in the County of Merced.

18. **AMENDMENT.** This Agreement shall not be amended, modified, or otherwise changed unless in writing and signed by both parties hereto.

19. **INTEGRATION.** This Agreement constitutes the entire understanding and agreement of the parties and supersedes all previous and/or contemporaneous understanding or agreement between the parties with respect to all or any part of the subject matter hereof.

20. **AUTHORITY TO EXECUTE.** The person or persons executing this Agreement on behalf of the parties hereto warrants and represents that he/she/they has/have the authority to execute this Agreement on behalf of their entity and has/have the authority to bind their party to the performance of its obligations hereunder.

21. **COUNTERPARTS.** This Agreement may be executed in one or more counterparts with each counterpart being deemed an original. No counterpart shall be deemed to be an original or presumed delivered unless and until the counterparts executed by the other parties hereto are in the physical possession of the party or parties seeking enforcement thereof.

IN WITNESS WHEREOF, the parties have caused this Agreement to be executed on the date first above written.

CITY OF MERCED
A California Charter Municipal
Corporation

BY: _____
City Manager

ATTEST:
STEVE CARRIGAN, CITY CLERK

BY: _____
Assistant/Deputy City Clerk

APPROVED AS TO FORM:

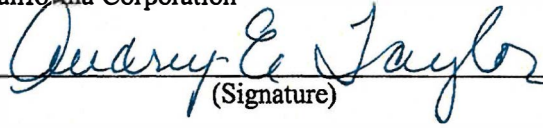
BY: Kelly J. J. J. J. J. 12/27/17
City Attorney Date

ACCOUNT DATA:

BY: _____
Verified by Finance Officer

CONSULTANT
CHABIN CONCEPTS, INC.
A California Corporation

BY:


(Signature)

Audrey E. Taylor
(Typed Name)

Its: President & CEO

(Title)

Taxpayer I.D. No. 68-0190084

BY:


(Signature)

Gerald A. Louie
(Title)

Its: Secretary

ADDRESS: 2515 Ceanothus, Suite 100
Chico, CA 95973

TELEPHONE: 530-345-0364 x27

FAX: 530-345-6417

EMAIL: Audrey@Chabinconcepts.com



Date: December 26, 2017

To: Frank Quintero, Office of Economic Development

Subject: Heavy Maintenance Facility Proposal

Chabin Concepts and DSG Advisors will combine their experience and knowledge to assist the City of Merced in preparing a professional and competitive proposal to submit to the California High-Speed Rail Authority. We understand that the City of Merced, along with the Greater Merced High-Speed Rail Committee and other stakeholders, is seeking consideration from the California High-Speed Rail Authority (CHSRA) as the location for the planned Heavy Maintenance Facility (HMF) which the City previously submitted a proposal that is now out-of-date and CHSRA has re-opened the opportunity to submit another proposal.

Chabin and DSG understand that this proposal and the location of the HMF is a top priority for the City. Chabin and DSG will provide advisory services to help enhance the competitive positioning of the City for the HMF.

Scope of Services - Chabin and DSG propose the following services:

1. Proposal - Review Merced's HFM initial proposal and documents submitted to CHSRA
 - Work with staff to collect new and updated information
 - Assess strengths and weaknesses of competitor sites and proposals
 - Review criteria established by CHSRA
 - Review City of Merced's site for comparison to competition and fit to HMF
 - Approach project as a site selection analysis
 - Provide revisions that will enhance the value proposition of a City of Merced Location
 - Prepare a professional package, including hard copy proposal, electronic and power point for presentation.
2. Research - Provide background research and support services
 - Research equipment vendors selected by CHSRA and offer strategies for engagement
 - Identify business connections in the US and Europe aligned with project stakeholders
3. Technical Support – On call and available for meetings as a technical advisor on site location
 - Meet with stakeholders to advocate for Merced
 - Look for other competitive advantages for Merced

Compensation

Services for 1) Proposal and 2) Research would be provided to not exceed \$15,000. The proposal format will be reviewed and approved by staff. Two draft proposals will be delivered for review and editing for final delivery. Not to exceed does not include development of special maps or purchase of pictures if required (it is our understanding these will be provided to our team). Travel is not expected for proposal review and background research.

Services for 3) Technical Support would be provided on a Time and Material basis and may require travel for meetings. Attendance at any meeting would be by request of the City and only after approval.

Timeline

City anticipates Service 1 & 2 to be completed within 60 days of Council approval. Services 3 could be on-going.

Chabin Concepts (Chabin)



Audrey Taylor
President, Chabin Concepts, Inc.
Co-chair Marketing, TEAMCALIFORNIA
Audrey@chabinconcepts.com
530-345-0364 x27
Economic Development & Marketing Firm

Experience: Economic Development Strategies & Execution
Plans and Tools

Since 1989, Audrey has led Chabin Concepts to be one of the leading full-service economic development and marketing firms in the nation. Success has been built on her philosophy of collaboration and bringing each client the best expertise and experience available.

Not only has she assisted communities, regions and states across the nation with strategic planning, she has successfully prepared over \$75 million in grant applications for clients and private companies for strategic initiatives. She has assisted private companies access the very competitive CalCompetes program, preparing over two dozen applications ranging from \$80,000 awards to \$2.5 million in California Tax Credits.

Chabin's portfolio of work is diverse including assisting communities in locating and expanding companies to entrepreneurial development programs. The hands-on and customized approach is what has earned Chabin a great reputation for identifying key assets of a community and positioning those assets deliver economic growth.

Audrey is a frequent speaker and instructor on the subject of economic development and community readiness. She was best described upon receiving CALED's prestigious *Golden Bear Award* "for her vision, drive, enthusiasm, creativity, and commitment to the economic development profession" but her favorite is a young colleague wrote on her desk bulletin board "Audrey Taylor is my fairy godmother".

Recent Projects (2017)

- *Economic Development Strategies:* Moving Solano Forward, Solano County, CA, www.movingsolanoforwardii.com; Morro Bay, Ca. www.morrobaystrategy.com/meet-the-team; City of Martinez; Hillsboro, Oregon
- *Economic Development Site Assessments:* Merced County, CA; Stanfield, OR
- *Economic Development implementation Services:* City of Merced, CA; City of Benicia, CA.
- *Marketing Strategies:* Chico, CA – website, <https://www.choosechico.com/>
- *Workforce Development Strategies:* North Far North- Community Colleges (7 community colleges), <https://nfnswp.maps.arcgis.com/apps/MapJournal/index.html?appid=822f3f02d4a54d4ab705afb91e4dfb83>
- *CalCompete Applications for Private Companies:* Over \$15 million in awards.
- *Initiatives – Grow Manufacturing, North State; Sports Complex, Butte County*

Don Schjeldahl Group (DSG)



Don Schjeldahl
President, The Don Schjeldahl Group
Don@DonSchjeldahlGroup.com
828-772-9374
Corporate Site Selection Consultant

Experience: Conducted over 300 Corporate Location Assignments. Founder of Competitive Ready communities program and site certification programs.

Professional Information:

Don Schjeldahl is founder and principal at DSG Advisors. DSG is a consulting platform that harnesses expertise in corporate location selection and economic development best practices. With more than 35 years' experience in corporate consulting, Don is a leading expert in corporate location strategy and community/property selection for manufacturing, distribution, and specialized industrial facilities.

Professional History:

In his 28 years at The Austin Company, Don led or directed more than 300 location strategy assignments for manufacturing plants, distribution centers, aviation facilities, research and development centers, newspaper plants, broadcast studios and information processing centers. Don has worked in urban centers and rural areas throughout the United States, Canada, Mexico, United Kingdom and Europe.

While at Austin, Don led the location selection team for food processing, soft drink, bottled water and brewing clients. In this role Don worked with Sierra Nevada Brewing, in total for nearly three years. Don helped the company find the best location for an eastern U.S. brewery. Mills River, North Carolina, located 12 miles south of Asheville, was selected as the location for the \$150 million facility. In August 2013 Mr. Schjeldahl concluded his assignment with Sierra Nevada after helping the company initiate the Mills River project and to advance Sierra Nevada's programs for sustainability, energy efficiency and renewable energy that are well established at their Chico, California brewery.

Publications:

Don is a frequent presenter at professional meetings and a contributor to industry-specific publications and location selection journals including Area Development, Business Facilities, Site Selection, and Solar Industry.

Activities and Achievements:

Don is a co-founder of the Site Selectors Guild (www.SiteSelectorsGuild.com) and Competitive Ready consulting consortium (www.competitiveready.com).