



Meeting Date: 11 / 16 / 10

ACTION	TYPE OF ITEM
<input type="checkbox"/> Approved Recommendation	<input checked="" type="checkbox"/> Info/Consent
<input type="checkbox"/> Ord. No(s). _____	<input type="checkbox"/> Report
<input type="checkbox"/> Res. No(s). _____	<input type="checkbox"/> Public Hearing (Info/consent)
<input type="checkbox"/> Other _____	<input type="checkbox"/> Other _____

Prepared By: Michael Henderson *MH* Agenda Item No. I-3

Reviewed By: City Manager *[Signature]* City Attorney *[Signature]* Finance *[Signature]* Other (Specify) _____

DATE: November 4, 2010

TO: City Council

FROM: Michael Henderson, General Services Superintendent *[Signature]*
City Manager's Office

SUBJECT: First Amendment to Agreement For Consulting Services with Harison & Associates for On-Call Grant Writing Services

RECOMMENDATION

That City Council approve and authorize the Mayor to execute the First Amendment to Agreement for Consulting Services (No. 4918-09-CM) with Harison & Associates for On-Call Grant Writing Services, increasing the total amount of the agreement from \$75,000 to \$100,000.

DISCUSSION

It was determined that many opportunities for the City to secure various types of grants was being missed and that a skilled grant writer would be of great assistance in helping to secure these funds. In 2009, General Services issued an RFP to select an on-call grant writing service for the City. The City received and reviewed eight firms and Harison & Associates was selected. A multi-year agreement with options to renew and in an amount not to exceed \$75,000 was entered into by the City and Harison & Associates in October, 2009. This first amendment revises the original agreement expiration date from October 19, 2010 to October 19, 2011, and increases the amount of the agreement from \$75,000 to \$100,000.

FINANCIAL IMPACT

This agreement is funded on a project by project basis.

MH/pcf

Attachment #1 – First Amendment
#2 - Original Agreement

FIRST AMENDMENT TO AGREEMENT FOR CONSULTING SERVICES

This First Amendment ("First Amendment") to the Agreement for Consulting Services ("Agreement") is made and entered into in the County of Ventura, State of California, this 19th day of October, 2010, by and between the City of Oxnard, a municipal corporation ("City"), and Harison & Associates ("Consultant"). This First Amendment amends the Agreement entered into on October 19, 2009, by City and Consultant.

City and Consultant agree as follows:

1. In Section 12 of the Agreement, the phrase "will expire on October 19, 2010" is deleted and replaced with the phrase "will expire on October 19, 2011".
2. In Section 14 of the Agreement, the figure "\$75,000" is deleted and replaced with the figure "\$100,000".
3. As so amended, the Agreement remains in full force and effect.

CITY OF OXNARD

CONSULTANT:

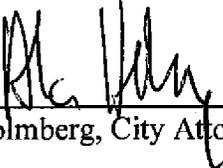
Dr. Thomas E. Holden, Mayor



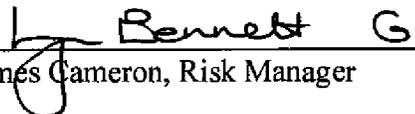
Barbara M. Harison, Owner
Harison & Associates

APPROVED AS TO FORM:

APPROVED AS TO INSURANCE:



Alan Holmberg, City Attorney



James Cameron, Risk Manager

APPROVED AS TO CONTENT:



Michael Henderson, Superintendent
General Services

ATTEST:

Daniel Martinez, City Clerk

ATTACHMENT NO. 1

PAGE 1 OF 1

AGREEMENT FOR CONSULTING SERVICES

This Agreement for Consulting Services ("Agreement") is made and entered into in the County of Ventura, State of California, this 19th day of October, 2009, by and between the City of Oxnard, a municipal corporation ("City"), and Harison & Associates ("Consultant").

WHEREAS, City desires to hire Consultant to perform certain consulting services specified herein as Grant Writing Services and other supplemental professional research and project development task as set forth in Exhibit A.

WHEREAS, Consultant represents that Consultant and/or Consultant's personnel have the qualifications and experience to properly perform such services:

NOW, THEREFORE, City and Consultant hereby agree as follows:

1. Scope of Services

Consultant shall furnish City with professional consulting services for General On-Call Grant Writing Services, as more particularly the City will request and assign work scopes as per Exhibit A as such work becomes available and each of these assignments are incorporated by this reference in full herein.

2. Method of Performing Services

Subject to the terms and conditions of this Agreement, Consultant may determine the method, details, and means of performing the services described herein, including the use of Subconsultants.

3. Standard of Performance

Consultant agrees to undertake and complete these services to conclusion, using that standard of care, skill, and diligence normally provided by a professional person in performance of similar consulting services.

4. Nonexclusive Services

This Agreement shall not be interpreted to prevent or preclude Consultant from rendering any services for Consultant's own account or to any other person or entity as Consultant in its sole discretion shall determine. Consultant agrees that performing such services will not materially interfere with services to be performed for the City.

5. Coordination of Services

All services are to be coordinated with the City Manager or designated Department Director ("Manager") and shall be performed under the general direction of the City Manager or Manager.

6. Place of Work

Consultant shall perform the services provided for in this Agreement at any place or location and at such times as the Consultant shall determine.

7. Correction of Errors

Consultant agrees to correct, at its expense, all errors which may be disclosed during review of Consultant's services. Should Consultant fail to make such correction in a reasonably timely manner, such correction shall be made by City, and the cost thereof shall be paid by Consultant.

8. Time for Performance

All services performed under this Agreement shall be completed pursuant to a schedule provided by the Consultant and approved by the City for each of the assignments. City agrees to amend the performance termination date whenever Consultant is delayed by action or inaction of City and Consultant promptly notifies Manager of such delays.

9. Principal in Charge

Consultant hereby designates Barbara M. Harison as its principal-in-charge and person responsible for necessary coordination with Manager.

10. Permits, Licenses, Certificates

Consultant, at Consultant's sole expense, shall obtain and maintain during the term of this Agreement, all permits, licenses, and certificates required in connection with the performance of services under this Agreement, including a City business license.

11. City's Responsibility

City shall cooperate with Consultant as may be reasonably necessary for Consultant to perform its services. Manager agrees to provide direction to Consultant as requested regarding particular project requirements.

12. Term of Agreement

This Agreement shall have an initial term beginning on October 19, 2009, and will expire on October 19, 2010. The City may exercise an option to extend the Agreement for three (3) additional one-year terms for this grant writing on-call service with a final expiration date of October 30, 2013. City may exercise the option by notifying Consultant in writing any time prior to the expiration of the term then in effect.

13. Termination

a. This Agreement may be terminated by City if Manager notifies Consultant, in writing, of Manager's desire to terminate the Agreement. Such termination shall be effective ten calendar days from the date of delivery or mailing of such notice. City agrees to pay Consultant in full for all amounts due Consultant as of the effective date of termination, including any expenditures incurred on City's behalf, whether for the employment of third parties or otherwise.

b. This Agreement may be terminated by Consultant if Consultant notifies Manager, in writing, of Consultant's desire to terminate the Agreement. Such termination shall be effective ten calendar days from the date of delivery or mailing of such notice and only if all assignments accepted by Consultant have been completed prior to the date of termination.

14. Compensation

a. City agrees to pay Consultant for the initial period of the agreement in an amount not to exceed \$ 75,000 for services provided under this Agreement at rates provided in Fee Schedule -Exhibit B attached hereto and incorporated by this reference in full herein.

b. The acceptance by Consultant of the final payment made under this Agreement shall constitute a release of City from all claims and liabilities for compensation to Consultant for anything completed, finished or relating to Consultant's services.

c. Consultant agrees that payment by City shall not constitute nor be deemed a release of the responsibility and liability of Consultant or its employees, subcontractors, agents and subconsultants for the accuracy and competency of the information provided and/or services performed hereunder, nor shall such payment be deemed to be an assumption of responsibility or liability by City for any defect or error in the services performed by Consultant, its employees, subcontractors, agents and subconsultants.

d. Consultant shall provide Manager with a completed Request for Taxpayer Identification Number and Certification, as issued by the Internal Revenue Service.

e. If any sales tax is due for services performed by Consultant or materials or products provided to City by Consultant, Consultant shall pay the sales tax. City shall not reimburse Consultant for sales taxes paid by Consultant.

15. Method of Payment

a. City agrees to pay Consultant monthly upon satisfactory completion of the services and upon submission by Consultant of an invoice delineating the services performed, in a form satisfactory to Manager. The invoice shall identify services by project as specified by Manager.

b. Consultant agrees to maintain current monthly records, books, documents, papers, accounts and other evidence pertaining to the services performed and costs incurred. Such items shall be adequate to reflect the time involved and cost of performing the services. Consultant shall provide Manager with copies of payroll distribution, receipted bills and other documents requested for justification of the invoice.

16. Responsibility for Expenses

Except as otherwise expressly provided in this Agreement, City shall not be responsible for expenses incurred by Consultant in performing services under this Agreement. All expenses incident to the performance of services under this Agreement shall be borne by the Consultant, including, but not limited to rent, vehicle, and travel, entertainment and promotion, general liability and health insurance, workers' compensation insurance, and all compensation and benefits of employees or agents engaged by Consultant. Consultant shall, at its own cost and expense, supply all personal property necessary or appropriate to perform the services provided for under this Agreement, including, but not limited to any personal property used by employees and agents of Consultant in the performance of such services.

17. Non-Appropriation of Funds

Payments to be made to Consultant by City for services performed within the current fiscal year are within the current fiscal budget and within an available, unexhausted and unencumbered appropriation of City. In the event City does not appropriate sufficient funds for payment of Consultant's services beyond the current fiscal year, this Agreement shall cover payment for Consultant's services only up to the conclusion of the last fiscal year in which City appropriates sufficient funds and shall automatically terminate at the conclusion of such fiscal year.

18. Records

a. Consultant agrees that all final computations, exhibits, files, plans, correspondence, reports, drawings, designs, data and photographs expressly required to be prepared by Consultant as part of the scope of services ("documents and materials") shall be the property of City and shall, upon completion of the services or termination of this Agreement, be delivered to Manager.

b. At City's request, City shall be entitled to immediate possession of, and Consultant shall furnish to Manager within ten days, all of the documents and materials. Consultant may retain copies of these documents and materials.

c. Any substantive modification of the documents and materials by City staff or any use of the completed documents and materials for other City projects, or any use of uncompleted documents and materials, without the written consent of Consultant, shall be at City's sole risk and without liability or legal exposure to Consultant. City agrees to hold Consultant harmless from all damages, claims, expenses and losses arising out of any reuse of the documents and materials for purposes other than those described in this Agreement, unless Consultant consents in writing to such reuse.

19. Maintenance and Inspection of Records

Consultant agrees that City or its auditors shall have access to and the right to audit and reproduce any of Consultant's relevant records to ensure that City is receiving all services to which City is entitled under this Agreement or for other purposes relating to the Agreement. Consultant shall maintain and preserve all such records for a period of at least three years after the expiration of this Agreement, or until an audit has been completed and accepted by City. Consultant agrees to maintain all such records in City or to promptly reimburse City for all reasonable costs incurred in conducting the audit at a location other than in City, including but not limited to expenses for personnel, salaries, private auditor, travel, lodging, meals and overhead.

20. Confidentiality of Information

Any documents and materials given to or prepared or assembled by Consultant under this Agreement shall be confidential and shall not be made available to any third person or organization by Consultant without prior written approval of the Manager.

21. Indemnity

Consultant agrees to indemnify, hold harmless and defend City, its City Council, and each member thereof, and every officer, employee, representative or agent of City, from any and all liability, claims, demands, actions, damages (whether in contract or tort, including personal injury, death at any time, or property damage), costs and financial loss, including all costs and expenses and fees of litigation or arbitration, that arise directly or indirectly from any acts or omissions related to this Agreement performed by Consultant or its agents, employees, subconsultants, subcontractors, consultants and other persons acting on Consultant's behalf. This agreement to indemnify, hold harmless and defend shall apply whether such acts or omissions are the product of active negligence, passive negligence, or acts for which Consultant or its agents, employees, subconsultants, subcontractors, consultants and other persons acting on Consultant's behalf would be held strictly liable.

22. Insurance

a. Consultant shall obtain and maintain during the performance of any services under this Agreement the insurance coverages as specified in Exhibit INS-A, attached hereto and incorporated herein by this reference, issued by a company satisfactory to the Risk Manager, unless the Risk Manager waives, in writing, the requirement that Consultant obtain and maintain such insurance coverages.

b. Consultant shall, prior to performance of any services, file with the Risk Manager evidence of insurance coverage as specified in Exhibit INS-A. Evidence of insurance coverage shall be forwarded to the Risk Manager, addressed as specified in Exhibit Ins A.

c. Maintenance of proper insurance coverages by Consultant is a material element of this Agreement. Consultant's failure to maintain or renew insurance coverages or to provide evidence of renewal may be considered as a material breach of this Agreement.

23. Independent Contractor

a. City and Consultant agree that in the performance of the services, Consultant shall be, and is, an independent contractor, and that Consultant and its employees are not employees of City. Consultant has and shall retain the right to exercise full control over the employment, direction, compensation and discharge of all persons assisting Consultant.

b. Consultant shall be solely responsible for, and shall save City harmless from, all matters relating to the payment of Consultant's employees, agents, subcontractors and subconsultants, including compliance with social security requirements, federal and State income tax withholding and all other regulations governing employer-employee relations.

c. Consultant acknowledges that Consultant and Consultant's employees are not entitled to receive from City any of the benefits or rights afforded employees of City, including but not limited to reserve leave, sick leave, vacation leave, holiday leave, compensatory leave, Public Employees Retirement System benefits, or health, life, dental, long-term disability and workers' compensation insurance benefits.

24. Consultant Not Agent

Except as Manager may specify in writing, Consultant, and its agents, employees, subcontractors and subconsultants shall have no authority, expressed or implied, to act on behalf of City in any capacity, as agents or otherwise, or to bind City to any obligation.

25. Conflict of Interest

Consultant shall promptly inform Manager of any contract, agreement, arrangement, or interest that Consultant may enter into or have during the performance of this Agreement that may conflict with City's interests. This requirement includes contracts, agreements and arrangements with manufacturers, suppliers, contractors or other clients whose interests might be served by the services performed under this Agreement and Consultant's or Consultant's clients' interest in land that might be affected by the services. Consultant shall take such measures as are necessary in the performance of this Agreement to prevent actual or appearances of conflicts of interest.

26. Assignability of Agreement

Consultant agrees that this Agreement contemplates personal performance by Consultant and is based upon a determination of Consultant's personnel's unique competence, experience and specialized personal knowledge. Assignments of any or all rights, duties, or obligations of Consultant under this Agreement will be permitted only with the express written consent of Manager, which consent may be withheld for any reason.

27. Successors and Assigns

Consultant and City agree that this Agreement shall be binding upon and inure to the benefit of the heirs, executors, administrators, successors and assigns of Consultant and City.

28. Fair Employment Practices

a. Consultant agrees that all persons employed by Consultant shall be treated equally by Consultant without regard to or because of race, color, religion, ancestry, national origin, disability, sex, marital status, age, or any other status protected by law, and in compliance with all antidiscrimination laws of the United States of America, the State of California, and City.

b. Consultant agrees that, during the performance of this Agreement, Consultant and any other parties with whom Consultant may subcontract shall adhere to equal opportunity employment practices to assure that applicants and employees are treated equally and are not discriminated against because of their race, color, religion, ancestry, national origin, disability, sex, marital status, age, or any other status protected by law.

c. Consultant agrees to state in all of its solicitations or advertisements for applicants for employment that all qualified applicants shall receive consideration for employment without regard to their race, color, religion, ancestry, national origin, disability, sex, marital status, age, or any other status protected by law.

d. Consultant shall provide City staff with access to and, upon request by Manager, provide copies to Manager of all of Consultant's records pertaining or relating to Consultant's employment practices, to the extent such records are not confidential or privileged under State or federal law.

29. Force Majeure

Consultant and City agree that neither City nor Consultant shall be responsible for delays or failures in performance resulting from acts beyond the control of either party. Such acts shall include, but not be limited to acts of God, strikes, lockouts, riots, acts of war, epidemics, governmental regulations imposed after this Agreement was executed, fire, communication line failures, earthquakes, or other disasters.

30. Time of Essence

Consultant and City agree that time is of the essence in regard to performance of any of the terms and conditions of this Agreement.

31. Covenants and Conditions

Consultant and City agree that each term and each provision of this Agreement to be performed by Consultant shall be construed to be both a covenant and a condition.

32. Governing Law

City and Consultant agree that the construction and interpretation of this Agreement and the rights and duties of City and Consultant hereunder shall be governed by the laws of the State of California.

33. Compliance with Laws

Consultant agrees to comply with all City, State, and federal laws, rules, and regulations, now or hereafter in force, pertaining to the services performed by Consultant pursuant to this Agreement.

34. Severability

City and Consultant agree that the invalidity in whole or in part of any provision of this Agreement shall not void or affect the validity of any other provision.

35. Waiver

City and Consultant agree that no waiver of a breach of any provision of this Agreement by either Consultant or City shall constitute a waiver of any other breach of the same provision or any other provision of this Agreement. Failure of either City or Consultant to enforce at any time, or from time to time, any provision of this Agreement, shall not be construed as a waiver of such provision or breach.

36. Counterparts

City and Consultant agree that this Agreement may be executed in two or more counterparts, each of which shall be deemed an original.

37. Arbitration

Consultant and City agree that in the event of any dispute with regard to the provisions of this Agreement, the services rendered or the amount of Consultant's compensation, the dispute may be submitted to arbitration upon the mutual agreement of the parties, under such procedures as the parties may agree upon, or, if the parties cannot agree, then under the Rules of the American Arbitration Association.

38. Expenses of Enforcement

Consultant and City agree that the prevailing party's reasonable costs, attorneys' fees (including the reasonable value of the services rendered by the City Attorney Office) and expenses, including investigation fees and expert witness fees, shall be paid by the non-prevailing party in any dispute involving the terms and conditions of this Agreement.

39. Authority to Execute

- a. City acknowledges that the person executing this Agreement has been duly authorized by the City Council to do so on behalf of City.
- b. Consultant acknowledges that the person executing this Agreement has been duly authorized by Consultant to do so on behalf of Consultant.

40. Notices

- a. Any notices to Consultant may be delivered personally or by mail addressed to:
Harison & Associates
214 Bernard Way
Ventura, CA 93004
Attention: Barbara M. Harison
- b. Any notices to City may be delivered personally or by mail addressed to:
City of Oxnard, General Services
1060 Pacific Ave., Bldg. 3
Oxnard, California 93030
Attention: Patricia Friend

41. Amendment

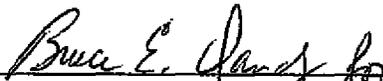
City and Consultant agree that the terms and conditions of the Agreement may be reviewed or modified at any time. Any modifications to this Agreement, however, shall be effective only when agreed to in writing by both Manager and Consultant.

42. Entire Agreement

City and Consultant agree that this Agreement constitutes the entire agreement of the parties regarding the subject matter described herein and supersedes all prior communications, agreements, and promises, either oral or written.

CITY OF OXNARD

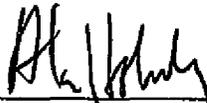
CONSULTANT

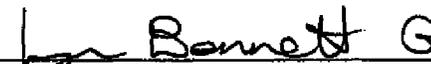

James Cameron, Purchasing Agent


Barbara M. Harison
Harison & Associates

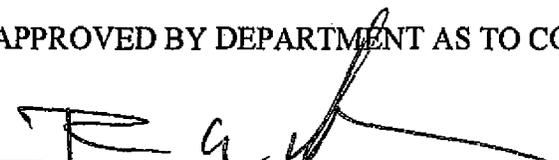
APPROVED AS TO FORM:

APPROVED AS TO INSURANCE:


Alan Holmberg, City Attorney


James Cameron, Risk Manager

APPROVED BY DEPARTMENT AS TO CONTENT AND AMOUNT:


Ralph Alamillo, Project Manager
General Services


Michael Henderson, Superintendent
Purchasing Agent, General Services

APPROVED AS TO AMOUNT:

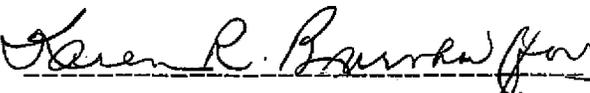

Edmund F. Sotelo, City Manager

EXHIBIT A

SCOPE OF THE WORK

City of Oxnard General Services Department
On-Call Grant Writing Services

Under the direction of the City's General Services Superintendent or designee **Harison & Associates** will provide On-Call Grant Writing Services. Services will include grant research and preparation of grant applications to state and federal granting agencies for eligible General Services park and facility projects. Specifically grant research will focus on three project areas: Parks and Open Space, Facilities and Transportation.

Specific tasks that will be provided in each of the three project areas within the scope of work for the on-call services are:

A. Research Tasks

1. Provide ongoing research of state, federal and other grant opportunities. Review funding manuals and requirements for grants, attend grant information sessions. Become informed on Capital Improvement projects and consult with the City to identify the most appropriate grants for specific projects. This may include the following:
 - Prop 84 Grant Programs
 - Statewide Park Development and Community Revitalization
 - Nature Education Facilities
 - River Parkways
 - Sustainable Communities
 - CA Recreation Trails
 - Habit Conservation Fund
 - Environmental Enhancement and Mitigation Program
 - CalTrans Grant Programs
 - EPA Grants
 - Department of Water Resources
 - Proposition 1C Housing Related Parks
 - Federal Land and Water Conservation Program
 - American Recovery Act Grants
 - Other state and federal grants related to public works, parks, open space, facilities and recreation improvements.

B. Project Development Tasks

1. Match grants opportunities with projects that are the Department's priorities. Confirm and clarify the scope of projects, key objectives, and priorities for funding, methodology, schedules and roles and responsibilities. Attend regular meetings with the City staff and other key partners as projects develop. Make recommendations to City staff to improve project competitiveness for funding.

2. Collect and review all reference materials and documents pertinent to projects. This may include census data, demographic information, employment data, program budgets, school enrollment, park master plans, park standards, site plans, environmental certifications, current grant funded programs and any research material that identifies needs and priorities.
3. Research the feasibility of strategic alliances and collaborations with other educational or non-profit organizations to enhance funding opportunities and possible joint grant applications or partnerships.

C. Grant Preparation

1. Prepare grant applications, cost estimates, letters and program narratives to meet grant requirements. Maintain quality control of the grant process.
2. Compile all materials necessary for City Council approval and submission to the state and federal grant agencies. This may include budgets, Council or Board Resolutions, environmental documentation, site plans, photos, maps and letters of support.

D. Follow Up on Grant Submittals

1. Remain available during the term of this agreement for the grant review process and grant awards to respond to questions attend meetings or submit additional material or documentation.
2. Assist City staff with funding sources for the development of a master plan of projects.

To be effective as partners in expediting the grant process and speeding delivery and approvals, City logistical support will be important. This might include:

- a. Access to City records, budgets, reference materials and agreements that may be needed to complete the work as outlined in this scope.
- b. Facilitation of cooperation with the School District and other agencies that may be collaborative partners in grant applications.
- c. Provision of maps, site plans, cost estimates, architectural drawings, floor plans, EIR, permits, letters of support, financial statements, Council Resolutions, and other documents that may be required for grant submittals

EXHIBIT B

FEE SCHEDULE

Based on the scope of services presented in Exhibit A., billing rates for *Harison & Associates* on-call grant writing services are listed below. Labor and expenses are typically billed monthly on a time and material basis, consistent with the consulting agreement up to the "not to exceed" amount of 75,000. Depending on the complexity of the grant proposal and the project, a minimum of fifty (50) labor hours is usually required. Grant fees for most grant writing assignments range from \$4,000 - \$10,000. Billing rates for the firm are:

Principal	\$135
Associate	\$85
Clerical	\$45

An estimated labor distribution for a grant project based on the key tasks listed in the scope of work is listed below.

<i>Tasks</i>	<i>Estimated Hours</i>
Grant Research	10
Project Development	10
Grant Preparation	25
Follow Up	5
Total	50

REIMBURSABLE EXPENSES

When incurred the following project expenses will be billed at cost plus 10%:

- < All reproduction, copying, printing, plotting, photography, graphics, and delivery,
- < Long Distance telephone or other communication expense,
- < Special rendered exhibits and printed reports.

The following project expenses will be billed at actual cost:

- < Travel - air fare, ground transportation, charter or rental and vehicle mileage @ (current IRS rates).
- < Meals and lodging if required.