

AGREEMENT

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3 THIS AGREEMENT is made and entered, in duplicate, as of December 23,
4 2019, for reference purposes only, pursuant to a minute order adopted by the City Council
5 of the City of Long Beach at its meeting on May 21, 2019, by and between BLAIS &
6 ASSOCIATES, INC., a Texas corporation ("Contractor"), with a place of business at 7545
7 Irvine Center Drive, Irvine Business Ctr., Suite 200, Irvine, CA 92618, and the CITY OF
8 LONG BEACH, a municipal corporation ("City").

9 WHEREAS, City requires specialized services requiring unique skills to be
10 performed in connection with grant writing services ("Project"); and

11 WHEREAS, City has selected Contractor in accordance with City's
12 administrative procedures using Request for Qualifications HE18-099 ("RFQ") to acquire
13 On-Call Public Health & Human Services Community Partners, incorporated herein by this
14 reference, and through a limited Request for Proposal ("RFP") from the vendors identified
15 through the Request for Qualifications process as qualified, referenced as readily available
16 vendors with the appropriate skillset and subject matter expertise to provide public health
17 programming and/or content-specific technical assistance, the City has determined that
18 Contractor and its employees are qualified, licensed, if so required, and experienced in
19 performing these specialized services; and

20 WHEREAS, City desires to have Contractor perform these specialized
21 services, and Contractor is willing and able to do so on the terms and conditions in this
22 Agreement;

23 NOW, THEREFORE, in consideration of the mutual terms, covenants, and
24 conditions in this Agreement, the parties agree as follows:

25 1. SCOPE OF WORK OR SERVICES.

26 A. Contractor shall furnish specialized services more particularly
27 described in Exhibit "A", attached to this Agreement and incorporated by this
28 reference, in accordance with the standards of the profession, and City shall pay for

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these services in the manner described below, not to exceed Twenty-Five Thousand Dollars (\$25,000) annually, at the rates or charges shown in Exhibit "B".

B. City shall pay Contractor in due course of payments following receipt from Contractor and approval by City of invoices showing the services or task performed, the time expended (if billing is hourly), and the name of the Project. Contractor shall certify on the invoices that Contractor has performed the services in full conformance with this Agreement and is entitled to receive payment. Each invoice shall be accompanied by a progress report indicating the progress to date of services performed and covered by the invoice, including a brief statement of any Project problems and potential causes of delay in performance, and listing those services that are projected for performance by Contractor during the next invoice cycle. Where billing is done and payment is made on an hourly basis, the parties acknowledge that this arrangement is either customary practice for Contractor's profession, industry or business, or is necessary to satisfy audit and legal requirements which may arise due to the fact that City is a municipality.

C. Contractor represents that Contractor has obtained all necessary information on conditions and circumstances that may affect its performance and has conducted site visits, if necessary.

D. By executing this Agreement, Contractor warrants that Contractor (a) has thoroughly investigated and considered the scope of services to be performed, (b) has carefully considered how the services should be performed, and (c) fully understands the facilities, difficulties and restrictions attending performance of the services under this Agreement. If the services involve work upon any site, Contractor warrants that Contractor has or will investigate the site and is or will be fully acquainted with the conditions there existing, prior to commencement of services set forth in this Agreement. Should Contractor discover any latent or unknown conditions that will materially affect the performance of the services set forth in this Agreement, Contractor must immediately inform the City of that fact and

1 may not proceed except at Contractor's risk until written instructions are received
2 from the City.

3 E. Contractor must adopt reasonable methods during the life of
4 the Agreement to furnish continuous protection to the work, and the equipment,
5 materials, papers, documents, plans, studies and other components to prevent
6 losses or damages, and will be responsible for all damages, to persons or property,
7 until acceptance of the work by the City, except those losses or damages as may
8 be caused by the City's own negligence.

9 F. CAUTION: Contractor shall not begin work until this
10 Agreement has been signed by both parties and until Contractor's evidence of
11 insurance has been delivered to and approved by City.

12 2. TERM. The term of this Agreement shall commence at midnight on
13 January 1, 2020, and shall terminate at 11:59 p.m. on December 31, 2021, unless sooner
14 terminated as provided in this Agreement, or unless the services or the Project is
15 completed sooner. The City shall have the option to extend the term for three (3) additional
16 one-year periods, at the discretion of the City Manager.

17 3. COORDINATION AND ORGANIZATION.

18 A. Contractor shall coordinate its performance with City's
19 representative, if any, named in Exhibit "C", attached to this Agreement and
20 incorporated by this reference. Contractor shall advise and inform City's
21 representative of the work in progress on the Project in sufficient detail so as to
22 assist City's representative in making presentations and in holding meetings on the
23 Project. City shall furnish to Contractor information or materials, if any, described in
24 Exhibit "D", attached to this Agreement and incorporated by this reference, and shall
25 perform any other tasks described in the Exhibit.

26 B. The parties acknowledge that a substantial inducement to City
27 for entering this Agreement was and is the reputation and skill of Contractor's key
28 employee, named in Exhibit "E" attached to this Agreement and incorporated by this

1 reference. City shall have the right to approve any person proposed by Contractor
2 to replace that key employee.

3 4. INDEPENDENT CONTRACTOR. In performing its services,
4 Contractor is and shall act as an independent contractor and not an employee,
5 representative or agent of City. Contractor shall have control of Contractor's work and the
6 manner in which it is performed. Contractor shall be free to contract for similar services to
7 be performed for others during this Agreement; provided, however, that Contractor acts in
8 accordance with Section 9 and Section 11 of this Agreement. Contractor acknowledges
9 and agrees that (a) City will not withhold taxes of any kind from Contractor's compensation;
10 (b) City will not secure workers' compensation or pay unemployment insurance to, for or
11 on Contractor's behalf; and (c) City will not provide and Contractor is not entitled to any of
12 the usual and customary rights, benefits or privileges of City employees. Contractor
13 expressly warrants that neither Contractor nor any of Contractor's employees or agents
14 shall represent themselves to be employees or agents of City.

15 5. INSURANCE.
16 A. As a condition precedent to the effectiveness of this
17 Agreement, Contractor shall procure and maintain, at Contractor's expense for the
18 duration of this Agreement, from insurance companies that are admitted to write
19 insurance in California and have ratings of or equivalent to A:V by A.M. Best
20 Company or from authorized non-admitted insurance companies subject to Section
21 1763 of the California Insurance Code and that have ratings of or equivalent to A:VIII
22 by A.M. Best Company, the following insurance:

23 (a) Commercial general liability insurance (equivalent in scope to
24 ISO form CG 00 01 11 85 or CG 00 01 10 93) in an amount not less than
25 \$1,000,000 per each occurrence and \$2,000,000 general aggregate. This
26 coverage shall include but not be limited to broad form contractual liability,
27 cross liability, independent contractors liability, and products and completed
28 operations liability. City, its boards and commissions, and their officials,

1 employees and agents shall be named as additional insureds by
2 endorsement (on City's endorsement form or on an endorsement equivalent
3 in scope to ISO form CG 20 10 11 85 or CG 20 26 11 85), and this insurance
4 shall contain no special limitations on the scope of protection given to City,
5 its boards and commissions, and their officials, employees and agents. This
6 policy shall be endorsed to state that the insurer waives its right of
7 subrogation against City, its boards and commissions, and their officials,
8 employees and agents.

9 (b) Workers' Compensation insurance as required by the California
10 Labor Code and employer's liability insurance in an amount not less than
11 \$1,000,000. This policy shall be endorsed to state that the insurer waives
12 its right of subrogation against City, its boards and commissions, and their
13 officials, employees and agents.

14 (c) Professional liability or errors and omissions insurance in an
15 amount not less than \$1,000,000 per claim.

16 (d) Commercial automobile liability insurance (equivalent in scope
17 to ISO form CA 00 01 06 92), covering Auto Symbol 1 (Any Auto) in an
18 amount not less than \$500,000 combined single limit per accident.

19 B. Any self-insurance program, self-insured retention, or
20 deductible must be separately approved in writing by City's Risk Manager or
21 designee and shall protect City, its officials, employees and agents in the same
22 manner and to the same extent as they would have been protected had the policy
23 or policies not contained retention or deductible provisions.

24 C. Each insurance policy shall be endorsed to state that coverage
25 shall not be reduced, non-renewed or canceled except after thirty (30) days prior
26 written notice to City, shall be primary and not contributing to any other insurance
27 or self-insurance maintained by City, and shall be endorsed to state that coverage
28 maintained by City shall be excess to and shall not contribute to insurance or self-

1 insurance maintained by Contractor. Contractor shall notify City in writing within five
2 (5) days after any insurance has been voided by the insurer or cancelled by the
3 insured.

4 D. If this coverage is written on a "claims made" basis, it must
5 provide for an extended reporting period of not less than one hundred eighty (180)
6 days, commencing on the date this Agreement expires or is terminated, unless
7 Contractor guarantees that Contractor will provide to City evidence of uninterrupted,
8 continuing coverage for a period of not less than three (3) years, commencing on
9 the date this Agreement expires or is terminated.

10 E. Contractor shall require that all sub-contractors or contractors
11 that Contractor uses in the performance of these services maintain insurance in
12 compliance with this Section unless otherwise agreed in writing by City's Risk
13 Manager or designee.

14 F. Prior to the start of performance, Contractor shall deliver to City
15 certificates of insurance and the endorsements for approval as to sufficiency and
16 form. In addition, Contractor shall, within thirty (30) days prior to expiration of the
17 insurance, furnish to City certificates of insurance and endorsements evidencing
18 renewal of the insurance. City reserves the right to require complete certified copies
19 of all policies of Contractor and Contractor's sub-Contractors and contractors, at any
20 time. Contractor shall make available to City's Risk Manager or designee all books,
21 records and other information relating to this insurance, during normal business
22 hours.

23 G. Any modification or waiver of these insurance requirements
24 shall only be made with the approval of City's Risk Manager or designee. Not more
25 frequently than once a year, City's Risk Manager or designee may require that
26 Contractor, Contractor's sub-Contractors and contractors change the amount,
27 scope or types of coverages required in this Section if, in his or her sole opinion, the
28 amount, scope or types of coverages are not adequate.

1 H. The procuring or existence of insurance shall not be construed
2 or deemed as a limitation on liability relating to Contractor's performance or as full
3 performance of or compliance with the indemnification provisions of this Agreement.

4 6. ASSIGNMENT AND SUBCONTRACTING. This Agreement
5 contemplates the personal services of Contractor and Contractor's employees, and the
6 parties acknowledge that a substantial inducement to City for entering this Agreement was
7 and is the professional reputation and competence of Contractor and Contractor's
8 employees. Contractor shall not assign its rights or delegate its duties under this
9 Agreement, or any interest in this Agreement, or any portion of it, without the prior approval
10 of City, except that Contractor may with the prior approval of the City Manager of City,
11 assign any moneys due or to become due Contractor under this Agreement. Any
12 attempted assignment or delegation shall be void, and any assignee or delegate shall
13 acquire no right or interest by reason of an attempted assignment or delegation.
14 Furthermore, Contractor shall not subcontract any portion of its performance without the
15 prior approval of the City Manager or designee, or substitute an approved sub-Contractor
16 or contractor without approval prior to the substitution. Nothing stated in this Section shall
17 prevent Contractor from employing as many employees as Contractor deems necessary
18 for performance of this Agreement.

19 7. CONFLICT OF INTEREST. Contractor, by executing this Agreement,
20 certifies that, at the time Contractor executes this Agreement and for its duration,
21 Contractor does not and will not perform services for any other client which would create a
22 conflict, whether monetary or otherwise, as between the interests of City and the interests
23 of that other client. And, Contractor shall obtain similar certifications from Contractor's
24 employees, sub-Contractors and contractors.

25 8. MATERIALS. Contractor shall furnish all labor and supervision,
26 supplies, materials, tools, machinery, equipment, appliances, transportation and services
27 necessary to or used in the performance of Contractor's obligations under this Agreement,
28 except as stated in Exhibit "D".

1 9. OWNERSHIP OF DATA. All materials, information and data
2 prepared, developed or assembled by Contractor or furnished to Contractor in connection
3 with this Agreement, including but not limited to documents, estimates, calculations,
4 studies, maps, graphs, charts, computer disks, computer source documentation, samples,
5 models, reports, summaries, drawings, designs, notes, plans, information, material and
6 memorandum ("Data") shall be the exclusive property of City. Data shall be given to City,
7 and City shall have the unrestricted right to use and disclose the Data in any manner and
8 for any purpose without payment of further compensation to Contractor. Copies of Data
9 may be retained by Contractor but Contractor warrants that Data shall not be made
10 available to any person or entity for use without the prior approval of City. This warranty
11 shall survive termination of this Agreement for five (5) years.

12 10. TERMINATION. Either party shall have the right to terminate this
13 Agreement for any reason or no reason at any time by giving fifteen (15) calendar days
14 prior notice to the other party. In the event of termination under this Section, City shall pay
15 Contractor for services satisfactorily performed and costs incurred up to the effective date
16 of termination for which Contractor has not been previously paid. The procedures for
17 payment in Section 1.B. with regard to invoices shall apply. On the effective date of
18 termination, Contractor shall deliver to City all Data developed or accumulated in the
19 performance of this Agreement, whether in draft or final form, or in process. And,
20 Contractor acknowledges and agrees that City's obligation to make final payment is
21 conditioned on Contractor's delivery of the Data to City.

22 11. CONFIDENTIALITY. Contractor shall keep all Data confidential and
23 shall not disclose the Data or use the Data directly or indirectly, other than in the course of
24 performing its services, during the term of this Agreement and for five (5) years following
25 expiration or termination of this Agreement. In addition, Contractor shall keep confidential
26 all information, whether written, oral or visual, obtained by any means whatsoever in the
27 course of performing its services for the same period of time. Contractor shall not disclose
28 any or all of the Data to any third party, or use it for Contractor's own benefit or the benefit

1 of others except for the purpose of this Agreement.

2 12. BREACH OF CONFIDENTIALITY. Contractor shall not be liable for a
3 breach of confidentiality with respect to Data that: (a) Contractor demonstrates Contractor
4 knew prior to the time City disclosed it; or (b) is or becomes publicly available without
5 breach of this Agreement by Contractor; or (c) a third party who has a right to disclose does
6 so to Contractor without restrictions on further disclosure; or (d) must be disclosed pursuant
7 to subpoena or court order.

8 13. ADDITIONAL SERVICES. The City has the right at any time during
9 the performance of the services, without invalidating this Agreement, to order extra work
10 beyond that specified in the RFQ or make changes by altering, adding to or deducting from
11 the work. No extra work may be undertaken unless a written order is first given by the City,
12 incorporating any adjustment in the Agreement Sum, or the time to perform this Agreement.
13 Any increase in compensation of ten percent (10%) or less of the Agreement Sum, or in
14 the time to perform of One Hundred Eighty (180) days or less, may be approved by the
15 City Representative. Any greater increases, taken either separately or cumulatively, must
16 be approved by the City Council. It is expressly understood by Contractor that the
17 provisions of this paragraph do not apply to services specifically set forth in the RFQ or
18 reasonably contemplated in the RFQ. Contractor acknowledges that it accepts the risk
19 that the services to be provided pursuant to the RFQ may be more costly or time consuming
20 than Contractor anticipates and that Contractor will not be entitled to additional
21 compensation for the services set forth in the RFQ.

22 14. RETENTION OF FUNDS. Contractor authorizes the City to deduct
23 from any amount payable to Contractor (whether or not arising out of this Agreement) any
24 amounts the payment of which may be in dispute or that are necessary to compensate the
25 City for any losses, costs, liabilities or damages suffered by the City, and all amounts for
26 which the City may be liable to third parties, by reason of Contractor's acts or omissions in
27 performing or failing to perform Contractor's obligations under this Agreement. In the event
28 that any claim is made by a third party, the amount or validity of which is disputed by

1 Contractor, or any indebtedness exists that appears to be the basis for a claim of lien, the
2 City may withhold from any payment due, without liability for interest because of the
3 withholding, an amount sufficient to cover the claim. The failure of the City to exercise the
4 right to deduct or to withhold will not, however, affect the obligations of Contractor to insure,
5 indemnify and protect the City as elsewhere provided in this Agreement.

6 15. AMENDMENT. This Agreement, including all Exhibits, shall not be
7 amended, nor any provision or breach waived, except in writing signed by the parties which
8 expressly refers to this Agreement.

9 16. LAW. This Agreement shall be construed in accordance with the laws
10 of the State of California, and the venue for any legal actions brought by any party with
11 respect to this Agreement shall be the County of Los Angeles, State of California for state
12 actions and the Central District of California for any federal actions. Contractor shall cause
13 all work performed in connection with construction of the Project to be performed in
14 compliance with (1) all applicable laws, ordinances, rules and regulations of federal, state,
15 county or municipal governments or agencies (including, without limitation, all applicable
16 federal and state labor standards, including the prevailing wage provisions of sections 1770
17 *et seq.* of the California Labor Code); and (2) all directions, rules and regulations of any fire
18 marshal, health officer, building inspector, or other officer of every governmental agency
19 now having or hereafter acquiring jurisdiction. If any part of this Agreement is found to be
20 in conflict with applicable laws, that part will be inoperative, null and void insofar as it is in
21 conflict with any applicable laws, but the remainder of the Agreement will remain in full
22 force and effect.

23 17. PREVAILING WAGES.

24 A. Consultant agrees that all public work (as defined in California
25 Labor Code section 1720) performed pursuant to this Agreement (the "Public
26 Work"), if any, shall comply with the requirements of California Labor Code sections
27 1770 *et seq.* City makes no representation or statement that the Project, or any
28 portion thereof, is or is not a "public work" as defined in California Labor Code

1 section 1720.

2 B. In all bid specifications, contracts and subcontracts for any
3 such Public Work, Consultant shall obtain the general prevailing rate of per diem
4 wages and the general prevailing rate for holiday and overtime work in this locality
5 for each craft, classification or type of worker needed to perform the Public Work,
6 and shall include such rates in the bid specifications, contract or subcontract. Such
7 bid specifications, contract or subcontract must contain the following provision: "It
8 shall be mandatory for the contractor to pay not less than the said prevailing rate of
9 wages to all workers employed by the contractor in the execution of this contract.
10 The contractor expressly agrees to comply with the penalty provisions of California
11 Labor Code section 1775 and the payroll record keeping requirements of California
12 Labor Code section 1771."

13 18. ENTIRE AGREEMENT. This Agreement, including all Exhibits,
14 constitutes the entire understanding between the parties and supersedes all other
15 agreements, oral or written, with respect to the subject matter in this Agreement.

16 19. INDEMNITY.

17 A. Consultant shall indemnify, protect and hold harmless City, its
18 Boards, Commissions, and their officials, employees and agents ("Indemnified
19 Parties"), from and against any and all liability, claims, demands, damage, loss,
20 obligations, causes of action, proceedings, awards, fines, judgments, penalties,
21 costs and expenses, including attorneys' fees, court costs, expert and witness fees,
22 and other costs and fees of litigation, arising or alleged to have arisen, in whole or
23 in part, out of or in connection with (1) Consultant's breach or failure to comply with
24 any of its obligations contained in this Agreement, including all applicable federal
25 and state labor requirements including, without limitation, the requirements of
26 California Labor Code section 1770 *et seq.* or (2) negligent or willful acts, errors,
27 omissions or misrepresentations committed by Consultant, its officers, employees,
28 agents, subcontractors, or anyone under Consultant's control, in the performance

1 of work or services under this Agreement (collectively "Claims" or individually
2 "Claim").

3 B. In addition to Consultant's duty to indemnify, Consultant shall
4 have a separate and wholly independent duty to defend Indemnified Parties at
5 Consultant's expense by legal counsel approved by City, from and against all
6 Claims, and shall continue this defense until the Claims are resolved, whether by
7 settlement, judgment or otherwise. No finding or judgment of negligence, fault,
8 breach, or the like on the part of Consultant shall be required for the duty to defend
9 to arise. City shall notify Consultant of any Claim, shall tender the defense of the
10 Claim to Consultant, and shall assist Consultant, as may be reasonably requested,
11 in the defense.

12 C. If a court of competent jurisdiction determines that a Claim was
13 caused by the sole negligence or willful misconduct of Indemnified Parties,
14 Consultant's costs of defense and indemnity shall be (1) reimbursed in full if the
15 court determines sole negligence by the Indemnified Parties, or (2) reduced by the
16 percentage of willful misconduct attributed by the court to the Indemnified Parties.

17 D. The provisions of this Section shall survive the expiration or
18 termination of this Agreement.

19 20. FORCE MAJEURE. If any party fails to perform its obligations
20 because of strikes, lockouts, labor disputes, embargoes, acts of God, inability to obtain
21 labor or materials or reasonable substitutes for labor materials, governmental restrictions,
22 governmental regulations, governmental controls, judicial orders, enemy or hostile
23 governmental action, civil commotion, fire or other casualty, or other causes beyond the
24 reasonable control of the party obligated to perform, then that party's performance will be
25 excused for a period equal to the period of such cause for failure to perform.

26 21. AMBIGUITY. In the event of any conflict or ambiguity between this
27 Agreement and any Exhibit, the provisions of this Agreement shall govern.

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22. NONDISCRIMINATION.

A. In connection with performance of this Agreement and subject to applicable rules and regulations, Contractor shall not discriminate against any employee or applicant for employment because of race, religion, national origin, color, age, sex, sexual orientation, gender identity, AIDS, HIV status, handicap or disability. Contractor shall ensure that applicants are employed, and that employees are treated during their employment, without regard to these bases. These actions shall include, but not be limited to, the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship.

23. EQUAL BENEFITS ORDINANCE.

Unless otherwise exempted in accordance with the provisions of the Ordinance, this Agreement is subject to the applicable provisions of the Equal Benefits Ordinance (EBO), section 2.73 et seq. of the Long Beach Municipal Code, as amended from time to time.

A. During the performance of this Agreement, the Consultant certifies and represents that the Consultant will comply with the EBO. The Consultant agrees to post the following statement in conspicuous places at its place of business available to employees and applicants for employment:

“During the performance of a contract with the City of Long Beach, the Consultant will provide equal benefits to employees with spouses and its employees with domestic partners. Additional information about the City of Long Beach’s Equal Benefits Ordinance may be obtained from the City of Long Beach Business Services Division at 562-570-6200.”

B. The failure of the Consultant to comply with the EBO will be deemed to be a material breach of the Agreement by the City.

C. If the Consultant fails to comply with the EBO, the City may cancel, terminate or suspend the Agreement, in whole or in part, and monies due or to become due under the Agreement may be retained by the City. The City may

1 also pursue any and all other remedies at law or in equity for any breach.

2 D. Failure to comply with the EBO may be used as evidence
3 against the Consultant in actions taken pursuant to the provisions of Long Beach
4 Municipal Code 2.93 et seq., Contractor Responsibility.

5 E. If the City determines that the Consultant has set up or used its
6 contracting entity for the purpose of evading the intent of the EBO, the City may
7 terminate the Agreement on behalf of the City. Violation of this provision may be
8 used as evidence against the Consultant in actions taken pursuant to the provisions
9 of Long Beach Municipal Code Section 2.93 et seq., Contractor Responsibility.

10 24. NOTICES. Any notice or approval required by this Agreement shall
11 be in writing and personally delivered or deposited in the U.S. Postal Service, first class,
12 postage prepaid, addressed to Contractor at the address first stated above, and to City at
13 411 West Ocean Boulevard, Long Beach, California 90802, Attn: City Manager, with a copy
14 to the City Clerk at the same address. Notice of change of address shall be given in the
15 same manner as stated for other notices. Notice shall be deemed given on the date
16 deposited in the mail or on the date personal delivery is made, whichever occurs first.

17 25. COVENANT AGAINST CONTINGENT FEES. Contractor warrants
18 that Contractor has not employed or retained any entity or person to solicit or obtain this
19 Agreement and that Contractor has not paid or agreed to pay any entity or person any fee,
20 commission or other monies based on or from the award of this Agreement. If Contractor
21 breaches this warranty, City shall have the right to terminate this Agreement immediately
22 notwithstanding the provisions of Section 10 or, in its discretion, to deduct from payments
23 due under this Agreement or otherwise recover the full amount of the fee, commission or
24 other monies.

25 26. WAIVER. The acceptance of any services or the payment of any
26 money by City shall not operate as a waiver of any provision of this Agreement or of any
27 right to damages or indemnity stated in this Agreement. The waiver of any breach of this
28 Agreement shall not constitute a waiver of any other or subsequent breach of this

1 Agreement.

2 27. CONTINUATION. Termination or expiration of this Agreement shall
3 not affect rights or liabilities of the parties which accrued pursuant to Sections 7, 10, 11,
4 18, 21 and 28 prior to termination or expiration of this Agreement.

5 28. TAX REPORTING. As required by federal and state law, City is
6 obligated to and will report the payment of compensation to Contractor on Form 1099-Misc.
7 Contractor shall be solely responsible for payment of all federal and state taxes resulting
8 from payments under this Agreement. Contractor shall submit Contractor's Employer
9 Identification Number (EIN), or Contractor's Social Security Number if Contractor does not
10 have an EIN, in writing to City's Accounts Payable, Department of Financial Management.
11 Contractor acknowledges and agrees that City has no obligation to pay Contractor until
12 Contractor provides one of these numbers.

13 29. ADVERTISING. Contractor shall not use the name of City, its officials
14 or employees in any advertising or solicitation for business or as a reference, without the
15 prior approval of the City Manager or designee.

16 30. AUDIT. City shall have the right at all reasonable times during the
17 term of this Agreement and for a period of five (5) years after termination or expiration of
18 this Agreement to examine, audit, inspect, review, extract information from and copy all
19 books, records, accounts and other documents of Contractor relating to this Agreement.

20 31. THIRD PARTY BENEFICIARY. This Agreement is not intended or
21 designed to or entered for the purpose of creating any benefit or right for any person or
22 entity of any kind that is not a party to this Agreement.

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IN WITNESS WHEREOF, the parties have caused this document to be duly executed with all formalities required by law as of the date first stated above.

BLAIS & ASSOCIATES, INC., a Texas corporation

1/30/20, 2020

By [Signature]
Name Neil C. Blais
Title President & CEO

1/30/20, 2020

By [Signature]
Name Destin R. Blais
Title Secretary

"Contractor"

CITY OF LONG BEACH, a municipal corporation

February 10, 2020

By [Signature]
City Manager

EXECUTED PURSUANT TO SECTION 301 OF THE CITY CHARTER "City"

This Agreement is approved as to form on February 6, 2020.

CHARLES PARKIN, City Attorney

By [Signature]
Deputy

OFFICE OF THE CITY ATTORNEY
CHARLES PARKIN, City Attorney
411 West Ocean Boulevard, 9th Floor
Long Beach, CA 90802-4511

EXHIBIT “A”



RFQ HE18-099 PART II - Request for Quotes for Projects > \$25,000

The City of Long Beach (COLB) is soliciting quotes to identify firms to partner as subcontractors. A single project may require one or more subcontractors to provide programmatic or technical expertise. Providing a quote does not guarantee selection. This Request for Quotes is not transferable and is subject to the same terms and conditions listed in RFQ HE18-099. Selected contractor(s) will be notified in writing.

SCOPE OF WORK *To Be Completed by COLB Program Staff*

Project Name: Grant Writing Support Services

The City of Long Beach Department of Health and Humans Services (DHHS) is seeking a grant writing consultant to support fund development efforts by writing proposals to foundations and government agencies (federal, state, and county). The grant writing consultant will work with DHHS Bureau Managers and Program Officers to write, edit, format, and submit grant proposals on behalf of DHHS. The grant writing consultant will be contracted based on project need. DHHS does not know the number of proposals that will need to be written at this time, but estimates between zero (0) and five (5) proposals will need to be written annually. DHHS reserves the right to award to multiple consultants. Please include in the response the agency's success rate.

DHHS' scope of work includes the following:

- Help plan the proposal with staff and any outside partners
- Conduct background research and extract relevant data
- Write grants
- Complete and format attachments as appropriate to the consultant role (e.g. budgets, etc.)
- Complete proposals in time for City review to meet the deadline.

Is an interview or oral presentation needed? YES Tentative Date: _____
NO

If a section(s) below is checked, the applicant must complete the corresponding section(s) on the following pages, and upload the entire document to PlanetBids by 12:00pm on 12/11/19:

- Relevant programmatic logic model(s)
- Scope of work, including description of expected outcomes, goals, objectives, process outputs, and activities to measure impact
- Staff qualifications and availability

Part (B) – Budget: (2 pages max)

- Rate sheet
- Proposed budget and budget narrative

For questions regarding this solicitation, please contact Andrea Lee at Andrea.Lee@longbeach.gov.



RFQ HE18-099 PART II - Request for Quotes for Projects > \$25,000

PART (A) – NARRATIVE *To Be Completed by Applicant*

(3 pages max)

Relevant programmatic logic model(s). Upload separate document, if needed.

Scope of work, including description of goals, expected outcomes, objectives, process outputs, and activities to measure impact. Upload separate document, if needed.

Blais & Associates, Inc. (B&A) will provide the required scope of work activities utilizing the same processes and techniques the DHHS is already utilizing with B&A. This includes analyzing open solicitations and identifying project/program competitiveness, program development to include external stakeholders input, providing research assistance and identifying data that will help competitiveness, developing grant proposals following a tested, systematic process including developing a Timeline and Checklist, conducting a kick-off call, developing logic models, support letters, schedules, budgets and budget narratives, project needs, goals, and objectives, developing graphic art work to visually display complex projects or programs, completing required forms and certifications and routing for signature, ensuring log-in credentials are current for on-line submissions (including grants.gov), providing a 70-80% draft proposal for review and feedback, providing a 100% final for review and feedback, submitting proposals on-time, maintaining currency on submitted applications and providing follow-up technical assistance, as needed, and requesting and leading debriefings for denied applications. B&A has never missed a grant submission deadline in the company's 20-year history. The overall goal is to secure grant revenue that aligns with DHHS priorities and mission. The expected outcome is a portfolio of winning applications with a return on investment at 25:1 or higher.

Staff qualifications and availability. Upload separate document, if needed.

B&A has been providing grant research, writing, and management assistance to local governments for almost 20 years and proposes Ms. Darci Terrell as the Lead Associate for all DHHS activities. Ms. Terrell will not be substituted without prior permission from DHHS. Darci is currently providing grant support to the DHHS and has developed four grant proposals with the DHHS team, winning three totaling \$4,522,751. Darci has also provided several peer review services for proposals developed by DHHS staff. The total compensation paid to B&A is \$27,005, resulting in a return on investment (ROI) of 167:1 (\$167 in grant funding has been returned to DHHS for every \$1 in B&A grant consulting). Darci is available to perform the services requested based on 0 to 5 grant developments annually. Darci has been developing public health-related grants since 2012. She is the Lead Associate for the Pasadena Public Health Department helping win \$23.5 million over seven years through 19 awards, (PPHD ROI is 52:1). Darci's resume and the PPHD report is attached.



RFQ HE18-099 PART II - Request for Quotes for Projects > \$25,000

PART (B) – BUDGET *To Be Completed by Applicant*

(2 pages max)

Rate sheet on file

Proposed budget and budget narrative. Please attach budget separately, if needed.



Darci Terrell
Director, Team Leader

Darci has been with B&A for over eight years and leads the development of the most complex and technically challenging grant proposals within teams that need strong leadership or have opposing points of view. Darci's comprehensive knowledge about the grant industry and ability to align projects with grant programs is integral in providing strategic direction to clients in making go/no-go decisions. Her responsibilities with B&A also include developing company procedures, assisting with human resource efforts including talent recruitment and retention, and developing and conducting employee coaching and training.

Professional Credentials

Bachelor of Arts, Sociology and Biology, University of Colorado

Professional Organizations

- Grant Professionals Association, Member
- American Grant Writers Association, Member
- National Grants Management Association, Member

Employment History

- Blais & Associates (2012-Present)
- Cosmos Corporation (1994-2012)

Examples of Grant Writing Accomplishments

Grant Award	Program
\$81.2 million	U.S. DOT Federal Highway Administration Infrastructure for Rebuilding America (Missouri Department of Transportation)
\$8 million	Los Angeles County Department of Mental Health INN2 Trauma Resilient Communities (GEM/TAY Project) (Pasadena Public Health Department)
\$7.975 million	California State Resources Control Board Proposition 1 Storm Water Grant Program (South Gate, CA)
\$2.349 million	Orange County Transportation Authority Bicycle Corridor Improvement Program (Newport Beach)
\$2,003,753	HHS/SAMHSA System of Care Implementation Grant (Pasadena Public Health Department)
\$1.9 million	HHS/SAMHSA Grants for the Benefit of Homeless Individuals (Pasadena Public Health Department)
\$1.9 million	Caltrans Active Transportation Program (Garden Grove, CA)
\$1.7 million	North Central Texas Council of Governments Transportation Alternatives Program (Little Elm, TX)
\$1.5 million	Center for Disease Control Racial and Ethnic Approaches to Community Health (REACH) (Public Health Department)

Grant Award	Program
\$1.2 million	TX DOT Transportation Enhancement Program (Little Elm, TX)
\$862,135	California Department of Public Health Local Oral Health Program (Pasadena Public Health Department)
\$797,029	California Department of Justice Prop. 56 Tobacco Law Enforcement Grant Program - Round 1 (Pasadena Public Health Department)
\$714,327	Los Angeles County Department of Public Health Core HIV Medical Services for Persons Living with HIV (Long Beach Department of Health and Human Services)
\$694,903	U.S. DOJ, Office of Victims of Crimes Specialized Services for Victims of Human Trafficking (Long Beach Department of Health and Human Services)
\$500,000	Orange County Transportation Authority Arterial Pavement Management Plan (Newport Beach, CA)
\$500,000	Orange County Transportation Authority Arterial Pavement Management Plan (Secondary Project) (Newport Beach, CA)
\$474,925	South Coast Air Quality Management District Mobile Source Air Pollution Reduction Review Committee (MSRC) Local Government Match Program (Azusa, CA)
\$376,000	CalFIRE Urban and Community Forestry Program (Azusa, CA)
\$150,000	The California Wellness Foundation - Core Operating Support Program (Pasadena Public Health Department)
\$50,000	National League of Cities/FRAC - Cities Combating Hunger through Afterschool and Summer Meal Program (Pasadena Public Health Department)

Unique Skills

- Exceptional strategic thinker leading the most complex and technically challenging grant proposals.
- Expertise in developing logic models, outcome and performance-based materials, and process improvement strategies.
- Outstanding organization lending to high capacity in multi-tasking and delivering high quality products under tight deadlines.
- Ability to understand complex documents, develop resolutions to problems and situations, and present solutions using language appropriate to the audience.
- Nearly 20 years of professional experience in the administration of federally funded social science research projects.
- Demonstrated skills in technical writing and contract and grant proposal development.

General Attachment - Reference Information

Blais & Associates
professional grant management

Pasadena Public Health Department

January 2012 – September 2019

Total Grant Funds Awarded with B&A's Assistance	\$23,548,177
Total Pending Grants	\$3,396,405
Return on Investment	\$52 : \$1

1 Competitive Grants Awarded

<u>Grant Program</u>	<u>Amount</u>
1.1 LAC DMH - INN2 Trauma Resilient Communities (GEM/TAY Project)(Angélica Palmeros)	\$8,000,000
1.2 BSCC Proposition 47 (Angelica Palmeros, Jason Clawson (Police Dept), and Jaylene Moseley (Flintridge Center)	\$2,511,537
1.3 HHS/SAMHSA System of Care Implementation Grant (Angélica Palmeros)	\$2,003,753
1.4 HHS/SAMHSA Grants for the Benefit of Homeless Individuals (GBHI) (Angélica Palmeros)	\$1,995,605
1.5 CDC - Racial and Ethnic Approaches to Community Health (REACH) (Statrice Wilmore)	\$1,500,000
1.6 HHS/HRSA - Building a Medical Home for Multiply Diagnosed HIV Positive Homeless Populations - Operation Link (Angélica Palmeros)	\$1,497,156
1.7 Los Angeles County Department of Public Health - Choose Health LA Kids (Judith Dunaway)	\$967,000
1.8 HHS/HRSA - Improving HIV Health Outcomes with Employment and Housing Services - Operation Link II (Angélica Palmeros)	\$900,000
1.9 CDPH Local Oral Health Program (Teresa Mendenhall/Nicole Evans)	\$862,135
1.10 BSCC California Violence Intervention Program (CalVIP) (Angélica Palmeros)	\$497,462
1.11 CA DOJ Prop. 56 Tobacco Law Enforcement Grant Program - Round 1 (Statrice Wilmore)	\$797,029
1.12 CA DOJ Prop. 56 Tobacco Law Enforcement Grant Program - Round 2 (Statrice Wilmore)	\$626,455
1.13 CDPH WIC Mini Grant (Judith Dunaway)	\$444,908
1.14 HHS/FDA - Pasadena Food Inspection Tablet Project (Deepa Dillikar)	\$300,000
1.15 HHS/SAMHSA - System of Care Expansion Planning Grant (Angélica Palmeros)	\$215,122
1.16 The California Wellness Foundation - Core Operating Support Program (Year 2 and 3) (Melanie Washington)	\$150,000
1.17 The California Wellness Foundation - Core Operating Support Program (Year 1) (Melanie Washington)	\$120,000
1.18 CDPH Prop. 56 Tobacco Law Enforcement Training Grant Program - Round 1 (Statrice Wilmore)	\$110,015
1.19 NLC/FRAC - Cities Combating Hunger through Afterschool and Summer Meal Programs (Statrice Wilmore/Mercy Santoro)	\$50,000
Total Competitive Funding Awarded	\$23,548,177

2 Grants Pending (submitted and waiting for funding decision)

<u>Grant Program</u>	<u>Amount</u>
LACDPH HIV Testing and STD Screening, Diagnosis, and Treatment Services in Los Angeles County	\$3,396,405

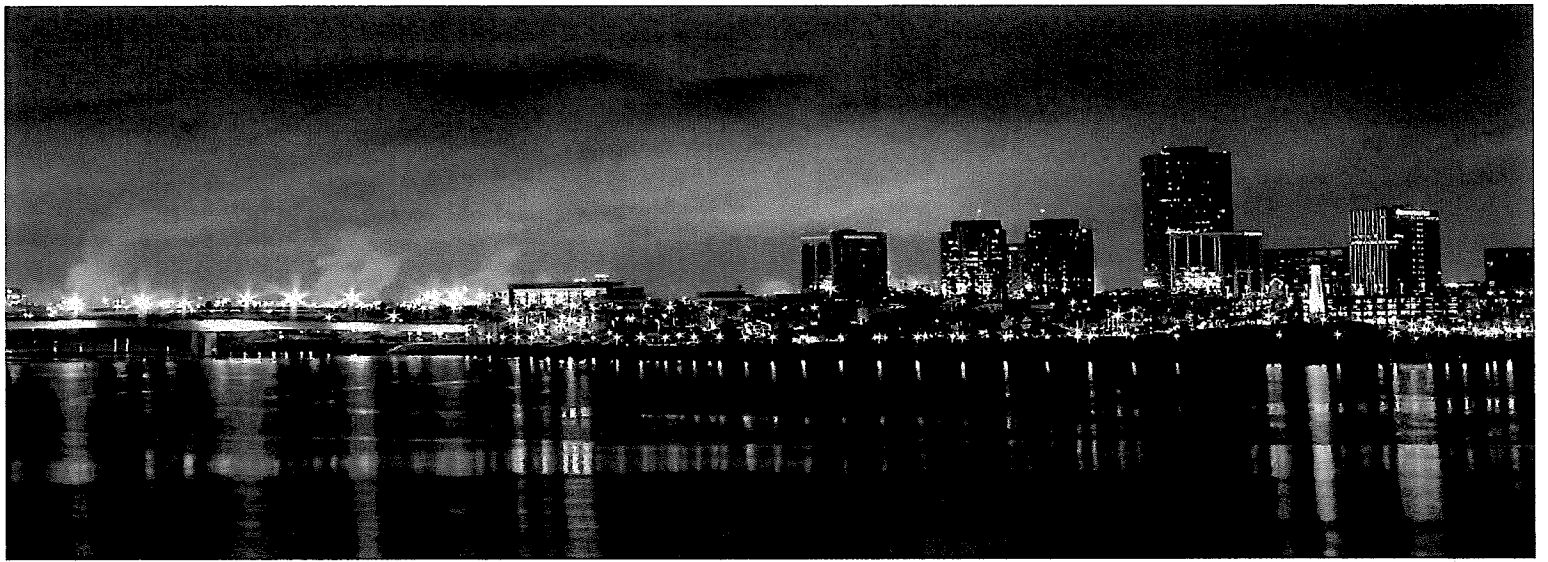
3 Grant Applications Under Development

<u>Grant Program</u>	<u>Amount</u>
None at this time.	\$0

4 Other Blais & Associates Activities

- (estimated at 10-15% of total invoices; some activities are complete and some are ongoing)
- 4.1 Prepare for and lead quarterly Grant Activity Report conference call (ongoing)
 - 4.2 Track federal, state, and regional funding announcements and develop Fact Sheets for staff's consideration (ongoing)
 - 4.3 Set up conference calls for PPHD staff (ongoing)
 - 4.4 Review and editing (only) on five PPHD grant proposals or award nominations (complete)
 - 4.5 In support of applying for Foundation applications, coordinate and prepare for meetings between PPHD and Foundation staff (complete)
 - 4.6 Assisted with preparing materials for meeting with federal delegation (worked with CapitalEdge) (complete)
 - 4.7 Assisted with preparing materials for PPHD's proposed merger with URDC (complete)
 - 4.8 Identified funding opportunities for PPHD's partner organizations (URDC/Bill Moore Clinic, PUSD, YWCA, Pasadena Educational Foundation, NATHA, etc.) (complete)
 - 4.9 Assisted other City Departments in submitting applications via Grants.gov (complete)
 - 4.10 Exploratory work to determine if PPHD required B&A's assistance with grant management (complete)

EXHIBIT "B"



Request for Qualifications Number HE18-099

For On-Call Public Health & Human Services Community Partners - Cost File

July 31, 2018 (11:00 AM)

PREPARED FOR:
Long Beach Department of
Health and Human Services
ATTN: Sokunthea Kol, Buyer

PREPARED BY:
Blais & Associates, Inc.
Irvine Business Center
7545 Irvine Center Drive, Suite 200
Irvine, CA 92618
(949) 589-6338
www.blaisassoc.com

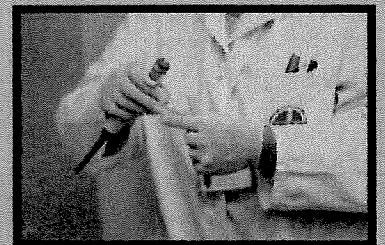
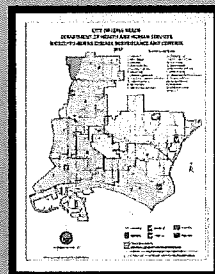
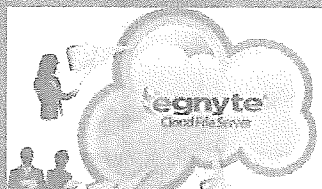


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Cost File 1
a) Exhibit 1 – Fee Schedule Signature Page 1
b) Fee Schedule 2

B&A proudly uses Egnyte Cloud File Server to enhance our client's electronic experience.



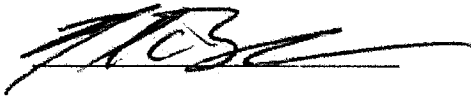


City of Long Beach
Purchasing Division
333 West Ocean Boulevard, 7th Floor
Long Beach, CA 90802

EXHIBIT 1

FEE SCHEDULE

[Please attach this form to your rate sheet and upload separately from the SOQ as per Section 4 of this RFQ.]

	Neil C. Blais	07/30/2018
Signed	Name of Respondent	Date

Part B-b: Fee Schedule

B&A contracts for work on an hourly basis at \$105 per hour. Understanding the need to control costs, B&A is willing to develop an estimated budget as task orders are issued. This will ensure that both parties have an understanding of the estimated amount of time and cost for developing individual grant proposals or conducting other work requested by staff.

Table 1 reflects B&A's current rates. B&A reserves the right to adjust the rates annually depending on the cost of doing business. Our rates shall remain firm for a period of one year from the date of submission of this Statement of Qualifications.

Table 1-Schedule of Costs

Description	Fee
Staffing/Labor (billed in 15-minute increments)	\$105/hour
Mileage (billed at current IRS rate)	\$0.545/mile
Travel (tolls, airfare, hotel, cab)	Cost
Copies/Reprographics	Cost
Telephone (long distance only)	Cost
Courier Service or Express Mail	Cost
Postage	Cost

As shown in Table 1 above, all out-of-pocket expenses are billed at cost without markup. B&A provides monthly itemized invoices and can, at your request, provide receipts for all out-of-pocket expenses.

B&A does not contract for performance based compensation or bonuses. Our experience has shown that agencies that commit themselves to the long-term grant program receive significant returns on their investments.

EXHIBIT “C”

City’s Representative(s):

Andrea Lee, Fund Development Specialist

(562) 570-4124

EXHIBIT “D”

Materials/Information Furnished: None

EXHIBIT “E”

Consultant’s Key Employee(s):

Darci Terrell, Lead Associate