AGREEMENT 29376

THIS AGREEMENT is made and entered, in duplicate, as of January 1, 2006, for reference purposes only, pursuant to a minute order adopted by the City Council of the City of Long Beach at its meeting held on November 22, 2005, by and between KEYSER 5 MARSTON ASSOCIATES, INC., a California corporation ("Consultant") whose business address is 500 South Grand Avenue, Suite 1480, Los Angeles, CA 90071, and the CITY 7 OF LONG BEACH, a municipal corporation ("City").

WHEREAS, the City requires specialized real estate services requiring 9 unique skills to be performed in connection with ground lease negotiations, market 10 analysis, fiscal impact analysis, "highest and best use" analysis and other matters (each, 11 individually, a "Project"); and 12

WHEREAS, City has selected Consultant in accordance with City's 13 administrative procedures and City has ascertained that Consultant and its employees are 14 qualified, licensed, if so required, and experienced in performing such specialized 15 services; and 16

WHEREAS, City desires to have Consultant perform said specialized 17 services, and Consultant is willing and able to do so on the terms herein; 18

NOW, THEREFORE, in consideration of the mutual terms covenants, and 19 conditions in this Agreement, the parties agree as follows: 20

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SCOPE OF WORK OR SERVICES.

A. Consultant shall furnish services on a "project by project" basis, as 22 requested by the City, in accordance with the standards of the profession. City shall pay 23 for the services as described below, not to exceed \$250,000.00 per contract year, at the 24 rates shown on Exhibit "A" attached to the Agreement and incorporated by reference. 25 Consultant shall give to the City a written estimate of the "not to exceed" amount of fees 26 for each specific project. The City may change the scope of the project if the "not to 27 exceed" amount requires reduction. 28

Beach, California 90802-4664 Attorney of Long Beach West Ocean Boulevard Telephone (562) 570-220(**Sobert E. Shannon**

B. Consultant may select the time and place of performance hereunder
 provided, however, that access to City documents, records, and the like, if needed by
 Consultant, shall be available only during City's normal business hours and provided that
 milestones for performance, if any, are met.

C. Consultant has requested to receive regular payments. City shall pay 5 Consultant in due course of payments following receipt from Consultant and approval by 6 7 City of invoices showing the services or task performed, the time expended (if billing is hourly), and the name of the Project. Consultant shall certify on the invoices that 8 Consultant has performed the services in full conformance with this Agreement and is 9 entitled to receive payment. Each invoice shall be accompanied by a progress report 10 indicating the progress to date of services performed and covered by said invoice, 11 including a brief statement of any Project problems and potential causes of delay in 12 performance, and listing those services that are projected for performance by Consultant 13 during the next invoice cycle. Where billing is done and payment is made on an hourly 14 basis, the parties acknowledge that such arrangement is either customary practice for 15 Consultant's profession, industry, or business, or is necessary to satisfy audit and legal 16 requirements which may arise due to the fact that City is a municipality. 17

D. Consultant represents that Consultant has obtained all necessary
 information on conditions and circumstances that may affect performance hereunder and
 has conducted site visits, if necessary.

2. <u>TERM</u>. The term of this Agreement shall commence at midnight on 22 January 1, 2006 and shall terminate at 11:59 p.m. on December 31, 2008, unless sooner 23 terminated as provided in this Agreement, or unless the services to be performed 24 hereunder or the Project is completed sooner.

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3. <u>COORDINATION AND ORGANIZATION</u>.

A. Consultant shall coordinate performance hereunder with City's representatives. Consultant shall advise and inform City's representatives of the work in progress on the Project in sufficient detail so as to assist City's representative in making

Robert E. Shannon City Attorney of Long Beach 333 West Ocean Boulevard g Beach, California 90802-4664 Telephone (562) 570-2200

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1 presentations and in holding meetings for the exchange of information.

B. The parties acknowledge that a substantial inducement to City for entering
this Agreement was and is the reputation and skill of Consultant's key employees Kathe
Head, Jim Rabe and Cal Hollis. City shall have the right to approve any person proposed
by Consultant to replace such key employees.

INDEPENDENT CONTRACTOR. In performing services hereunder. 4. 6 Consultant is and shall act as an independent contractor and not an employee, 7 representative, or agent of City. Consultant shall have control of Consultant's work and the 8 manner in which it is performed. Consultant shall be free to contract for similar services 9 to be performed for others during this Agreement provided, however, that Consultant acts 10 in accordance with Section 9 and Section 11 of this Agreement. Consultant acknowledges 11 and agrees that a) City will not withhold taxes of any kind from Consultant's compensation, 12 b) City will not secure workers' compensation or pay unemployment insurance to, for or on 13 Consultant's behalf, and c) City will not provide and Consultant is not entitled to any of the 14 usual and customary rights, benefits or privileges of City employees. Consultant expressly 15 warrants that neither Consultant nor any of Consultant's employees or agents shall 16 represent themselves to be employees or agents of City. 17

INSURANCE. As a condition precedent to the effectiveness of this
 Agreement, Consultant shall procure and maintain at Consultant's expense for the duration
 of this Agreement from insurance companies that are admitted to write insurance in
 California or from authorized non-admitted insurance companies that have ratings of or
 equivalent to A:VIII by A.M. Best Company the following insurance:

(a) Commercial general liability insurance (equivalent in scope to ISO
form CG 00 01 11 85 or CG 00 01 11 88) in an amount not less than One
Million Dollars (\$1,000,000) per each occurrence and Two Million Dollars
(\$2,000,000) general aggregate. Such coverage shall include but not be
limited to broad form contractual liability, cross liability, independent
contractors liability, and products and completed operations liability. The

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City, its officials, employees and agents shall be named as additional insureds by endorsement (on City's endorsement form or on an endorsement equivalent in scope to ISO form CG 20 10 11 85 or CG 20 26 11 85), and this insurance shall contain no special limitations on the scope of protection given to the City, its officials, employees and agents.

(b) Workers' Compensation insurance as required by the Labor Code of the State of California and employer's liability insurance in an amount not less than One Million Dollars (\$1,000,000).

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

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

Any self-insurance program, self-insured retention, or deductible must be 15 separately approved in writing by City's Risk Manager or designee and shall protect City, 16 its officials, employees and agents in the same manner and to the same extent as they 17 would have been protected had the policy or policies not contained retention or deductible 18 provisions. Each insurance policy shall be endorsed to state that coverage shall not be 19 reduced, non-renewed, or canceled except after thirty (30) days prior written notice to City, 20 and shall be primary and not contributing to any other insurance or self-insurance 21 maintained by City. Consultant shall notify the City in writing within five (5) days after any 22 insurance required herein has been voided by the insurer or cancelled by the insured. 23

Consultant shall require that all contractors and subcontractors which Consultant uses in the performance of services hereunder maintain insurance in compliance with this Section unless otherwise agreed in writing by City's Risk Manager or designee.

Prior to the start of performance, Consultant shall deliver to City certificates

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of insurance and required endorsements for approval as to sufficiency and form. The 1 certificate and endorsements for each insurance policy shall contain the original signature 2 of a person authorized by that insurer to bind coverage on its behalf. In addition, 3 Consultant, shall, within thirty (30) days prior to expiration of the insurance required herein, 4 furnish to City certificates of insurance and endorsements evidencing renewal of such 5 insurance. City reserves the right to require complete certified copies of all policies of 6 Consultant and Consultant's contractors and subcontractors, at any time. Consultant shall 7 make available to City's Risk Manager or designee all books, records and other information 8 relating to the insurance coverage required herein, during normal business hours. 9

Any modification or waiver of the insurance requirements herein shall only be made with the approval of City's Risk Manager or designee. Not more frequently than once a year, the City's Risk Manager or designee may require that Consultant, Consultant's contractors and subcontractors change the amount, scope or types of coverages required herein if, in his or her sole opinion, the amount, scope, or types of coverages herein are not adequate.

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

6. ASSIGNMENT AND SUBCONTRACTING. This Agreement contem-19 plates the personal services of Consultant and Consultant's employees, and the parties 20 acknowledge that a substantial inducement to City for entering this Agreement was and is 21 the professional reputation and competence of Consultant and Consultant's employees. 22 Consultant shall not assign its rights or delegate its duties hereunder, or any interest 23 herein, or any portion hereof, without the prior approval of City, except that Consultant may 24 with the prior approval of the City Manager of City, assign any moneys due or to become 25 due the Consultant hereunder. Any attempted assignment or delegation shall be void, and 26 any assignee or delegate shall acquire no right or interest by reason of such attempted 27 assignment or delegation. Furthermore, Consultant shall not subcontract any portion of 28

Robert E. Shannon City Attorney of Long Beach 333 West Ocean Boulevard Long Beach, California 90802-4664 Telephone (562) 570-2200 the performance required hereunder without the prior approval of the City Manager or
designee, nor substitute an approved subcontractor without said prior approval to the
substitution. Nothing stated in this Section 6 shall prevent Consultant from employing as
many employees as Consultant deems necessary for performance of this Agreement.

7. <u>CONFLICT OF INTEREST</u>. Consultant, by executing this Agreement,
 certifies and shall obtain similar certifications from Consultant's employees and approved
 subcontractors that, at the time Consultant executes this Agreement and for its duration,
 Consultant does not and will not perform services for any other client which would create
 a conflict, whether monetary or otherwise, as between the interests of City hereunder and
 the interests of such other client.

8. <u>MATERIALS</u>. Consultant shall furnish all labor and supervision, supplies, material, tools, machinery, equipment, appliances, transportation, and services necessary to or used in the performance of Consultant's obligations hereunder.

9. OWNERSHIP OF DATA. All materials, information and data prepared, 14 developed, or assembled by Consultant or furnished to Consultant in connection with this 15 Agreement, including but not limited to documents, estimates, calculations, studies, maps, 16 graphs, charts, computer disks, computer source documentation, samples, models, 17 reports, summaries, drawings, designs, notes, plans, information, material, and 18 memorandum ("Data") shall be the exclusive property of City. Notwithstanding anything 19 to the contrary in this Section, all proprietary computer models developed by Consultant 20 shall not constitute "Data" for purposes hereof and shall remain the exclusive property of 21 Consultant. Data shall be given to City in PDF format, and City shall have the unrestricted 22 right to use and disclose the Data in any manner and for any purpose without payment of 23 further compensation to Consultant. Copies of Data may be retained by Consultant but 24 Consultant warrants that Data shall not be made available to any person or entity for use 25 without the prior approval of City. Said warranty shall survive termination of this Agreement 26 for five (5) years. 27

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10. <u>TERMINATION</u>. Either party shall have the right to terminate this

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Agreement for any reason or no reason at any time by giving fifteen (15) calendar days' prior notice to the other party. In the event of termination under this Section, City shall pay Consultant for services satisfactorily performed and costs incurred up to the effective date of termination for which Consultant has not been previously paid. The procedures for payment in Section 1.B. with regard to invoices shall apply. On the effective date of termination, Consultant shall deliver to City all Data developed or accumulated in the performance of this Agreement, whether in draft or final form, or in process.

11. 8 CONFIDENTIALITY. Consultant shall keep the Data confidential and shall not disclose the Data or use the Data directly or indirectly other than in the course of 9 services provided hereunder during the term of this Agreement and for five (5) years 10 following expiration or termination of this Agreement. In addition, Consultant shall keep 11 confidential all information, whether written, oral, or visual, obtained by any means 12 whatsoever in the course of Consultant's performance hereunder for the same period of 13 time. Consultant shall not disclose any or all of the Data to any third party, nor use it for 14 Consultant's own benefit or the benefit of others except for the purpose of this Agreement. 15

16 12. <u>BREACH OF CONFIDENTIALITY</u>. Consultant shall not be liable for 17 a breach of confidentiality with respect to Data that:

(a) Consultant demonstrates Consultant knew prior to the time City disclosed it; or

(b) Is or becomes publicly available without breach of this Agreement by Consultant; or

(c) A third party who has a right to disclose does so to Consultant without restrictions on further disclosure; or

(d) Must be disclosed pursuant to subpoena or court order.

13. <u>AMENDMENT</u>. This Agreement shall not be amended, nor any
 provision or breach hereof waived, except in writing signed by the parties which expressly
 refers to this Agreement.

14. <u>LAW</u>. This Agreement shall be governed by and construed pursuant

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to the laws of the State of California (except those provisions of California law pertaining
 to conflicts of laws). Consultant shall comply with all laws, ordinances, rules and
 regulations of and obtain such permits, licenses, and certificates required by all federal,
 state and local governmental authorities.

5 15. <u>ENTIRE AGREEMENT</u>. This Agreement constitutes the entire
6 understanding between the parties and supersedes all other agreements, oral or written,
7 with respect to the subject matter herein.

16. INDEMNITY. With respect to services performed hereunder, 8 Consultant shall indemnify and hold harmless the City, its Boards, Commissions, and their 9 officials, employees and agents (collectively in this Section "City") from and against any 10 and all liability, claims, demands, damage, causes of action, proceedings, penalties, loss, 11 costs, and expenses (including attorney's fees, court costs, and expert and witness 12 fees)(collectively "Claims" or individually "Claim"). Claims include allegations and include 13 Claims for property damage, personal injury or death arising in whole or in part from any 14 negligent act or omission of Consultant, its officers, employees, agents, sub-consultants, 15 or anyone under Consultant's control (collectively "Indemnitor"); Consultant's breach of this 16 Agreement; misrepresentation; willful misconduct; and Claims by any employee of 17 Indemnitor relating in any way to worker's compensation. Independent of the duty to 18 indemnify and as a free-standing duty on the part of Consultant, Consultant shall defend 19 City and shall continue such defense until the Claim is resolved, whether by settlement, 20 judgment or otherwise. Consultant shall notify the City of any claim within ten (10) days. 21 Likewise, City shall notify Consultant of any claim, shall tender the defense of such claim 22 to Consultant, and shall assist Consultant, as may be reasonably requested, in such 23 defense. 24

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

18. <u>COSTS</u>. If there is any legal proceeding between the parties to
 enforce or interpret this Agreement or to protect or establish any rights or remedies

Robert E. Shannon City Attorney of Long Beach 333 West Ocean Boulevard Long Beach, California 90802-4664 Telephone (562) 570-2200 hereunder, the prevailing party shall be entitled to its costs and expenses, including
 reasonable attorneys' fees and court costs (including appeals).

19. CHANGES AND EXTRA SERVICES. City may make changes within 3 the general scope of work under this Agreement. Changes shall be in writing and shall 4 state the dollar amount of the change, any adjustment in the time for performance and, 5 when negotiated prices are involved, shall provide for the Consultant's signature indicating 6 acceptance. If Consultant estimates that the change will cause an increase or decrease 7 in the cost or time required for performance, Consultant shall so notify City of that fact. 8 Any notification by Consultant shall be provided within ten (10) calendar days from the date 9 of receipt by Consultant of the change order. In addition, Consultant shall notify City when 10 Consultant identifies a condition which may change the initial scope of work or 11 services. All changes shall be deemed part of this Agreement. 12

20. NONDISCRIMINATION. In connection with performance of this 13 Agreement and subject to applicable rules and regulations, Consultant shall not 14 discriminate against any employee or applicant for employment because of race, religion, 15 national origin, color, age, gender, sexual orientation, AIDS, AIDS related condition, 16 17 handicap, disability, or Vietnam Era veteran status. Consultant shall ensure that applicants are employed, and that employees are treated during their employment, without regard to 18 these bases. Such actions shall include, but not be limited to, the following: Employment, 19 upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or 20 termination, rates of pay or other forms of compensation, and selection for training, 21 including apprenticeship. 22

It is the policy of City to encourage the participation of Disadvantaged,
Minority and Women-owned Business Enterprises in City's procurement process, and
Consultant agrees to use its best efforts to carry out this policy in the award of all approved
subcontracts to the fullest extent consistent with the efficient performance of this
Agreement. Consultant may rely on written representations by subcontractors regarding
their status. City's policy is attached as Exhibit "B" hereto. Consultant shall report to City

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in May and in December or, in the case of short-term agreements, prior to invoicing for final
 payment, the names of all sub-consultants engaged by Consultant for this Project and
 information on whether or not they are a Disadvantaged, Minority or Women-Owned
 Business Enterprise, as defined in Section 8 of the Small Business Act (15 U.S.C. Sec.
 637).

NOTICES. Any notice or approval required hereunder by either party
 shall be in writing and personally delivered or deposited in the U.S. Postal Service, first
 class, postage prepaid, addressed to Consultant at the address first stated herein, and to
 the City at 333 West Ocean Boulevard, Long Beach, California 90802 Attn: City Manager.
 Notice of change of address shall be given in the same manner as stated herein for other
 notices. Notice shall be deemed given on the date deposited in the mail or on the date
 personal delivery is made, whichever first occurs.

22. <u>COPYRIGHTS AND PATENT RIGHTS</u>.

A. Consultant shall place the following copyright protection on all final reports generated by Consultant: © City of Long Beach, California _____, inserting the appropriate year.

B. City reserves the exclusive right to seek and obtain a patent or copyright
registration on any Data or other result arising from Consultant's performance of this
Agreement. By executing this Agreement, Consultant assigns any ownership interest
Consultant may have in the Data to City.

C. Consultant warrants that the Data does not violate or infringe any patent,
 copyright, trade secret or other proprietary right of any other party. Consultant agrees to
 and shall protect, defend, indemnify and hold City, its officials and employees harmless
 from any and all claims, demands, damages, loss, liability, causes of action, costs or
 expenses (including reasonable attorneys' fees) whether or not reduced to judgment,
 arising from any breach or alleged breach of this warranty.

27 23. <u>COVENANT AGAINST CONTINGENT FEES</u>. Consultant warrants 28 that Consultant has not employed or retained any entity or person to solicit or obtain this

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Agreement and that Consultant has not paid or agreed to pay any entity or person any fee,
commission, or other monies based on or from the award of this Agreement. If Consultant
breaches this warranty, City shall have the right to terminate this Agreement immediately
notwithstanding the provisions of Section 10 hereof or, in its discretion, to deduct from
payments due under this Agreement or otherwise recover the full amount of such fee,
commission, or other monies.

24. <u>WAIVER</u>. The acceptance of any services or the payment of any
money by City shall not operate as a waiver of any provision of this Agreement, or of any
right to damages or indemnity stated in this Agreement. The waiver of any breach of this
Agreement shall not constitute a waiver of any other or subsequent breach of this
Agreement.

25. <u>CONTINUATION</u>. Termination or expiration of this Agreement shall
 not affect rights or liabilities of the parties which accrued pursuant to Sections 7, 10, 11,
 16, 18, 22, and 28 prior to termination or expiration of this Agreement, and shall not
 extinguish any warranties hereunder.

26. TAX REPORTING. As required by federal and state law, City is 16 obligated to and will report the payment of compensation to Consultant on Form 1099-17 Misc. Consultant shall be solely responsible for payment of all federal and state taxes 18 resulting from payments under this Agreement. Consultant's Employer Identification 19 Number is If Consultant has a Social Security Number rather than an 20 Employer Identification Number, then Consultant shall submit that Social Security Number 21 in writing to City's Accounts Payable, Department of Financial Management. Consultant 22 acknowledges and agrees that City has no obligation to pay Consultant hereunder until 23 24 Consultant provides one of the aforesaid Numbers.

25 27. <u>ADVERTISING</u>. Consultant shall not use the name of City, its officials
 or employees in any advertising or solicitation for business, nor as a reference, without the
 prior approval of the City Manager or designee. Notwithstanding the above restriction,
 Consultant may list City as a client in its current client list and include a brief description

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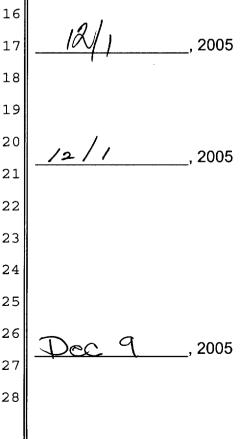
of the projects and services provided to City under this Agreement, provided that
 Consultant does not disclose any information regarding confidential assignments.

28. <u>AUDIT</u>. City shall have the right at all reasonable times during the term of this Agreement and for a period of five (5) years after termination or expiration of this Agreement to examine, audit, inspect, review, extract information from, and copy all books, records, accounts, and other documents of Consultant relating to this Agreement.

NO PECULIAR RISK. Consultant acknowledges and agrees that the
 services to be performed hereunder do not constitute a peculiar risk of bodily harm and
 that no special precautions are required to perform said services.

30. <u>THIRD PARTY BENEFICIARY</u>. This Agreement is intended by the
 parties to benefit themselves only and is not in any way intended or designed to or entered
 for the purpose of creating any benefit or right for any person or entity of any kind that is
 not a party to this Agreement.

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



KEYSERMARSTOMASSOCIATES, INC. B١ President IMOTHN

DIANE M. CHAMBERS (Type or Print Name)

"Consultant"

CITY OF LONG BEACH

City Manager

"City"

Robert E. Shannon City Attorney of Long Beac 333 West Ocean Boulevard Long Beach, California 90802-Telephone (562) 570-2200

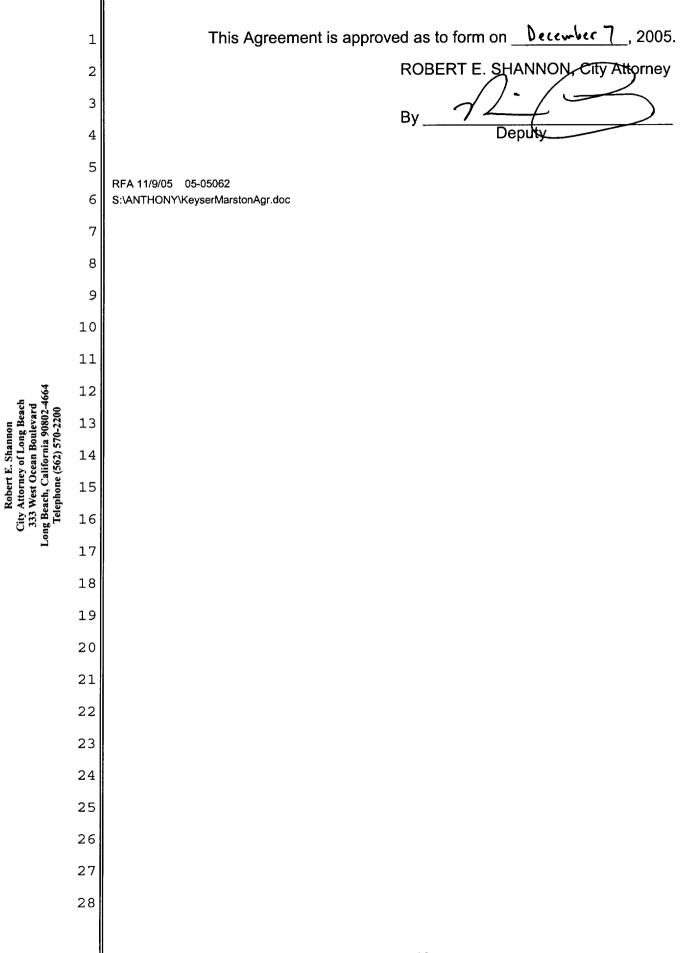


EXHIBIT "A" KEYSER MARSTON ASSOCIATES, INC. HOURLY FEE SCHEDULE

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	2005/2006
A. JERRY KEYSER*	\$250.00
MANAGING PRINCIPALS	\$250.00
PRINCIPALS*	\$240.00
MANAGERS*	\$195.00
SENIOR ASSOCIATES	\$170.00
ASSOCIATES	\$150.00
SENIOR ANALYSTS	\$135.00
ANALYSTS	\$115.00
TECHNICAL STAFF	\$87.50
ADMINISTRATIVE STAFF	\$72.50

Directly related job expenses not included in the above rates are: auto mileage, air fares, hotels and motels, meals, car rentals, taxies, telephone calls, delivery, electronic data processing, graphics and printing. Directly related job expenses will be billed at 110% of cost.

Monthly billings for staff time and expenses incurred during the period will be payable within thirty (30) days of invoice date. A charge of 1% per month will be added to all past due accounts.

* Rates for individuals in these categories will be increased by 50% for time spent in court testimony.

EXHIBIT "B"

CITY'S POLICY FOR DISADVANTAGED, MINORITY- AND WOMEN-OWNED BUSINESS ENTERPRISES

The City of Long Beach is an equal opportunity employer and requires all Consultants to comply with policies and regulations concerning equal employment opportunity.

The City of Long Beach subscribes to the following goals concerning awards for equipment, material, supplies, and services.

Fifteen percent (15%) DBE/MBE Participation Fifteen percent (15%) WBE Participation.

Whenever possible, the CONSULTANT should seek to accomplish these goals.

MINORITY OUTREACH PROGRAM

To assist the Purchasing Bureau in maintaining records of the City's outreach to Minorityowned and/or Woman-owned Business Enterprises (MBE/WBE), Consultants are requested to provide the following information. Answers are optional, and failure to answer will not disqualify the proposal.

Composition of Ownership (MORE THAN 51%)

Ethnic Factors of Ownership:

Black	()	American Indian	()
Hispanic	()	Other Non-white	()
Asian	()	Caucasian	()

Non-ethnic Factors of Ownership:

()

Female

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Has firm previously been certified as a Minority-owned or Woman-owned Business by any other agency:

Yes () No ()

If yes, name of certifying agency:

Certification valid through:

SUBCONTRACTORS