### 31980

#### SUBGRANT AGREEMENT

THIS SUBGRANT AGREEMENT ("Subgrant Agreement") is made and entered into by and between ST. MARY MEDICAL CENTER FOUNDATION, a California nonprofit corporation ("Foundation"), and the CITY OF LONG BEACH, a municipal corporation ("City"), through its Department of Health and Human Services. Foundation and City are sometimes referred to herein as a "Party" or, collectively, as the "Parties."

#### **RECITALS**

- A. Foundation is organized for the purpose of increasing the health and welfare of the community through grants and supporting the mission and activities of Catholic Healthcare West, dba St. Mary Medical Center (the "Hospital").
- B. Foundation has received a grant from the Archstone Foundation, a nonprofit corporation, located at 401 E. Ocean Blvd., Suite 1000, Long Beach, California 90802 ("Archstone"), Grant Number 10-04-29 (the "Grant") pursuant to that certain Grant Agreement between Archstone and Foundation, dated June 17, 2010 (the "Master Grant Agreement"), which is attached hereto as Exhibit A. The purpose of the Grant is to improve coordination and utilization of community resources to help Long Beach older adults maintain healthy and independent lives.
- C. City operates the Senior Links Program (the "Senior Links Program") that provides services to seniors in Long Beach. Hospital operates the Senior Connections Program (the "Senior Connections Program") which also provides services to seniors in the greater Long Beach area. Foundation will provide part of the Grant funds to each of these programs. This Subgrant Agreement addresses the grant for the Senior Links Program. The Master Grant Agreement covers the grant terms for the Senior Connections Program.

[Agreement continued on next page.]

PAS-[87703]-247910

### **AGREEMENT**

#### THE PARTIES AGREE AS FOLLOWS:

### ARTICLE I. SUMMARY OF TERMS

- 1.1 <u>Effective Date</u>: September 1, 2010 (the "Effective Date").
- **1.2** Expiration Date: June 30, 2011 (the "Expiration Date").
- **1.3** Compensation: \$20,280, payable in monthly installments of \$2,028, as set forth below.
- 1.4 <u>FEIN</u>:

### 1.5 Foundation's Address:

St. Mary Medical Center Foundation 1050 Linden Avenue Long Beach, CA 90813 Attention: Foundation Director

cc: Catholic Healthcare West 251 South Lake Avenue, 8<sup>th</sup> Floor

Pasadena, CA 91101 Attn: Legal Department

### 1.6 City's Address:

City of Long Beach 3333 West Ocean Boulevard Long Beach, CA 90802 Attention: Patrick West, City Manager

### ARTICLE II. GRANT RECIPIENT OBLIGATIONS

- Qualified staff with a masters of social work (collectively, the "Staff") to: (a) conduct home visitations and follow-up calls with at least twenty (20) seniors; and (b) case manage such seniors' navigation to resources (the "Services"), upon the terms and subject to the conditions set forth in this Subgrant Agreement. City shall cause the Staff to devote time to the Services as necessary and appropriate for the provision of the Services. City shall ensure that there is no lapse in the availability of the Services during the term of this Subgrant Agreement. Staff shall perform all Services off-site and shall not use the Foundation's premises. City shall cause the Staff to cooperate with the individual designated by Foundation to have principal responsibility for the administration and operation of the Grant, which individual may be a Hospital employee. City acknowledges and agrees that the monthly oversight of the Services may be administered through Hospital personnel and the Senior Connections Program. City shall cause the Staff to assist Foundation with preparation for and the conduct of any inspections or surveys of Foundation related to the Grant that is conducted by federal, state or local agencies or and any other governing or advisory body having authority to set standards governing the operation of Foundation.
- **Reports.** City shall provide Foundation with monthly reports detailing the Services provided in such month, including the name of the senior receiving the Services, the amount of time spent on the Services for each senior, the type of Services provided, the number of home visits and duration, how the senior joined the Senior Links Program, where the senior has been referred and such other matters as requested by Foundation (or Hospital) from time to time to allow Foundation to comply with

the terms of the Master Grant Agreement (the "Monthly Reports"). The Monthly Reports shall be in such form and format as reasonably requested by Foundation (or Hospital).

- **2.3** Compliance. City shall comply with all applicable provisions of the Grant. City shall comply, and shall cause the Staff to comply, with any and all federal, state and local laws, rules, and regulations (collectively, "Laws") applicable to City or the Staff, the provision of the Services, or the obligations of City under this Subgrant Agreement.
- **2.4** Notification of Certain Events. City shall notify Foundation in writing as soon as reasonably practicable (but in no event greater than seventy-two (72) hours) after either City or the Staff becomes aware of any of the following:
- (a) Any Staff becomes the subject of, or materially involved in, any investigation, proceeding, or disciplinary action by the Medicare and Medicaid programs or any other Federal health care program, as defined at 42 U.S.C. Section 1320a-7b(f) (collectively, the "Federal Health Care Programs"), any state's medical board, any agency responsible for professional licensing, standards or behavior, or any medical staff;
- **(b)** City becomes excluded or suspended from participation in, or sanctioned by, any Federal Health Care Program;
- (c) Any Staff becomes the subject of any action or proceeding arising out of the provision of the Services or a Staff's professional or administrative services;
- (d) Any event that materially interrupts or affects the City's or any Staff's ability to perform the Services;
- (e) Any termination, non-renewal, cancellation or reduction in any insurance required under this Subgrant Agreement; or
  - (f) Any event listed in Section 6.2.
- 2.5 Representations. City represents that during the term of this Subgrant Agreement: (a) no Staff has ever been reprimanded, sanctioned or disciplined by any licensing board or other board governing the Staff person's profession; (b) neither City nor any Staff has ever been excluded or suspended from participation in, or sanctioned by, any Federal Health Care Program; (c) no Staff has ever been charged with or convicted of a felony, a misdemeanor involving fraud, dishonesty, controlled substances, or moral turpitude, or any crime relevant to the provision of medical services.
- 2.6 Independent Contractor. City is and shall at all times be an independent contractor with respect to Foundation in the performance of its obligations under this Subgrant Agreement. Nothing in this Subgrant Agreement shall be construed to create an employer/employee, joint venture, lease or landlord/tenant relationship between Foundation and City or the Staff. City shall not, and shall ensure that the Staff does not, hold itself, himself or herself out as an officer, agent or employee of Foundation or incur any contractual or financial obligation on behalf of Foundation, without Foundation's prior written consent. Except as otherwise set forth in this Subgrant Agreement, City shall be solely responsible for paying all expenses related to City, including compensation, health and disability insurance, workers compensation insurance, life insurance, retirement plan contributions, employee benefits, income taxes, FICA, FUTA, SDI and all other payroll, employment or other taxes and withholdings, with respect to the Staff and any other person employed by or contracting with City.

- 2.7 Insurance. City, at City's sole cost and expense, shall maintain the following types and amounts of insurance through third-party insurance policies or a self-insurance program, as follows: (i) professional liability insurance for acts or omissions of the Staff in the performance of the Services; (ii) general liability insurance for bodily injury and property damages resulting from acts or omissions of the Staff (other than those matters covered by the professional liability insurance policy), (iii) workers' compensation insurance covering the Staff, (iv) auto insurance coverage for any Staff using personal automobiles to provide the Services, and (v) provide for minimum coverage limits of no event less than One Million Dollars (\$1,000,000) per claim and Two Million Dollars (\$2,000,000) annual aggregate for each type of coverage (other than workers' compensation). City shall provide Foundation with certificates of self-insurance or other written evidence of the insurance policies required by this Section, in a form satisfactory to Foundation, as soon as possible after the Effective Date, and as requested by Foundation.
- 2.8 <u>Indemnification</u>. City shall indemnify and hold harmless Foundation, any affiliate of Foundation, and their respective directors, officers, employees or agents, from and against any and all claims, causes of action, liabilities, losses, damages, penalties, assessments, judgments, awards or costs, including reasonable attorneys' fees and costs (including the reasonable costs of Foundation's in-house counsel) (collectively, "Claims"), arising out of, resulting from, or relating to (i) the breach of this Agreement by City, (ii) the negligent acts or omissions of City or any employee or agent of City, including Staff, (iii) any wrongful termination or any other claim or action against Foundation with respect to the actual or constructive termination by City of any agent, contractor or personnel employed or contracted by City, whether or not providing Services under this Agreement or (iv) wages, salaries, employee benefits, income taxes, FICA, FUTA, SDI and all other payroll, employment or other taxes, withholdings and charges payable by Foundation or any affiliate of Foundation to, or on behalf of, City, Staff or any other person employed by or contracted with City; provided, however, that such indemnification shall not apply to the portion of any Claim that arises out of the negligence or intentional wrongdoing of the Foundation, any affiliate of Foundation, and their respective directors, officers, employees and agents. This Section shall survive the expiration or termination of this Agreement.
- 2.9 <u>Cooperation.</u> The Parties recognize that, during the term of this Subgrant Agreement and for a period thereafter, certain risk management issues, legal issues, claims or causes of action may arise that involve or could potentially involve the Parties and their respective employees and agents. The Parties further recognize the importance of cooperating with each other when such issues, claims or causes of action arise, to the extent such cooperation does not violate any applicable Laws, cause the breach of any duties created by any policies of insurance or programs of self-insurance, or otherwise compromise the confidentiality of communications or information regarding the issues, claims or causes of action. The Parties shall, therefore, use reasonable efforts to address such risk management claims or causes of action in a cooperative manner.

## ARTICLE III. GRANT FUNDING

- 3.1 <u>Funding Amount and Schedule</u>. Within thirty (30) days after receipt of each Monthly Report (defined above), Foundation shall grant to City the amount of Two Thousand Twenty Eight Dollars (\$2,028) per month.
- 3.2 Auditing. To ensure compliance with the Grant, City shall allow Foundation, within five (5) business days, unless a longer period of time is otherwise expressly stated by Foundation, of a written request from Foundation and during regular business hours, or otherwise with the consent of City (which consent shall not be unreasonably withheld), to inspect and make copies of Senior Links Program books and records, financial statements, historical financial information and any other books and records held by

City. City shall have available for Foundation's review the items listed above, including monthly financial statements for each month during the term of this Agreement.

### ARTICLE IV. TERM AND TERMINATION

- **4.1** Term. This Subgrant Agreement shall commence on the Effective Date and shall continue until the Expiration Date, unless earlier terminated pursuant to this Agreement.
- 4.2 <u>Termination by Foundation</u>. Upon the occurrence of any one or more of the following events, Foundation may terminate this Subgrant Agreement by giving written notice of termination to City, which termination shall be effective as of the date set forth in Foundation's written notice of termination to City, or, if no date is set forth in the notice, the date the notice is delivered to City:
- (a) The insurance required to be maintained by City under this Subgrant Agreement is terminated, reduced below the minimum coverage requirements set forth in this Subgrant Agreement, not renewed or cancelled (whether by action of the insurance company or City) for any reason, and City has not obtained replacement coverage as required by this Subgrant Agreement prior to the effective date of such termination, reduction, non-renewal or cancellation; or
- **(b)** City or a Staff person is excluded or suspended from participation in any Federal Health Care Program; or
- (c) Foundation does not receive all of the funds under the Master Grant Agreement for any reason whatsoever.
- 4.3 Termination Upon Breach. In the event of a breach of this Subgrant Agreement or the Master Grant Agreement, the non-breaching Party shall give notice to the breaching Party setting forth the nature of the breach and specifying the applicable cure period for such breach, which cure period shall not be less than thirty (30) days. If the breaching Party fails to cure the breach to the satisfaction of the non-breaching Party within the applicable cure period, this Subgrant Agreement shall, without any additional action, terminate upon the last day of the cure period unless the non-breaching Party, in its sole and absolute discretion, extends the cure period by written notice to the breaching Party.
- **4.4** Termination Without Cause. Either Party may terminate this Subgrant Agreement without cause, expense or penalty, effective thirty (30) days after written notice of termination is given to the other Party.
- **4.5** Removal of Staff. City shall immediately remove any Staff person from furnishing any Services under this Subgrant Agreement who, as applicable:
- (a) Is convicted of a felony, a misdemeanor involving fraud, dishonesty, controlled substances, or moral turpitude, or any crime relevant to the provision of professional services or the practice of medicine;
  - (b) Is excluded or suspended from participation in any Federal Health Care Program;
- (c) Fails to be covered by the professional liability insurance required to be maintained under this Subgrant Agreement (if applicable); or

- (d) Engages in conduct that, in Foundation's good faith determination, jeopardizes the mental or physical health, safety or well-being of any person or damages the reputation of Foundation.
- **4.6** <u>Effect of Termination or Expiration</u>. Upon any termination or expiration of this Subgrant Agreement:
- (a) All rights and obligations of the Parties shall cease except (i) those rights and obligations that have accrued and remain unsatisfied prior to the termination or expiration of this Subgrant Agreement, and (ii) those rights and obligations that expressly survive termination or expiration of this Subgrant Agreement; and
- **(b)** City and the Staff shall not do anything or cause any other person to do anything that interferes with Foundation's efforts to engage any other person or entity for the provision of the Services, or interferes in any way with any relationship between Foundation and any other person or entity who may be engaged to provide the Services to Foundation.

### ARTICLE V. GENERAL PROVISIONS

- **5.1** Amendment. This Subgrant Agreement may be modified or amended only by mutual written agreement of the Parties. Any such modification or amendment must be in writing, dated and signed by the Parties, and explicitly indicate that such writing modifies or amends this Subgrant Agreement.
- 5.2 Assignment. This Subgrant Agreement is entered into by Foundation in reliance on the professional and administrative skills of City and the Staff. City shall be solely responsible for providing the Services and otherwise fulfilling the terms of this Subgrant Agreement through the services of Staff, except as specifically set forth in this Subgrant Agreement. City may not assign any of its rights, interests, duties, or obligations under this Subgrant Agreement without Foundation's prior written consent, which consent may be given or withheld in Foundation's sole discretion. Any attempted or purported assignment by City in violation of this Section shall be void. Foundation may, in its sole discretion, assign any or all of its rights, interests, duties, or obligations hereunder to any person or entity without the prior written consent of City. Foundation shall notify City in writing prior to any such assignment. Subject to the foregoing, this Subgrant Agreement shall be binding on and shall inure to the benefit of the Parties and their respective heirs, successors, assigns and representatives.

### 5.3 [reserved].

- **5.4** Counterparts. This Subgrant Agreement may be executed in one or more counterparts, each of which shall be deemed to be an original, but all of which together shall constitute one and the same instrument.
- 5.5 Disclosure of Subgrant Agreement. The Parties shall not disclose any of the provisions of this Subgrant Agreement to any person or entity, other than their respective attorneys or accountants, without the prior written consent of the other Party, unless and only to the extent such disclosure is required by Law (including the California Public Records Act, the Freedom of Information Act and the Federal Funding Accountability and Transparency Act of 2006), subpoena or legal process. Foundation and City may disclose the provisions of this Subgrant Agreement to any person or entity without the prior written consent of the other Party to the extent such disclosure is requested or required by (a) the Party's respective contracts existing as of the date of this Subgrant Agreement; or (b) public agencies or commissions with governmental powers and duties related to disclosure of information which have the

right to compel disclosure of such information. Foundation may also disclose the provisions of this Subgrant Agreement to any person or entity without the prior written consent of the other Party to the extent such disclosure is requested or required by (a) Foundation's representatives or others in connection with any tax-exempt bond or other financing transactions of Foundation or any Affiliates; or (b) Foundation's corporate integrity program.

#### 5.6 [reserved.]

- 5.7 <u>Entire Agreement</u>. This Subgrant Agreement is the entire understanding and agreement of the Parties regarding its subject matter, and supersedes any prior oral or written agreements, representations, understandings or discussions among the Parties with respect to such subject matter.
- **5.8** Exhibits. The attached exhibits, together with all documents incorporated by reference in the exhibits, form an integral part of this Subgrant Agreement and are incorporated by reference into this Subgrant Agreement.
- **5.9** Governing Law. This Subgrant Agreement shall be interpreted and enforced in accordance with the internal laws, and not the law of conflicts, of the State of California.
- **5.10** <u>Headings</u>. The headings in this Subgrant Agreement are intended solely for convenience of reference and shall be given no effect in the construction or interpretation of this Subgrant Agreement.
- 5.11 Meaning of Certain Words. Wherever the context may require, any pronouns used in this Subgrant Agreement shall include the corresponding masculine, feminine, or neuter forms, and the singular form of nouns shall include the plural and vice versa. Unless otherwise specified, "days" shall be considered "calendar days" and "months" shall be considered "calendar months" in this Subgrant Agreement and its exhibits and attachments.
- **5.12** No Third Party Beneficiary Rights. This Subgrant Agreement shall not confer or be construed to confer any rights or benefits to any person or entity other than the Parties.
- 5.13 Notices. All notices or communications required or permitted under this Subgrant Agreement shall be given in writing and shall be delivered to the Party to whom notice is to be given either (a) by personal delivery (in which case such notice shall be deemed given on the date of delivery), (b) by next business day courier service (e.g., Federal Express, UPS or other similar service) (in which case such notice shall be deemed given on the business day following date of deposit with the courier service), or (c) by United States mail, first class, postage prepaid, registered or certified, return receipt requested (in which case such notice shall be deemed given on the third (3rd) day following the date of deposit with the United States Postal Service). Notice shall be delivered or sent to the Party's address indicated in Article I, or such other address as provided by a Party, from time to time, pursuant to this Section.
- **5.14** Representations. Each Party represents with respect to itself that (a) no representation or promise not expressly contained in this Subgrant Agreement has been made by the other Party or by the other Party's agents, employees, representatives or attorneys; (b) this Subgrant Agreement is not being entered into on the basis of, or in reliance on, any promise or representation, expressed or implied, other than such as are set forth expressly in this Subgrant Agreement; and (c) such Party has been represented by legal counsel of Party's own choice or has elected not to be represented by legal counsel in this matter.
- **5.15** Severability. If any provision of this Subgrant Agreement, in whole or in part, or the application of any provision, in whole or in part, is determined to be illegal, invalid or unenforceable by a

court of competent jurisdiction, such provision, or part of such provision, shall be severed from this Subgrant Agreement. The illegality, invalidity or unenforceability of any provision, or part of any provision, of this Subgrant Agreement shall not affect any other provision of this Subgrant Agreement, which shall continue in full force and effect.

5.16 <u>Waiver</u>. No delay or failure to require performance of any provision of this Subgrant Agreement shall constitute a waiver of the performance of such provision or any other instance. Any waiver granted by a Party must be in writing, and shall apply solely to the specific instance expressly stated. A waiver of any term or condition of this Subgrant Agreement shall not be construed as a waiver of any other terms and conditions of this Subgrant Agreement, nor shall any waiver constitute a continuing waiver.

SIGNATURE PAGE AND EXHIBITS FOLLOW

PAS-[87703]-247910

### SIGNATURE PAGE

### **FOUNDATION**

ST. MARY MEDICAL CENTER FOUNDATION, a California nonprofit public benefit corporation

flow highe
(Signature)
By. John T. Wagner
Its: President
Date: 15/5/10
City
CITY OF LONG BEACH DEPARTMENT OF HEALTH AND HUMAN SERVICES, a governmental entity
Assistant City Manager
EXECUTED PURSUANT TO SECTION 301 O
(Signature) THE CITY CHARTER
By: Patrick H. West
Its: City Marager
Date: //. 9.70

# Exhibit A MASTER GRANT AGREEMENT

See attached.

PAS-[87703]-247910



To: John T. Wagner, Executive Director

From: E. Thomas Brewer, MSW, MPH, MBA, Director of Programs

Publicity and Recognition Guidelines for Archstone Foundation Grantees Re:

Congratulations on your grant award from the Archstone Foundation! Your innovative work deserves recognition, and we encourage you to announce your grant through the media, your own publications and through your professional affiliations. We also want the community to know that our funds are a part of your efforts to improve the health of elders, so we ask that you acknowledge Archstone Foundation in your media relations and community outreach.

Please look over and follow these guidelines:

- I. Printed Materials (e.g., brochures, websites, reports) We ask that you acknowledge the Archstone Foundation's grant in a visible location (e.g., front or back cover) by using one of the following statements:
  - Made possible by a grant from the Archstone Foundation; or
  - Funded, in part, by the Archstone Foundation

Please use the foundation's entire name, Archstone Foundation. Upon first mention you may abbreviate to Archstone.

#### П. Artwork

Please contact foundation staff to obtain any necessary artwork of the Archstone Foundation logo. The foundation can provide its logo as camera-ready art or in a variety of electronic formats for black and white or color reproduction.

#### Ш. **Public Presentations**

If speaking before a civic or professional group about your funded program, please remember to mention us. We often mention our grantees as examples of how our funds make a difference in the community.

#### IV. News Releases and Media Relations

Please acknowledge Archstone Foundation in any news release written about the program receiving the grant. The Foundation requests a copy of the drafted news release be submitted prior to the distribution to the media. Please allow two working days for approval.

### V. Media Relations

If anyone from your organization participates in media interviews about the funded program, we ask that you acknowledge the Archstone Foundation's grant. The following is a description of the foundation that may be used in media relations:

Lean Mark College

Established in 1986, Archstone Foundation is a private, non-profit foundation whose mission is to prepare society for the growing needs of an aging society. Under the leadership of president and CEO Joseph F. Prevratil, J.D., Archstone grants up to \$5 million annually, primarily in Southern California. The Archstone Foundation's funding priorities include: fall prevention, elder abuse and neglect, end-of-life issues, and emerging needs among the elderly.

### VI. Web Site, Annual Report and Publications

We like to highlight our grantees, their programs and activities in our web site, annual report and other issue related publications. We request your cooperation in accurately representing the program and are appreciative of photos, brief statements, as well as your organization's URL address. Likewise, we request that you acknowledge Archstone Foundation's support in your web site, annual report and program related publications. Our internet address is: <a href="https://www.archstone.org">www.archstone.org</a>.

### VII. Program Contact Information Form

We request that you complete the attached Program Contact Information Form for our records. Having the information on all grant related contacts will assist us in coordinating our communications with your organization. Should there be staffing changes during the course of the grant period, we request notification.

### ARCHSTONE FOUNDATION

Grant Number 10-04-29

### **GRANT AGREEMENT**

THIS GRANT AGREEMENT is made and entered into by and between the ARCHSTONE FOUNDATION (the *Foundation*) and Saint Mary Medical Center Foundation (the *Grantee*).

### **RECITALS**

- A. The Foundation, a California Nonprofit Public Benefit Corporation, is organized for the purpose of aiding and assisting, through contributions and otherwise, improved health care, and desires to make a grant to the Grantee in furtherance of that purpose.
- B. The Grantee is willing to accept such grant on the terms and conditions of this Agreement.

### TERMS & CONDITIONS

In consideration of the facts recited above and the mutual covenants, conditions and representations set forth herein, the parties agree and covenant as follows:

- 1. Grant. Subject generally to the provisions of this Agreement and specifically to the terms of this Section, the Foundation hereby agrees to grant the sum of not more than \$75,000 (the *Grant*) for the program and purposes set forth on Schedule A attached hereto (the *Program*). In accepting such Grant, the Grantee acknowledges and agrees that:
  - a. the Foundation shall have no obligation to segregate or set aside any funds or assets for the payment of the Grant;
  - b. the Grantee shall use the Grant solely for the purposes and for organizing, implementing and conducting the Program;
  - c. the Grant shall be used only for charitable and educational purposes qualifying under Section 170(c)(2)(B) of the Internal Revenue Code of 1986, as amended (the *Code*);
  - d. neither the Grant nor the income therefrom may be used for purposes other than those described;
  - e. the Grant shall be payable as set forth on Schedule B attached hereto; subject always to the provisions of Paragraphs 3 and 8 herein;
  - f. all unexpended amounts of the Grant shall be held in interest-bearing bank accounts with the bank or banks set forth on Schedule B attached hereto; and

- g. In the event the Grantee shall, singly or in conjunction with any other person or persons, contest in any court the validity of this Grant, the terms or conditions of this Grant or the diminution, termination, or determination on the part of the Foundation not to renew or to pay all or any part of the Grant, or shall seek to obtain an adjudication in any proceeding in any court that this Grant or any of its provisions is void, or seek otherwise to void, nullify, or set aside this Grant or any of its provisions, then the right of that Grantee to take any interest given or granted by the Grant shall be determined as it would have been determined had the Grantee failed initially to qualify under the provisions of subparagraph c of Paragraph 1.
- 2. <u>Program.</u> As an inducement to the Foundation to make the Grant, the Grantee has previously submitted a written proposal ("the *Proposal*") to the Foundation, which includes a description of the Program. The Grantee acknowledges that the Grant is expressly made in reliance on the Proposal and a review of financial information and a final budget submitted by the Grantee. Accordingly, the Grantee shall notify the Foundation immediately, in writing, of any material change in the facts set forth in the Proposal or in any other information or document submitted to the Foundation. Without the advance written consent of the Foundation, the Grantee shall not expend any part of the Grant or interest thereon whether for any purpose or item in excess of the amount budgeted for such purpose or item on the final budget for the Program submitted by the Grantee to the Foundation.
- 3. <u>Conditions to the Grant</u>. Except as such conditions may be waived in writing by the Foundation, the Foundation's obligations to make the Grant and, if the Grant is payable in installments, to pay each installment thereof shall be subject to each of the following conditions:
  - a. All necessary approvals and consents to the payment of the Grant shall, to the satisfaction of the Foundation, have been obtained and not revoked.
  - b. No legal, administrative or other proceeding shall be pending that questions the legality of the Grant.
  - c. The Grantee continues to qualify under Code Section 501(c)(3), and its Program as having a charitable and educational purpose as provided in Paragraph 1.c., above, both in fact and by operation of Paragraph 1.d. hereof.
  - d. The Board of Directors of the Foundation shall have approved or not withdrawn approval of each payment or installment of the Grant.
  - 4. <u>Covenants of Grantee.</u> The Grantee covenants with the Foundation as follows:
  - a. To repay any portion of the Grant which is not used for the purposes of the Grant.
  - b. To submit to the Foundation full and complete quarterly reports on the manner in which the Grant is spent and the progress made in accomplishing the purposes of the Grant.

- c. To maintain records of receipts and expenditures and to make its books and records relating to the Grant available to the Foundation at reasonable times.
- d. Not to use any of the Grant (i) to carry on propaganda, or otherwise to attempt, to influence legislation (within the meaning of Section 4945(d)(1) of the Code), (ii) to influence the outcome of any specific public election, or to carry on, directly or indirectly, any voter registration drive (within the meaning of Section 4945(d)(2) of the Code), (iii) to make any grant which does not comply with the requirements of Section 4945(d)(3) of (4) of the Code or (iv) to undertake any activity for any purpose other than one specified in Section 170(c)(2)(B) of the Code.
- e. In the performance of this Agreement and the expenditure of the Grant, the organization, implementation, and conduct of the Program will (i) comply with all applicable laws, regulations and union agreements to which it is bound and (ii) not discriminate on the basis of race, color, national origin, age, sex, sexual orientation, marital status, creed, religion, citizenship, ancestry or political affiliation.
- f. Without the prior written approval of the Foundation, and except for salaries specifically identified in the Proposal, not to transfer or pay, whether or not for value, any portion of the Grant to (i) any person or entity who directly or indirectly controls, is controlled by or is under common control with the Grantee, (ii) any person or entity who is an officer, employee, partner or trustee of, or serves in a similar capacity with respect to, the Grantee or (iii) any person or entity of which the Grantee or any of its officers, employees, partners or trustees is the beneficial owner of 5% or more of the equity interests therein.
- 5. Representations of Grantee. The Grantee represents and warrants to the Foundation that:
  - a. The Grantee is a California Nonprofit Public Benefit Corporation, located at 1050 Linden Avenue, Long Beach, California 90813, duly formed, validly existing and in good standing under the laws of the State of California, and has the legal power and authority to conduct its business, to own its properties, and to execute, deliver, and perform its obligations under this Agreement.
  - b. This Agreement has been duly authorized, executed and delivered by the Grantee, and constitutes a legal, valid and binding obligation of the Grantee for the benefit of the Foundation.
  - c. All proceedings legally required to be taken by the Grantee in connection with the authorization of this Agreement and of the transactions related thereto, and all approvals, authorizations, consents and other orders of public boards or bodies as may be legally required to be obtained by the Grantee prior to the date hereof with respect to all or any of such matters, have been taken or obtained.
  - d. The execution and delivery of the Agreement by the Grantee, and the performance by the Grantee of its obligations hereunder, do not (i) violate any provisions of the Articles of

Incorporation, Bylaws or other governing instrument of the Grantee, (ii) violate any law, rule or regulation having applicability to the Grantee or any order, writ, judgement, decree, determination or award to which the Grantee is a party or (iii) result in the breach of, or constitute a default under any agreement, lease or instrument to which the Grantee is a party or by which the Grantee is bound.

- e. No audit, investigation, proceeding or other inquiry is pending by the Internal Revenue Service, the Franchise Tax Board or the Attorney General of any state with respect to the Grantee or any affiliated organization, and no legal, administrative or other proceeding is pending that questions the legality of the Grant.
- 6. <u>Publicity</u>. All promotional and advertising materials, including announcements, brochures, publications, films, videotapes, exhibitions and visual materials, produced or authorized by the Grantee relating to the Program shall, to the extent directed by the Foundation, give credit to the Foundation at least as prominent as that given to any other person or organization or entity which makes a grant or contribution of funds to the Grantee. The Foundation shall have the right, but not the obligation, to review in advance and approve the contents of all press announcements issued by the Grantee, the planning of all press events, and the contents of all promotional and advertising materials related to the Grant and the Program.
- Reports and Records. The Grantee agrees to submit such reports, in addition to the reports required under Paragraph 4(b) hereof, as may be requested by the Foundation, in such form as the Foundation may prescribe at reasonable intervals, relating to the Grantee's performance of, or ability to fulfill, its obligations under this Agreement. Notwithstanding the foregoing, the Grantee shall timely submit such reports as are described on Schedule C attached hereto. The Grantee shall maintain complete, accurate and current records of all income and expenses relating to the Program and the Grant. During the term of this Agreement and at any time within two (2) years thereafter, the Grantee shall make such records available upon request to the Foundation for review, copying, and audit. In addition, the Grantee agrees to cooperate fully with the Foundation, and to allow the Foundation, and any person designated by it, full and complete access to the facilities, activities and operations of the Grantee, for the purpose of auditing, monitoring and evaluating the Program, the Grant and the compliance of the Grantee with the terms and conditions of the Agreement.
- 8. Termination. The Foundation shall have the right to terminate this Agreement and the Grant in the event the Foundation determines that the Grantee (a) has misrepresented any material fact or supplied false or misleading material information to the Foundation in the Proposal or otherwise in regard to this Agreement or the Grant, (b) has diverted any payments made under this Agreement to a purpose other than that permitted hereunder, (c) has failed to maintain or provide any material records or reports require to be maintained or provided hereunder, (d) has failed to abide by any other term or condition of this Agreement, (e) has terminated, abandoned, canceled or substantially altered, or is likely to terminate, abandon, cancel or substantially alter, the Program or (f) has initiated any of the actions set forth in Paragraph 1.d., above, or has failed to comply with the requirements of Paragraph 1.c., above in fact or by operation of Paragraph 1.d. Upon termination of this Agreement by the Foundation, the Foundation shall be relieved from making any further payments to the Grantee in regard to the Grant and, if such termination is

pursuant to clause (a), (b), (c) or (d) above, may require the Grantee to refund any or all payments of the Grant theretofore made. The foregoing remedies of the Archstone Foundation are in addition to any other remedies provided by law, and all such remedies shall be cumulative and not exclusive.

No Liability. The Grantee shall indemnify, defend and hold the Foundation harmless from and against any and all liability to any third party for or from loss, damage or injury to persons or property in any manner arising out of, or incident to, the performance of this Agreement or the planning, arranging, implementing, sponsoring or conducting of the Program or any other program or activity by the Grantee. IN NO CASE SHALL THE FOUNDATION BE LIABLE TO THE GRANTEE OR ANY THIRD PARTY FOR CONSEQUENTIAL DAMAGES. The Foundation shall have no liability for any debts, liabilities, deficits or cost overruns of the Grantee. It is expressly understood by the parties that no director, member, officer, employee or other representative of the Foundation shall incur any financial responsibility or liability of any kind or nature whatsoever in connection with this Agreement or any subsequent agreement between parties regarding the subject matter hereof. The parties agree that the liability of the Foundation hereunder shall be limited to the payment of the Grant pursuant to the terms and conditions of the Agreement. Any contracts entered into or other obligations or liabilities incurred by the Grantee in connection with the Program or otherwise relating to this Agreement shall be the sole responsibility of the Grantee, and the Foundation shall have no obligation or liability whatsoever thereunder or with respect thereto. The Grantee covenants that all contracts to which it shall become a party in regard to the Program and/or Grant shall include the following clause:

It is expressly agreed and understood that neither the Archstone Foundation (the "Foundation") nor any director, member, officer, employee or other representative of the Foundation shall incur any financial responsibility or liability of any kind or nature whatsoever in connection with the Agreement, and that the foregoing provisions concerning financial responsibility or liability shall be expressly included in and made part of any and all agreements between the parties subsequent to this Agreement.

- 10. <u>Insurance</u>. The Grantee represents and warrants that (a) it is, and will continue to be, adequately insured against all risks, including such risks as would be covered by fire and property damage, worker's compensation, automobile and comprehensive general liability insurance, with respect to the conduct of the Program and (b) the premises and facilities of third parties where the Grantee conducts and will conduct its programs and activities also are and will be so adequately insured. Upon demand of the Foundation, the Grantee shall furnish the Foundation the policy or policies of insurance or a certificate of insurance or other written evidence satisfactory to the Foundation, evidencing the insurance carried by or otherwise benefiting the Grantee. The Grantee covenants that it will cause the Foundation to be added as an additional insured on all relevant policies of insurance carried by the Grantee.
- 11. <u>Prior Agreements</u>. This Agreement and the Proposal together constitute the entire agreement of the parties with respect to the subject matter hereof, and the provisions hereof and thereof have superseded any and all prior and contemporaneous agreements or understandings relating to the matters specifically addressed herein or therein.

- shall not waive any right with respect to any other or future rights or occurrences, nor shall waiver of any condition or right in any instance be deemed a waiver of any condition or right in any other instance. If any legal action or other proceeding is brought for the enforcement of this Agreement, or because of an alleged or actual dispute, breach, default, or misrepresentation in connection with any of the provisions of this Agreement, the successful or prevailing party shall be entitled to recover reasonable attorney's fees and other costs incurred in such action or proceeding in addition to any other relief to which it may be entitled. This Agreement and the Grantee's rights, duties and obligations hereunder may not be assigned by the Grantee without the prior written consent of the Foundation. Any attempt at assignment shall be void and a material breach of this Agreement by the Grantee. This Agreement has been negotiated, executed and delivered in the State of California and shall be governed by and construed in accordance with its laws. The Schedules attached hereto are incorporated herein by reference and made a part of this Agreement as if fully set forth herein.
- 13. Amendments and Modifications. This Agreement may be amended or modified only by a written instrument executed by the Foundation and by the Grantee. Notwithstanding the foregoing, modifications to the scope of the Program, alterations in the funding schedule, revisions to the Proposal and other changes to the terms and conditions of this Agreement set forth on the Schedules attached hereto may be effectuated by the substitution of replacement Schedule(s), provided that such replacement Schedule(s) are executed by both the Foundation and the Grantee.
- Completion of Grant: The Grantee covenants to execute and deliver to the Foundation a final evaluation report (including summary of the project, all statistical data, evaluation results and accounting of expenditures per exhibit C, attached) as a condition precedent to receipt of the final installment payment of the Grant.

### IN WITNESS WHEREOF, the parties have executed this Grant Agreement on:

GRANTEE:	
Saint Mary Medical Center Foundation	
By: Negre	Date: 6/17/10
John T. Wagner	
Executive Director	
ARCHSTONE FOUNDATION:	
By: E. Shomas Brewer	Date:6./6./0
E. Thomas Brewer, MSW, MPH, MBA	
Director of Programs	

### SCHEDULE A

### **DESCRIPTION OF PROGRAM AND PURPOSES:**

The goal of the Senior Connections Program is to improve coordination and utilization of community resources to help Long Beach older adults maintain healthy and independent lives. The objectives and activities of the program are:

Objective 1: Develop at least 10 new linkages with existing senior housing projects.

- a. The outreach coordinator will establish memorandums of understanding with residential coordinators at ten or more senior housing projects.
- b. Conduct outreach events at partner senior housing sites.

Objective 2: Improve the quality of life for 22,000 seniors through increased access to the following services and education opportunities.

- a. Conduct home visitations and follow-up calls with 45 seniors, and case manage their navigation to resources.
- b. The City of Long Beach Senior Links program will conduct home visitations and follow-up calls with at least 20 seniors, and case manage their navigation to resources, through St. Mary's Senior Connections Program.
- c. Administer at least 1,100 health screenings to seniors, at community outreach events and health fairs.
- d. Provide direct healthcare services to 1,040 seniors at the Senior Clinic.
- e. Provide consultations to 3,035 seniors at the Low Vision Center.
- f. Provide 520 hours of transportation for seniors, to and from their appointments within the St. Mary Medical Center network (Hospital campus and Senior Clinic).
- g. Provide low-cost Fall Prevention classes to 24 seniors.
- h. Provide 100 free in-home evaluations of living space and limitations to seniors, resulting in further education on the use of assistive devices and proper body mechanics, and installation of assistive devices/moderate home modifications.
- i. Provide low-cost exercise classes: Balance Training classes to 65 seniors, SeniorFit exercise classes to 400 seniors, and T'ai Chi classes to 95 seniors.
- j. Provide low-cost Reiki and General Massage to 300 seniors.
- k. Coordinate 12 low-cost travel excursions, attended by at least 500 seniors.
- 1. Provide mental health support to 60 seniors, through the Passages program.
- m. Provide low-cost Vegan Cooking classes to 120 seniors.
- n. Provide low-cost Mature Drivers Education classes to 100 seniors.
- o. Provide 36 Health and Wellness education classes for 3000 seniors (65+ years). Three of these classes will address the issue of hoarding.
- p. Distribute 12 Senior Newsletters to 22,000 clients of the Senior Connections Program.

### SCHEDULE B

The funding schedule set forth below constitutes an estimate of the Grantee's need for funds based upon the Proposal. The amounts and timing of the payment of installments of the Grant as set forth in such funding schedule are subject to change, at the discretion of the Foundation, in the following circumstances:

- 1. Reports required by Paragraph 7 of the Grant Agreement and/or by Schedule C attached thereto are not submitted in a timely manner or with all required information.
- 2. The Program is modified, enhanced, reduced or otherwise altered in any substantive manner without the prior written approval of the Foundation.
- 3. The Foundation determines that cost savings may be achieved through utilization of other resources or the Foundation's purchase requisition procedures for equipment and other items required by the Program.

### FUNDING SCHEDULE:

Payment Schedule for the above Grant:

July 1, 2010	\$67,500.00	First 90% of grant	Scheduled
September 15, 2011	\$7,500.00	Final 10% of grant	Contingent

Contingent payments require submission of Progress and Evaluation Reports to be reviewed and approved by Foundation prior to payment authorizations. The total grant funds released based on Grantee submitted Reports may be less than the approved grant, but in no case will the total payment exceed \$75,000.

### BANK(S) IN WHICH GRANT FUNDS ARE TO BE HELD:

ACCOUNT#

MAIL CHECK TO:

### SCHEDULE C

### REPORTS TO BE FURNISHED:

- I. PROGRESS REPORTS. Progress Reports must include, at a minimum, a written narrative addressing the progress of all phases of program development and a detailed accounting of expenditures to date and any available statistics or evaluative data on the program.
- II. EVALUATION REPORT. The Evaluation Report must be a complete review and report of the program including a summary of the project, all statistical data, evaluation results and accounting of expenditures. The grant period is scheduled to end July 1, 2011. The Final Evaluation report is due within two months of the end of the grant and should cover the entire grant period.

### REPORTING SCHEDULE:

November 1, 2010	1 <sup>st</sup> Quarter Progress Report
February 1, 2011	2 <sup>nd</sup> Quarter Progress Report
May 1, 2011	3 <sup>rd</sup> Quarter Progress Report
August 1, 2011	4th Quarter Progress Report
September 1, 2011	Final Evaluation Report



### PROGRESS REPORT GUIDELINES

In addition to allowing the Foundation to provide oversight and fulfill its fiduciary responsibility for the grants it gives, the progress reports provide an opportunity for reflection on what has been learned in the project. It is an opportunity for project staff to think about the program, its successes, and propose changes that may improve the project. Progress reports not only inform the Foundation of the project's progress, but also provide us with valuable learning experiences that enable us to improve our grantmaking and to help other non-profit organizations.

The reports should summarize the progression of work proposed in the grant application for the relevant quarter. The size and scope of the progress reports are largely a function of the size and scope of the project. The Foundation recognizes the time commitment involved in preparing thoughtful reports and seeks to balance the need for information with the demands on project staff. These guidelines are intended to provide some general guidance in preparing quarterly progress reports and to answer some commonly asked questions.

### What information should be included in a progress report?

Please include the contact person, the agency name, period of time covered and grant number (which may be found in the grant agreement). Please inform the Foundation of any changes in address, phone numbers, or personnel involved with the project.

The quarterly progress report should include a narrative describing the project's progress toward its stated program objectives, as well as a financial report indicating the expenditures for the reporting period (please use quarterly financial report template available on the Foundation's website).

### What information should be included in the narrative portion of the report?

Briefly restate the project purpose, goals and objectives.

For each objective, discuss:

- Accomplishments:
- Any problems encountered, and their solutions (planned or implemented); and
- Any proposed changes in the stated objectives.

### Highlight:

- Lessons learned;
- Anecdotes (stories or examples about a person or population affected by or participating in the program); and
- Conclusions or next steps.

### What information should be included in the Financial Report?

The Foundation requires that a quarterly financial report be submitted with the written narrative. The quarterly financial report should itemize expenditures for the specified reporting period, and should be based on the project's budget as presented in the proposal. The financial report is a valuable guide for the grantee and the Foundation to determine if the project is progressing according to plan or if adjustments need to be made. The Foundation requests that all quarterly financial reports be formatted using the Foundation's template (see attached) or may be downloaded from the Foundation's website.

### When are progress reports due?

Progress reports are due on a quarterly basis and their complete and timely submission is considered as a factor in the Foundation's evaluation of the project. Please see Schedule B of the Grant Agreement for the timetable of reporting on a project's progress. If a progress report will be submitted late, please contact the Foundation and provide an anticipated delivery date. If the project has a scheduled payment, the payment will be held until the progress report has been received and approved.

### If there are desired changes in the budget what should be done?

The Foundation will only consider proposed changes to a project's budget if the request is made in writing. The letter should provide an explanation of the proposed budget changes with a copy of the approved budget and proposed budget. The designated Program Officer will review the request and will contact the grantee to discuss the request. Budget changes are not effective until the project has received written approval from the Foundation. Once approved, subsequent financial reports should reflect the approved budget changes.

## If the project's timetable appears to be longer than what was originally proposed what should be done?

Please contact the Foundation to discuss the possibility of a no-cost extension on the grant.

# FINANCIAL REPORT Name of Program X Quarter - Reporting Period Dates

	Archstone Budget		QtrExpense		YTD	Expense	Variance		
PERSONNEL EXPENSES									
Staff Position Title (% FTE)	\$	-	\$	-	\$	-	\$	-	
	\$	_	\$	-	\$	_	\$	-	
	\$	-	\$	-	\$	-	\$	-	
	\$	_	\$	-	\$	_	\$	-	
	S	_	\$	-	\$	_	\$	_	
·	S	_	\$	_	\$	-	s	_	
Benefits @ X%	\$	-	\$	_ •	\$	-	\$	-	
Consultants				·					
Type of Consultant	\$	_	\$	_	S	_	\$	_	
Type of Consumme	\$		\$		\$	_	-	_	
PERSONNEL SUBTOTAL	\$		\$		\$	-	<u>\$</u>	-	
DIRECT OPERATING EXPENSES									
	\$	_	\$	_	\$	_	\$	_	
	Š	_	\$	-	\$	-	\$	_	
	s	_	Š	•	S	_	\$	_	
	Š	_	\$	_	\$	_	<b>°</b>	_	
	•	_	S	_	S	_	S	_	
	G.	_	•	_	¢ ¢	_	Q.	_	
	e e	_	\$	_	S	_	\$	-	
DIRECT OPERATING SUBTOTAL	\$		\$		\$		\$	-	
DIRECT OFERATING SUBTOTAL	D.	<del>-</del>	Ф	-	Ф	-	Ф	-	
INDIRECT COSTS									
Indirect Costs @ x%	\$	-	\$	-	\$	-	\$	-	
TOTAL PERSONNEL, DIRECT				<del></del>					
OPERATING & INDIRECT	\$	-	\$	-	\$	-	\$	_	



### **EVALUATION REPORT GUIDELINES**

In addition to allowing the Foundation to provide oversight and fulfill its fiduciary responsibility for the grants it gives, an evaluation report provides an opportunity for reflection on what has been learned in the project. It is an opportunity for project staff to think about the program, its successes, next steps and lessons learned. Evaluation reports not only inform the Foundation of the project's overall efforts, but also provide us with valuable learning experiences that enable us to improve our grantmaking and to help other non-profit organizations.

There are two types of evaluation reports. The year-end evaluation report is for grants that have multi-year funding and have completed a year's worth of activities. A final evaluation report is the final summary following the end of a grant period.

The size and scope of the evaluation reports are largely a function of the size and scope of the project. The Foundation recognizes the time commitment involved in preparing thoughtful reports and seeks to balance the need for information with the demands on project staff. These guidelines are intended to provide some general guidance in preparing evaluation reports and to answer some commonly asked questions.

### What information should be included in a year-end evaluation report?

Please include the contact person, the agency name, time period of the grant and grant number (which may be found in the grant agreement). Please inform the Foundation of any changes in address and phone numbers.

The year-end evaluation report should provide a summary of the project's activities, successes, challenges, next steps, and a year-end accounting of expenditures (please use year-end financial report template available on the Foundation's website).

In preparing the year-end evaluation report, include the following:

- · Brief statement of project's scope of work, goals and objectives for the past year,
- Identify any changes in the stated objectives and/or budget,
- Summarize the project's activities,
- Discuss the project's successes and challenges by highlighting accomplishments, problems and their solutions, and anecdotes, and
- Identify the project's next steps.

### What information should be included in a final evaluation report?

A final evaluation report should provide a summary statement that synthesizes the project's accomplishments, challenges and lessons learned during the entire grant period. In addition, the final evaluation report should include an accounting of expenditures for the entire grant period.

In preparing the final evaluation report, the following should be addressed:

- Identify the lasting benefits of the project,
- Discuss whether the project was able to fulfill the goals as proposed,
- Describe problems the project encountered and discuss how they were addressed,
- Describe any unexpected outcomes of the project (either positive or negative),
- Discuss what would be done differently if the project were to be repeated,
- Identify lessons learned from implementing the project, and
- Discuss the specific plans, if any, for continuing the work started by the project.

### What information should be included in the Financial Report?

The Foundation requires that a comprehensive financial report be submitted with yearend and final evaluation reports. The financial report should itemize expenditures for the entire grant reporting period, and should be based on the project's approved budget. The Foundation requests that all year-end and final financial reports be formatted using the Foundation's template (see attached). The template may also be downloaded from the Foundation's website, www.archstone.org.

### When are evaluation reports due?

Evaluation reports are due within two months of the completion of a year's worth of activities or following the end of the grant period. Timely submission is considered in the Foundation's evaluation of a grantee's performance. Please see Schedule B of the Grant Agreement for the timetable of evaluation report submissions. If an evaluation report will be submitted late, please contact the Foundation and provide an anticipated delivery date. If the project has a scheduled payment, the payment will be held until the evaluation report has been received and approved.

# FINANCIAL REPORT Name of Program Year-End Financials - Insert Reporting Period Dates

REDCORDINI EVENISTIS	Archsto	ne Budget	1	ist Quarter		2nd Quarter		3rd Quarter		4th Quarter		YTD Expense		Variance
PERSONNEL EXPENSES			_						•		_		_	•
Staff Position Title (% FTE)	<b>5</b>	-	S	-	3	•	2	-	2	-	3	-	3	•
	2	-	25	•	2	-	2	-	3	-	25	-	2	•
	2	-	\$	-	2	-	\$	-	5	-	2	-	2	-
	S	-	S	-	2	-	2	•	5	•	2	-	S	-
	2	-	S	-	\$	-	\$	-	\$	•	\$	-	S	•
	2	-	\$	-	\$	-	\$	•	\$	•	2	-	\$	-
Benefits @ X%	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Consultants			_		_									
Type of Consultant	\$	-	\$	-	\$	-	\$	-	\$	•	\$	-	\$	-
			<u> </u>	-		•	<u> </u>				_\$	-	_\$	-
PERSONNEL SUBTOTAL	\$	•	S	-	\$	-	S	-	\$	-	\$	-	\$	-
DIRECT OPERATING EXPENSES														
	\$	-	\$	-	\$	-	5	-	\$	-	S	-	\$	-
	\$	-	\$	-	\$	-	\$	-	\$	•	\$	•	\$	•
	S	•	\$	-	\$	-	\$	-	\$	•	5	-	S	•
	S	-	5	-	\$		\$	•	\$	-	5	•	\$	-
	\$	-	\$	•	S	_	\$	_	S		S	-	\$	_
	\$	_	\$	_	\$	-	S	-	S	-	S	-	S	_
	\$	_	S	_	S	-	S	-	S	-	\$	-	S	-
DIRECT OPERATING SUBTOTAL	\$	-	S	-	\$	-	\$	-	S	-	\$	-	\$	•
INDIRECT COSTS Indirect Costs @ x%	S	-	S	-	\$	· •	s	-	s	-	5	-	s	-
TOTAL PERSONNEL, DIRECT OPERATING & INDIRECT	<b>s</b>		<b>s</b>	-	\$	_	s	-	<u> </u>	•		_	\$	-