

Members of the public may address the City Council on any item shown on the agenda or matter of the Council's authority after completion of "Request to Address the Council Form" available in the lobby of the Council Chambers or in the City Clerk's office. This form must be completed 15 minutes prior to the scheduled meeting time. Pursuant to Section 54957.5 of the California Government Code, Any writings (Except for those writings which are exempt from disclosure) which are distributed to all or a majority of the members of the City Council are available for public inspection in the lobby of the City Council Chambers and in the office of the City Clerk during regular business hours.

COMPTON CITY COUNCIL AGENDA

11/04/2025

**4:30 PM – CLOSED SESSION
5:30 PM – PUBLIC MEETING**

**301 N TAMARIND AVE
COMPTON, CA 90220
CONFERENCE ROOM 101**

OPENING

ROLL CALL

MOMENT OF SILENCE

PLEDGE OF ALLEGIANCE

PUBLIC COMMENTS ON CLOSED SESSION ITEMS ONLY

CLOSED SESSION

1. CONFERENCE WITH LEGAL COUNSEL: EXISTING LITIGATION
Pursuant to Government Code Section 54954.5 and 54956.9(d)(1)
Lloyd Ramirez, et al. vs City of Compton, et al., Los Angeles County Superior Court
Case No. 21STCV29368
2. CONFERENCE WITH LEGAL COUNSEL: EXISTING LITIGATION
Pursuant to Government Code Section 54954.5 and 54956.9(d)(1)

City of Compton vs Aaron Kadosh, et al., Los Angeles County Superior Court
Case No. 23CMCV00874

3. CONFERENCE WITH LABOR NEGOTIATOR
Pursuant to Government Code Section 54957.6

Agency Designated Representative: Willie A. Hopkins, Jr., City Manager

Employee Organizations:

1. International Association of Fire Fighters (IAFF) Local 2216
2. American Federation of State, County and Municipal Employees (AFSCME) Local 2325
3. AFSCME Local 3947
4. Service Employees International Union (SEIU) Local 721

REPORT OUT OF CLOSED SESSION

PRESENTATIONS

4. PRESENTATION: ENSO LAW FIRM - ATTORNEY DAVID WELCH

PUBLIC COMMENTS ON AGENDA ITEMS AND NON-AGENDA MATTERS

CONSENT AGENDA

Consent items are routine and expected to be non-controversial. They will be acted upon by the Council at one time without discussion unless a Council Member requests an item be removed or discussed.

PUBLIC WORKS DEPARTMENT

5. A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON AUTHORIZING THE CITY MANAGER TO ALLOCATE ADDITIONAL FUNDS IN THE ESTABLISHMENT OF A PURCHASE ORDER WITH UNITED PACIFIC SERVICES, INC. TO PROVIDE TREE TRIMMING AND MAINTENANCE SERVICES IN AN AMOUNT OF THREE HUNDRED THOUSAND DOLLARS (\$300,000)

WATER DEPARTMENT

6. A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON AUTHORIZING A PURCHASE ORDER TO NUNEZ OFFICE INSTALLATION DBA NOI INSTALLATIONS FOR THE PURCHASE OF FURNITURE FOR THE WATER DEPARTMENT'S CUSTOMER SERVICE AND ADMINISTRATIVE OFFICES IN THE AMOUNT OF FORTY-FOUR THOUSAND SEVENTY-FIVE DOLLARS AND SIXTY-FOUR CENTS (\$44,075.64)

REGULAR AGENDA

CITY MANAGER'S REPORT

7. REQUEST TO AUTHORIZE TRAVEL FOR ELECTED OFFICIALS - 2026
SACRAMENTO LEGISLATIVE TOUR - SACRAMENTO, CA - JANUARY 5, 2026 -
JANUARY 7, 2026

UNFINISHED BUSINESS

8. RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON
AUTHORIZING THE CITY MANAGER TO ENTER INTO A SIX (6) YEAR LEASE
AGREEMENT WITH FATHERS AND MOTHERS WHO CARE FOR THE LEASE
OF CITY-OWNED PROPERTY LOCATED AT 920 NORTH ALAMEDA STREET

NEW BUSINESS

9. A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON
AUTHORIZING THE CITY MANAGER TO ENTER INTO A PROFESSIONAL
SERVICES AGREEMENT AND ESTABLISH A PURCHASE ORDER WITH THE
NATELSON DALE GROUP, INC. FOR THE ECONOMIC DEVELOPMENT
STRATEGIC PLAN IN AN AMOUNT NOT TO EXCEED ONE HUNDRED FORTY-
THREE THOUSAND TWO HUNDRED AND SEVENTY DOLLARS (\$143,270.00)

COUNCIL COMMENTS

ADJOURNMENT

NEXT REGULAR MEETING: 11/18/2025 5:30 PM

NEXT PUBLIC WORKSHOP: 11/18/2025 4:30 PM – UNFUNDED

ACCRUED LIABILITY (OTHER POST-EMPLOYMENT BENEFITS TAXES)

Visit our website at <http://www.comptoncity.org>

Visit our Youtube at <https://www.youtube.com/@comptoncityhall>

November 4, 2025

TO: HONORABLE MAYOR AND CITY COUNCIL

FROM: PUBLIC WORKS STREET MAINTENANCE DEPARTMENT

SUBJECT: A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON AUTHORIZING THE CITY MANAGER TO ALLOCATE ADDITIONAL FUNDS IN THE ESTABLISHMENT OF A PURCHASE ORDER WITH UNITED PACIFIC SERVICES, INC. TO PROVIDE TREE TRIMMING AND MAINTENANCE SERVICES IN AN AMOUNT OF THREE HUNDRED THOUSAND DOLLARS (\$300,000)

SUMMARY

Adoption of this resolution will authorize the City Manager to allocate additional funds in the establishment of a purchase order with United Pacific Services, Inc. in the amount of Three Hundred Thousand Dollars (\$300,000) to provide tree trimming and maintenance services.

BACKGROUND

The City of Compton's Urban Forest Program plays a crucial role in enhancing the quality of life in the City by providing numerous environmental, social and economic benefits. Managing and enhancing trees in Compton not only beautifies the City but also contributes to improving air quality, reducing energy costs, mitigating stormwater runoff and fostering community well-being.

The Urban Forestry Program oversees more than 12,000 trees and is responsible for administering proper tree care; planting new trees; removing dead and hazardous trees; conducting reforestation projects in the parks, municipal grounds, open spaces, medians and streets, and maintaining a street database with maintenance information about trees throughout the City.

STATEMENT OF THE ISSUE

The management of public trees is the responsibility of the Public Works Street Maintenance Department (Department). As part of the recent budget process, the Department was allocated additional funding to enhance tree maintenance services within the City.

This funding will allow the Department to expand its efforts to care for and maintain street trees, helping to ensure the continued vitality of the City's urban forest. This initiative will provide lasting benefits to residents and contribute to a healthier environment for years to come.

United Pacific Services, Inc. (UPS) is the City's current contractor for tree maintenance services. Under the existing agreement, the City is authorized to compensate UPS up to Four Hundred Thousand Dollars (\$400,000) annually for tree trimming services. The additional funding of Three Hundred Thousand Dollars (\$300,000) will increase this amount to Seven Hundred Thousand Dollars (\$700,000) for the current fiscal year and annually for the remainder of the agreement. The term of the Agreement with UPS is for a period of three (3) years, beginning July 1, 2023 through June 30, 2026, with the option of two (2) one-year extensions.

In addition to tree trimming, UPS provides Tree Inventory Software and GPS mapping services. These tools are crucial for the City, as they help document the locations and characteristics of individual trees, along with their surrounding environment. The Tree Inventory includes street trees, park trees and trees located on other City-owned properties. Together, the Inventory and GPS services are essential for managing a healthy, resilient urban forest, which directly supports the well-being of both the environment and the community.

United Pacific Services, Inc. has extensive experience, having worked with over 20 municipalities in Southern California. The company employs certified Arborists and Pest Control Advisors, and operates a 2-acre facility in South Gate. Additionally, they are able to respond promptly to emergency tree service requests.

FISCAL IMPACT

Additional funds in an amount of Three Hundred Thousand Dollars (\$300,000) is allocated for this expenditure in the Department's Fiscal Year 2025-26 Budget in Account No. 2502-720-000-4266.

ALTERNATIVE

No other alternative is being proposed.

RECOMMENDATION

Staff recommends that the City Council approve the attached Resolution to allocate additional funding to United Pacific Services, Inc. for tree trimming services.

MARCUS HARRIS
INTERIM STREET SUPERINTENDENT

Staff Report – Resolution Authorizing Purchase Order
Tree Trimming Services – United Pacific Services, Inc.
October 28, 2025, Page 3

APPROVED FOR FORWARDING

**WILLIE A HOPKINS, JR.
CITY MANAGER**

RESOLUTION NO. _____

**A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON
AUTHORIZING THE CITY MANAGER TO ALLOCATE ADDITIONAL
FUNDS IN THE ESTABLISHMENT OF A PURCHASE ORDER WITH
UNITED PACIFIC SERVICES, INC. TO PROVIDE TREE TRIMMING AND
MAINTENANCE SERVICES IN AN AMOUNT OF THREE HUNDRED
THOUSAND DOLLARS (\$300,000)**

WHEREAS, the Urban Forestry Program oversees more than 12,000 trees throughout the City; and

WHEREAS, the Urban Forestry Program is responsible for overseeing proper tree care, including the planting of new trees; removing dead and hazardous trees; conducting reforestation projects in the parks, municipal grounds, open spaces, medians and streets; and

WHEREAS, the City's Urban Forestry helps to define the character of the City, supports public health, provides habitat for wildlife, creates spaces for enjoyment, cleans our air and water and reduces the quantity of stormwater runoff; and

WHEREAS, the management of the public trees is the responsibility of the Public Works Street Maintenance Department (Department); and

WHEREAS, as part of the budget process, the Department was allocated additional funding to enhance tree maintenance services within the City; and

WHEREAS, this funding will allow the Department to expand its efforts to care for and maintain street trees, helping to ensure the continued vitality of the City's urban forest; and

WHEREAS, United Pacific Services, Inc. (UPS) is the City's current contractor for tree maintenance services; and

WHEREAS, under the existing agreement, the City is authorized to compensate UPS up to Four Hundred Thousand Dollars (\$400,000) annually. The additional funding of Three Hundred Thousand Dollars (\$300,000) will increase this amount to Seven Hundred Thousand Dollars (\$700,000) for the current fiscal year and annually for the remainder of the agreement; and

WHEREAS, funds in an amount of Three Hundred Thousand Dollars (\$300,000) is allocated for this expenditure in the Department's Fiscal Year 2025-26 Budget in Account 2502-720-000-4266.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF COMPTON DOES HEREBY RESOLVE AS FOLLOWS:

SECTION 1. That the City Manager is authorized to establish a purchase order with United Pacific Services, Inc. for citywide tree trimming services in the amount of Three Hundred Thousand Dollars (\$300,000) from Account No. 2502-720-000-4266.

SECTION 2. That the City is authorized to increase compensation to United Pacific Services, Inc. from Four Hundred Thousand Dollars (\$400,000) to Seven Hundred Thousand Dollars (\$700,000) for the current fiscal year and annually for the remainder of the agreement.

SECTION 3. That copies of this resolution shall be filed in the offices of the City Manager, City Controller, City Clerk, Law Division, City Attorney and the Public Works Street Maintenance Department.

SECTION 4. That the Mayor shall sign and the City Clerk shall attest to the adoption of this resolution.

ADOPTED this _____ day of _____, 2025.

EMMA SHARIF
MAYOR OF THE CITY OF COMPTON

ATTEST:

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

STATE OF CALIFORNIA
COUNTY OF LOS ANGELES
CITY OF COMPTON:SS

I, Satra D. Zurita, City Clerk of the City of Compton, hereby certify that the foregoing resolution was passed and adopted by the City Council of the City of Compton, signed by the Mayor and attested by the City Clerk, at a regular meeting thereof, held on the _____ day of _____, 2025, by the following vote:

AYES: COUNCILMEMBERS –
NOES: COUNCILMEMBERS –
ABSTAIN: COUNCILMEMBERS –
ABSENT: COUNCILMEMBERS –

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

**SERVICES AGREEMENT BETWEEN
THE CITY OF COMPTON
AND
UNITED PACIFIC SERVICES, INC.**

This **AGREEMENT** is made by and between the **CITY OF COMPTON**, a municipal corporation of the State of California (hereinafter referred to as "**CITY**") located at 205 South Willowbrook Avenue, Compton, California 90220, and **UNITED PACIFIC SERVICES, INC.** (hereinafter referred to as "**CONTRACTOR**") located at 5529 Leeds street, South Gate, California 90280.

AGREEMENT:

That the **CITY** and **CONTRACTOR**, for the consideration, terms and conditions herein described, mutually agree as follows:

1. SERVICES TO BE PERFORMED BY CONTRACTOR:

CONTRACTOR shall perform, in a professional manner, everything required to be performed, shall provide and furnish all the labor, materials, necessary tools, expendable equipment and all utility and transportation services for the provision of providing annual tree maintenance services, which shall include, but not be limited to: tree trimming, tree removal, recommended schedule planting, clean-up/disposal, root pruning/root barrier, tree inventory by species, tree care, and emergency on-call services citywide.

- **Annual maintenance of trees**
- **Tree trimming**
- **Tree removal**
- **Tree planting**
- **Clean-up and disposal**
- **Root pruning/root barrier**
- **Tree inventory by species**
- **Small tree care**
- **Emergency call-out services**

Except as otherwise agreed, **CONTRACTOR** agrees to perform all the said work and furnish all the said materials at its own cost and expense, as are necessary to complete in a competent and substantial manner and to the satisfaction of the **CITY**, the work herein set forth. **CONTRACTOR** shall bear all costs associated with this work, including, but not limited to, all professional, technical, clerical services, materials, tools, equipment, transportation, telephone, etc., used by **CONTRACTOR** in connection with this work.

2. COMPENSATION:

The method of payment for the services rendered pursuant to this Agreement shall be based on a fee-for-services basis, billable at the unit price rates specified within the **CONTRACTOR's Proposal**. It is understood and agreed between the parties that the maximum compensation payable for the services to be provided by the **CONTRACTOR** during this Agreement shall be limited to an amount of **Seven Hundred Thousand Dollars (\$700,000)**.

Citywide Tree Maintenance Services Agreement
United Pacific Services, Inc.
Resolution No. _____

The total sum paid the **CONTRACTOR** will include compensation for all work, including travel, materials, supplies, vendor services, expenses and subcontracted work. No additional compensation will be paid to the **CONTRACTOR**, unless there is a change in the scope of the services or the scope of the project. In the instance of a change in the scope of services or scope of the project, adjustment to the compensation may be negotiated between the **CONTRACTOR** and the **CITY**. Adjustment in the compensation will not be effective until authorized and approved by contract amendment.

Progress payments may be made in arrears based on the percentage of work and deliverables completed by the **CONTRACTOR**. If **CONTRACTOR** fails to perform the required services according to schedule or other provisions of this Agreement, the **CITY** shall have the right to delay payment and/or terminate this Agreement in accordance with the provisions noted herein.

CONTRACTOR shall be reimbursed within thirty (30) days, or as promptly as fiscal procedures may permit, upon receipt by the **CITY** of itemized and detailed invoices for services completed. Invoices shall be submitted no later than 45 calendar days after the performance of work for which the **CONTRACTOR** is billing. Invoices shall be delivered or mailed to the **Public Works Department - Street Superintendent** at the following address: **City of Compton, 205 South Willowbrook Avenue, Compton, California 90220**.

The **CONTRACTOR** is required to comply with all federal, state and local laws and ordinances applicable to the work.

In the event of termination, the **CONTRACTOR** shall be entitled to compensation for the undisputed reasonable value of services performed to the effective date of termination; provided, however, that the **CITY** may condition payment of such compensation upon the **CONTRACTOR's** delivery to the **CITY** of any and all **CITY** property, documents, reports, records, materials and work product associated with the performance of this Agreement.

3. TERM OF AGREEMENT:

The term of this Agreement shall be for citywide tree maintenance services for a period of three years, beginning July 1, 2023 through June 30, 2026, with the option of providing two (2) one-year extensions, unless terminated earlier as provided herein.

4. INDEPENDENT CONTRACTOR STATUS:

CONTRACTOR, its officers, employees, subcontractors, agents and volunteers (collectively hereinafter the "Contractor"), is a wholly independent Contractor and not an officer, employee, subcontractor or agent of the **CITY**. Neither the **CITY** nor any of its officers, employees, agents or volunteers shall have any control over the conduct of the **CONTRACTOR**, except as expressly set forth in this Agreement. **CONTRACTOR** expressly warrants that while engaged in carrying out and complying with any terms and conditions of this Agreement that **CONTRACTOR** shall not at any time or in any manner, represent that **CONTRACTOR** is in any manner officers, employees, agents or volunteers of the **CITY**. **CONTRACTOR** shall obtain no rights to retirement, health care or any other benefit that accrue to **CITY** officials, officers, or employees. **CONTRACTOR** expressly waives any claim to such rights.

5. SUCCESSORS, ASSIGNMENT AND DELEGATION:

Citywide Tree Maintenance Services Agreement
United Pacific Services, Inc.
Resolution No. _____

CITY and the **CONTRACTOR** each binds themselves, their partners, successors, assigns and legal representatives to the other party hereto and to partners, successors, assigns and legal representatives of such other party in respect to all covenants, agreements and obligations contained in the Contract Documents. Neither party to the Agreement shall assign the Contract or sublet it in whole or part without the written consent of the other, nor shall the **CONTRACTOR** assign any monies due or to become due to it hereunder, without the previous written consent of the **CITY**. Any attempted assignment of this Contract without the written consent of both parties is void.

6. NONDISCRIMINATORY EMPLOYMENT PRACTICES:

During the performance of this Agreement, the **CONTRACTOR** agrees not to discriminate against any employee or applicant for employment because of race, sex, creed, color, religion, age, sexual orientation, marital status, national origin, political affiliation, handicap or belief in accordance with requirements of City, State or Federal laws and regulations. **CONTRACTOR** will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, sex, creed, color, religion, age, sexual orientation, marital status, national origin, political affiliation, handicap or belief in accordance with requirements of City, State or Federal laws and regulations. Such actions shall include, but not be limited to the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoffs or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The **CONTRACTOR** agrees to post in conspicuous places, available to employees, applicants and subcontractors for employment, notices setting forth the provisions of this non-discrimination clause.

In the event of the **Contractor's** non-compliance with the non-discrimination clause of this Agreement, this Agreement may be immediately canceled, terminated or suspended in whole or in part.

7. INDEMNIFICATION:

CONTRACTOR shall indemnify and save harmless the **CITY**, its officials, officers, employees, agents and volunteers (collectively hereinafter the "City"), against any and all damages to property or injuries to or death of any person or persons, including property and employees or agents of the **CITY** and shall defend, indemnify and save the **CITY** from any and all liability and expense including defense costs and legal fees, and claims, demands, suits, actions or proceedings of any kind or nature, including Workers' Compensation claims, of or by anyone whomsoever in any way resulting from or arising out of the negligent or intentional acts or omissions for **CONTRACTOR**, its officers, employees, subcontractors or agents on account of the performance or character of this work.

This indemnification and hold harmless obligation does not extend to claims arising out of the sole negligence or willful misconduct of the **CITY**.

8. INSURANCE:

A. CONTRACTOR, by executing this Agreement, hereby certifies:

Citywide Tree Maintenance Services Agreement
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(1) *"I am aware of the provisions of Section 3700 of the Labor Code which requires every employer to be insured against liability for Worker's Compensation or to undertake self-insurance in accordance with the provisions of that Code and I will comply with such provisions before commencing the performance of the work of this Contract."*

(2) **CONTRACTOR** further agrees to require all subcontractors to carry Worker's Compensation Insurance as required by the Labor Code of the State of California.

B. Without limiting **CONTRACTOR's** indemnification of the **CITY**, **CONTRACTOR** shall provide and maintain at its own expense during the term of this Agreement the following program(s) of insurance covering its operations hereunder. Evidence of such insurance, which shall be provided by insurer(s) satisfactory to the **CITY's** Risk Manager, shall be delivered to the **CITY**. Such evidence shall express conditions that the **CITY** is to be given written notice at least thirty (30) days in advance of any termination or implementation of a reduction of limits or material change of insurance coverage as specified herein, including at least ten (10) day notice of any non-payment of premium(s). ***Failure on the part of the Contractor to procure or maintain insurance shall constitute a material breach upon which the CITY may immediately terminate this Agreement.***

All insurance required hereunder shall be primary with respect to any insurance maintained by the City and shall not call on the City's program for contributions. Program(s) of insurance shall include:

1. General Liability. **CONTRACTOR** shall provide and maintain at its own expense during the term of this Agreement a policy of Commercial General Liability Insurance, inclusive of personal injury liability and broad form property damage coverage, in an amount not less than **One Million Dollars (\$1,000,000.00)** per occurrence. The coverage shall be written on an occurrence basis. Claims made coverage is not acceptable.

2. Workers' Compensation Insurance. **CONTRACTOR** shall provide and maintain at its own expense during the term of this Agreement a program of Workers' Compensation Insurance and Employer's Liability Insurance in an amount and form to meet all applicable requirements of the State Labor Code and which specifically covers all persons providing services by or on behalf of the **CONTRACTOR** and all risks to such persons under the Agreement.

3. Automotive Liability. A program of insurance with a limit of liability of not less than **One Million Dollars (\$1,000,000.00)** for each accident. Such insurance shall include coverage for all "owned", "hired" and "non-owned" vehicles, or coverage for "any auto".

4. Insurance Endorsements. The liability insurance policy(ies) shall be endorsed with the following language:

.a The City of Compton and its respective elected and appointed officers, officials, employees, agents and volunteers are to be named and covered as **"additional insureds"** with respect to liability arising out of the activities of the **CONTRACTOR**.

.b The insurer waives all rights of subrogation against the **CITY**.

Citywide Tree Maintenance Services Agreement
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.c Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the **CITY**.

.d Identity of the insured(s).

Insurance coverage specified herein constitutes the minimum requirements and said requirements shall in no way lessen or limit the liability of the **CONTRACTOR** under the terms of the Agreement. The **CONTRACTOR** is advised that the **CITY does not** carry Contractor's Risk insurance, and the Contractor shall obtain its own coverage. **CONTRACTOR** shall procure and maintain, at its own costs and expense, any additional kinds and amounts of insurance that, in its own judgment, may be necessary for its proper protection of the work. **CONTRACTOR** shall ensure any and all contracts with its Trade Contractors performing services under this Agreement meet the insurance requirements of this Agreement.

9. PERMITS AND LICENSES:

CONTRACTOR, at its own expense, during the term of this Agreement, shall obtain and maintain all appropriate business and professional permits, licenses and certificates that may be required in connection with the performance of services by the **CONTRACTOR**.

Upon execution of this Agreement, the **CONTRACTOR** shall show evidence of a business license permit in conformance with *Section 9-1.2 of the Compton Municipal Code*.

10. WARRANTIES:

CONTRACTOR warrants that it has not employed or retained any company or persons, other than a bona fide employee working solely for the **CONTRACTOR**, to solicit or secure this Agreement and that it has not paid or agreed to pay any company or person other than a bona fide employee working solely for the **CONTRACTOR**, any fee, commission, percentage, brokerage fee, gift or contingent fee. For breach or violation of this warranty, the **CITY** has the right to annul this Agreement without liability; pay only for the value of the work actually performed, or in its discretion to deduct from the contract price or consideration, or otherwise recover the full amount of such commission, percentage, brokerage or contingent fee.

11. FEDERAL AND STATE WITHHOLDING TAXES:

CONTRACTOR shall be responsible for paying when due all federal and state income withholding taxes for all earning under this Agreement. **CONTRACTOR** agrees to indemnify **CITY** for any claims, costs, losses, fees, penalties, interest, or damages suffered by **CITY** resulting from **CONTRACTOR's** failure to comply with this provision.

12. COMPLIANCE WITH LAW:

All services rendered hereunder shall be provided in accordance with the requirements of relevant local, State and Federal laws, including compliance with the Air Quality Management District (AQMD) standards and orders.

13. WAIVERS:

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A waiver by either party to this Agreement of any breach of any terms, covenants or condition contained herein shall not be deemed to be a waiver of any subsequent breach of the same or any other term, covenant or condition contained herein, whether of the same or a different character.

14. TERMINATION:

Notwithstanding any other provision of this Agreement, this Agreement may be terminated as follows:

A. The **CONTRACTOR** becomes insolvent; that is, it has ceased to pay its debts in the ordinary course of business or cannot pay its debts as they become due, whether or not it has committed an act of bankruptcy, and whether or not insolvent within the meaning of the federal Bankruptcy law, then, the **CITY** may, without prejudice to any other right or remedy and after giving the **CONTRACTOR** seven (7) days written notice, terminate this Agreement.

B. The **CONTRACTOR** persistently or repeatedly refuses or fails, except in cases for which extensions of time are provided, to supply enough properly skilled workers, property or material, or if he fails to make prompt payment to subcontractors or for materials or labor, or he persistently disregards laws, ordinances, rules, regulations or orders of any public authority having jurisdiction, then, the **CITY** may, without prejudice to any other right or remedy and after giving the **CONTRACTOR** seven (7) days written notice, terminate this Agreement.

C. The **CONTRACTOR** fails to perform or breaches any material obligation under this Agreement, then, the **CITY** may, without prejudice to any other right or remedy and after giving the **CONTRACTOR** seven (7) days written notice, terminate this Agreement.

D. The **CITY** may terminate this Agreement at any time by giving thirty (30) days written notice of termination to **CONTRACTOR**. If the **CITY** gives such notice of termination, **CONTRACTOR** shall cease immediately all work in progress, unless otherwise directed by the **CITY**. Upon termination **CONTRACTOR** shall furnish to the **CITY** a final invoice for work performed.

14. AMENDMENTS:

This Agreement may be modified or amended only be written document executed by both **CONTRACTOR** and **CITY's** City Manager and approved as to form by the City Attorney. Such document shall expressly state that it is intended by the parties to amend the terms and conditions of this Agreement.

15. GOVERNING LAW AND SEVERABILITY:

This Agreement shall be governed by and construed under the laws of the State of California. Should any part of this Agreement be declared by a final decision by a court or tribunal of competent jurisdiction to be unconstitutional, invalid, or beyond the authority of either party to enter into or carry out, such decision shall not affect the validity of the remainder of this Agreement, which shall continue in full force and effect, provided that the remainder of this Agreement, absent the un-excised portion, can be reasonably interpreted to give effect to the intentions of the parties.

16. CONTRACTOR's BOOKS AND RECORDS:

CONTRACTOR shall maintain any and all ledgers, books of account, invoices, vouchers, canceled checks, and other records or documents evidencing or relating to work, services, expenditures and disbursements charges to the **CITY** for the period and to the extent required by laws relating to audits of public agencies and their expenditures.

CONTRACTOR shall maintain all documents and records which demonstrate performance under this Agreement for the period and to the extent required by laws relating to audits of public agencies and their expenditures.

Any records or documents required to be maintained pursuant to this Agreement shall be made available for inspection or audit, at any time during regular business hours, upon written request by the **CITY** or a designated representative. Copies of such documents shall be provided to the **CITY** for inspection when it is practical to do so. Otherwise, unless an alternative is mutually agreed upon, the records shall be available at **CONTRACTOR's** address indicated for receipt of notices in this Agreement.

17. EXAMINATION AND AUDIT:

This Contract shall be subject to examination and audit of the State Auditor of the State of California and any duly authorized representative of the federal government, at the request of the **CITY**, or as part of any audit of the **CITY**, for a period of three (3) years, or longer if required by law, after final payment under this Agreement.

18. EXTENT OF AGREEMENT:

This Agreement constitutes the entire understanding and agreement of the parties. This Agreement integrates all of the terms and conditions mentioned herein or incidental hereto and supersedes all negotiations or previous agreements between the parties with respect to all and any part of the subject matter hereof. Nothing contained in this Agreement shall create any contractual relations between any subcontractor and the **CITY**.

Incorporated herein and made a part hereof are the **CITY's "Request for Proposal for Tree Maintenance Services for the City of Compton"** and the **CONTRACTOR's Proposal for "Tree Maintenance Services"** (dated May 4, 2023).

19. NOTICES:

Any notices required or permitted under this Agreement shall be effective when delivered in person; and effective one (1) business day after delivery by facsimile transmission; and effective three (3) business days after mailing by U.S. Mail, postage prepaid and properly addressed as follows:

TO CONTRACTOR:

UNITED PACIFIC SERVICES, INC.
5529 Leeds Street
South Gate, California 90280
(562) 691-4600 x225
Attn: Eric Franklin, Executive Vice President

**Citywide Tree Maintenance Services Agreement
United Pacific Services, Inc.
Resolution No. _____**

TO CITY:

**CITY OF COMPTON
205 South Willowbrook Avenue
Compton, California 90220
Attn: PW Department – Street Superintendent
(310) 605-5691**

***NOTE:** A copy of any notice provided to the PW Street Superintendent shall also be provided to: City Manager, 205 South Willowbrook Avenue, Compton, California 90220.*

In the event of any change of address, the moving party is obligated to notify the other party of the change of address in writing. Each party may amend, supplement and update the notice list to add, delete or replace any listed individuals; however, the amendment must be in writing.

20. CERTIFICATIONS:

CERTIFICATIONS OF CONTRACTOR

I, **Eric Franklin**, **HEREBY CERTIFY** that I am the Executive Vice President, and duly authorized representative of the **CONTRACTOR** firm of **UNITED PACIFIC SERVICES, INC.**, and that, except as hereby expressly stated, neither I nor the above firm that I represent have:

(a) employed or retained for a commission, percentage, brokerage, contingent fee, or other consideration, any firm or person (other than a bona fide employee working solely for me or the above consultant) to solicit or secure this agreement; nor

(b) agreed, as an express or implied condition for obtaining this contract, to employ or retain the services of any firm or person in connection with carrying out the agreement; nor

(c) paid, or agreed to pay, to any firm, organization or person (other than a bona fide employee working solely for me or the above consultant) any fee, contribution, donation, or consideration of any kind, for or in connection with, procuring or carrying out this agreement.

DEBARMENT AND SUSPENSION CERTIFICATION

The **CONTRACTOR**, under penalty of perjury, certifies that, except as noted below, he/she or any other person associated therewith in the capacity of owner, partner, director, officer, manager:

- is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any Federal, State or local agency;
- has not been suspended, debarred, voluntarily excluded or determined ineligible by any Federal, State or local agency within the past 3 years;
- does not have a proposed debarment pending; and
- has not been indicted, convicted, or had a civil judgment rendered against he/she/it by a court of competent jurisdiction in any matter involving fraud or official misconduct in connection with obtaining, attempting to obtain, or performing a public (Federal, state or

**Citywide Tree Maintenance Services Agreement
United Pacific Services, Inc.
Resolution No. _____**

local) transaction or contract under a public transaction; violation of Federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property within the past 3 years; and

- are not presently indicted or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in the preceding paragraph; and
- have not had one or more public transactions (Federal, State or local) terminated for cause or default within the past 3 years.

If there are any exceptions to this certification, insert the exceptions in the following space.

[Supply exceptions on separate page]

For any exception noted above, indicate below to whom it applies, initiating agency, and dates of action.

[Attach separate page]

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction.

The above certifications are part of this contract. Signing this agreement on the signature portion thereof shall also constitute signature of the above Certifications.

Eric Franklin, Executive Vice President

(Date)

21. MISCELLANEOUS:

CONTRACTOR and **CITY** acknowledge that the terms of this Agreement have been mutually negotiated and that such documents shall not be interpreted against either **CITY** or **CONTRACTOR** on the basis that either party was responsible for or in control of the drafting of such documents.

Should either party hereto, or any representative, successor or assign of either party hereto, resort to litigation to enforce the provisions of this Agreement, the party or parties prevailing in such litigation shall be entitled, in addition to such other relief as may be granted, to recover its or their reasonable attorney's fees and costs in such litigation from the party or parties against whom enforcement is sought.

IN WITNESS WHEREOF, CONTRACTOR has executed this Agreement, and the **CITY**, by its City Manager, who is authorized to do so, has executed this Agreement.

Citywide Tree Maintenance Services Agreement
United Pacific Services, Inc.
Resolution No. _____

**UNITED PACIFIC SERVICES, INC.
CONTRACTOR**

Dated: _____

By _____
Eric Franklin, Executive Vice President

**CITY OF COMPTON
Recommended for Approval:**

By _____
**Marcus Harris
Public Works Street Superintendent**

Dated: _____

Approved by:

Dated: _____

By _____
Willie A Hopkins, Jr., City Manager

Approved as to form:

By _____
Legal Division

Dated: _____

ATTEST:

Dated: _____

By _____
Satra Zurita, City Clerk

NOVEMBER 4, 2025

TO: MAYOR AND CITY COUNCIL MEMBERS

FROM: MUNICIPAL WATER DEPARTMENT

SUBJECT: A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON AUTHORIZING A PURCHASE ORDER TO NUNEZ OFFICE INSTALLATION DBA NOI INSTALLATIONS FOR THE PURCHASE OF FURNITURE FOR THE WATER DEPARTMENT'S CUSTOMER SERVICE AND ADMINISTRATIVE IN THE AMOUNT OF FORTY-FOUR THOUSAND SEVENTY-FIVE DOLLARS AND SIXTY-FOUR CENTS (\$44,075.64)

SUMMARY

Adoption of this resolution will authorize the City Manager to establish a purchase order to Nunez Office Installation DBA NOI Installations (NOI) in the amount **of Forty-Four Thousand Seventy-Five Dollars and Sixty-Four Cents (\$44,075.64)** for the procurement of furniture for the Water Department's Customer Service and Administrative Offices.

BACKGROUND

Following recent renovations to the front counter and lobby, staff determined that its existing furniture was outdated and no longer functional. The Water Department obtained quotes from NOI, an authorized AIS agent, utilizing cooperative purchasing OMNIA Contract No. R191801. The department received authorization during FY 2024-2025 (Purchase Order 25FY1239) to proceed with the order.

The procurement through OMNIA Contract No. R191801 satisfies the City's competitive bidding requirements under Charter Sections 1410–1411 through lawful participation in a cooperative purchasing program

During the installation, staff identified that several items delivered did not match the approved specifications. As a result, payment to NOI, was delayed due to inaccurate order entry, which resulted in the invoice not being processed during the 2024-2025 Fiscal Year.

The vendor initially submitted a quote in the amount of \$36,988.66, and Purchase Order NO. 25FY1239 was approved. The vendor has agreed to replace and install the correct items. However, the City will be responsible for the additional cost associated with the upgraded ergonomic desks. An updated quote in the amount of \$7,086.98 has been received to cover the cost of these items.

STATEMENT OF THE ISSUE

The Department received authorization to proceed with the furniture order during Fiscal Year 2024-2025. The City currently owes \$36,988.66 to NOI for the furniture already installed in the Water Department's Customer Service and Administrative Offices.

Staff is now requesting authorization for an additional \$7,086.98 to procure and install the upgraded ergonomic desks, bringing the total purchase authorization to \$44,075.64.

Under the City's purchasing policy, staff-level authorization is limited to \$50,000.00 annually. Since the cumulative spending with this vendor will now exceed that amount, further expenditures must be reviewed and approved by the Mayor and City Council before proceeding.

ALTERNATIVES

The Mayor and City Council may consider the following alternatives:

1. Approve the resolution authorizing the City Manager to establish a purchase order to Nunez Office Installation DBA NOI Installations (NOI) in the amount of **Forty-Four Thousand Seventy-Five Dollars and Sixty-Four Cents (\$44,075.64)**.
2. Reject the resolution, which would delay completion of the furniture installation and may impact staff workspace ergonomics.

FISCAL IMPACT

Funding in the amount of \$44,075.64 is available in Account Number 5000-90-000-4335 – Office Furniture and Equipment.

RECOMMENDATION

It is recommended that the City Council adopt the attached resolution authorizing the City Manager to execute a purchase order to Nunez Office Installation DBA NOI Installations (NOI) in the amount of **Forty-Four Thousand Seventy-Five Dollars and Sixty-Four Cents (\$44,075.64)** for the procurement of furniture for the Water Department – Customer Service and Administration Offices.

DAVID BENNETT
INTERIM WATER DEPARTMENT GENERAL MANAGER

APPROVED FOR FORWARDING:

WILLIE A. HOPKINS
CITY MANAGER

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON AUTHORIZING A PURCHASE ORDER TO NUNEZ OFFICE INSTALLATION DBA NOI INSTALLATIONS AUTHORIZED OMNIA COOPERATIVE PURCHASING AGENT FOR AIS FOR THE PURCHASE OF FURNITURE FOR THE WATER DEPARTMENT'S CUSTOMER SERVICE AND ADMINISTRATIVE OFFICES IN THE AMOUNT OF FORTY-FOUR THOUSAND SEVENTY-FIVE DOLLARS AND SIXTY-FOUR CENTS (\$44,075.64)

WHEREAS, the Municipal Water Department (Department) has recently renovated the front counter and lobby area,

WHEREAS, staff determined that its existing furniture was outdated and no longer functional; and

WHEREAS, staff obtained quotes from Nunez Office Installation DBA NOI Installations (NOI), who is an authorized AIS agent, utilizing the cooperative purchasing OMNIA Contract No. R191801; and

WHEREAS, the department received authorization during FY 2024-2025 (i.e., Purchase Order No. 25FY1239) to proceed with the order; and

WHEREAS, during the installation, staff identified that several items delivered did not match the approved specifications; as a result, payment to NOI was delayed due to inaccurate order entry, which resulted in the invoice not being processed during the 2024-2025 Fiscal Year; and

WHEREAS, the vendor initially submitted a quote in the amount of \$36,988.66, and Purchase Order No. 25FY1239 was approved; and

WHEREAS, the vendor has agreed to replace and install the correct items; however, the City will be responsible for the additional cost associated with the upgraded ergonomic desks; and

WHEREAS, an updated quote in the amount of \$7,086.98 has been received to cover the cost of these items; and

WHEREAS, staff is now requesting authorization for an additional \$7,086.98 to procure and install the upgraded ergonomic desks, bringing the total purchase authorization to \$44,075.64; and

WHEREAS, under the City's purchasing policy, staff-level authorization is limited to \$50,000.00 annually; since the cumulative spending with this vendor will now exceed that amount, further expenditures must be reviewed and approved by the Mayor and City Council before proceeding; and

WHEREAS, funding in the amount of \$44,075.64 is available in Account Number 5000-900-000-4335 – Office Furniture and Equipment.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF COMPTON DOES HEREBY RESOLVE AS FOLLOWS:

SECTION 1. That the City Manager is hereby authorized to establish a purchase order in the amount of **Forty-Four Thousand Seventy-Five Dollars and Sixty-Four Cents (\$44,075.64)** to Nunez Office Installation DBA NOI Installations (NOI) for the

purchase of furniture for the Water Department Customer’s Service and Administrative Offices.

SECTION 2. The funds for this expenditure are available in the Water Department’s FY 2025-2026 budget in Account Number 5000-900-000-4335.

SECTION 3. That a copy of this Resolution shall be filed in the offices of the City Manager, City Controller, City Clerk, Law Division, City Attorney, and Municipal Water Department.

SECTION 4. That the Mayor shall sign and the City Clerk shall attest to the adoption of this Resolution.

ADOPTED this _____ day of _____, 2025.

EMMA SHARIF
MAYOR OF THE CITY OF COMPTON

ATTEST:

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

STATE OF CALIFORNIA
COUNTY OF LOS ANGELES
CITY OF COMPTON: SS

I, Satra D. Zurita, City Clerk of the City of Compton, hereby certify that the foregoing Resolution was adopted by the City Council, signed by the Mayor and attested by the City Clerk at a regular meeting thereof held on the _____ day of _____, 2025.

That said Resolution was adopted by the following vote to wit:

AYES: COUNCIL MEMBERS –
NOES: COUNCIL MEMBERS –
ABSTAIN: COUNCIL MEMBERS –
ABSENT: COUNCIL MEMBERS –

SATRA D. ZURITA
CLERK OF THE CITY OF COMPTON



20335 S Western AVENUE
TORRANCE, CA 90501

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
--

INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
1	2	4657C	***** DEVENS BLACK MESH BACK SIDE CHAIR - CONFIGURABLE Tag(s): PR- Office 3 Seating	285.31	570.62
2	1	4400C	***** BOLTON BLACK HIGH BACK CONFIGURABLE Tag(s): PR- Office 3 Seating	483.42	483.42
3	1	C-BFP1812M	***** BOX/FILE MOBILE PEDESTAL W/CUSHION - 18D X 12W Tag(s): PR- Office 3	433.14	433.14
4	1	C-OWMC16601 4L	***** OVERHEAD - WM - 16H X 60W X 14D - LAMINATE CABINET DOORS Tag(s): PR- Office 3	495.98	495.98
5	1	X-DSS9024	***** CB DESK SHELL WITH ACCESS MOD 24DX90WX29H Tag(s): PR- Office 3	317.74	317.74
6	1	X-LAT2DFS30 18	***** CBX 2D FULL DEPTH LAT 18DX28HX30W Tag(s): PR- Office 3	571.26	571.26
7	1	X-TACKWM209 0	***** CBX TACKBOARD WALL MOUNT 20HX90W CONTINUED...	196.41	196.41

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
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INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
			Tag(s): PR- Office 3		
8	1	X-WRBBFOS66	***** CBX OPEN SIDE BBF WARDROBE RH 24DX66HX24W	840.99	840.99
			Tag(s): PR- Office 3		
9	1	T-3RCR30782 448H	***** DAY TO DAY HA 3LEG TBL,MAIN L 30X78,RTRN R 24X48,2MM EDGE	1,153.98	1,153.98
			Tag(s): PR- Office 3		
10	1	A-WMJC98	***** WIRE MANAGER J CHANNEL 98 3/8"	29.64	29.64
			Tag(s): PR- Office 3		
11	1	X-HATM1278	***** CBX SUSPENDED HAT MODESTY 12H FOR 78W (62 ACTUAL)	164.60	164.60
			Tag(s): PR- Office 3		
12	1	S-W1CORE5	***** SILVER KEY ALIKE KIT (5 CORES) - WESKO TYPE	16.20	16.20
			Tag(s): PR- Office 3		
13	1	4400C	***** BOLTON BLACK HIGH BACK CONFIGURABLE	483.42	483.42
			Tag(s): pr- office 4 Seating		

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
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INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
14	4	662UBK	***** TRIK CONFIGURABLE SIDE CHAIR ON GLIDES, FIXED ARMS Tag(s): pr- office 4 Seating	243.28	973.12
15	1	C-BFP1812M	***** BOX/FILE MOBILE PEDESTAL W/CUSHION - 18D X 12W Tag(s): pr- office 4	433.14	433.14
16	1	C-OWMC16601 4L	***** OVERHEAD - WM - 16H X 60W X 14D - LAMINATE CABINET DOORS Tag(s): pr- office 4	495.98	495.98
17	1	X-BBFLCD663 624	***** CBX BBF LAT WITH CABINET DOORS 24DX66HX36W Tag(s): pr- office 4	989.58	989.58
18	1	X-DSS9024	***** CB DESK SHELL WITH ACCESS MOD 24DX90WX29H Tag(s): pr- office 4	317.74	317.74
19	1	X-LAT2DFS30 18	***** CBX 2D FULL DEPTH LAT 18DX28HX30W Tag(s): pr- office 4	571.26	571.26
20	1	X-TACKWM209 0	***** CBX TACKBOARD WALL MOUNT 20HX90W Tag(s): pr- office 4	196.41	196.41

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
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INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
21	1	A-WMJC98	***** WIRE MANAGER J CHANNEL 98 3/8" Tag(s): pr- office 4	29.64	29.64
22	1	T-3RCL30782 442H	***** DAY TO DAY HA 3LEG TBL,MAIN R 30X78,RTRN L 24X42,2MM EDGE Tag(s): pr- office 4	1,142.72	1,142.72
23	1	T-RDR3629AX G	***** TBL, RND, 2MM, 36DX29H, ALX30, GLD Tag(s): pr- office 4	279.60	279.60
24	1	S-W1CORE5	***** SILVER KEY ALIKE KIT (5 CORES) - WESKO TYPE Tag(s): pr- office 4	16.20	16.20
25	1	X-HATM1278	***** CBX SUSPENDED HAT MODESTY 12H FOR 78W (62 ACTUAL) Tag(s): pr- office 4	164.60	164.60
26	1	WPS-FP	***** FLAT PLATE Tag(s): pr- office 4	6.52	6.52
27	4	4900C	***** NATICK BLACK CONFIGURABLE TASK CHAIR Tag(s): Pr-Office 1 Seating	464.64	1,858.56

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
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INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
28	1	X-DRR4224R	***** CB DESK RETURN WITH ACCESS MODESTY RH 24DX42WX29H Tag(s): Pr-Office 1	232.18	232.18
29	2	X-DRR4824L	***** CB DESK RETURN WITH ACCESS MODESTY LH 24DX48WX29H Tag(s): Pr-Office 1	241.66	483.32
30	1	X-DRR4824R	***** CB DESK RETURN WITH ACCESS MODESTY RH 24DX48WX29H Tag(s): Pr-Office 1	241.66	241.66
31	3	X-DSFM6624	***** CB DESK SHELL WITH FULL MOD FLUSH 24DX66WX29H Tag(s): Pr-Office 1	287.11	861.33
32	1	X-DSFM7224	***** CB DESK SHELL WITH FULL MOD FLUSH 24DX72WX29H Tag(s): Pr-Office 1	297.19	297.19
33	8	S-LATJ3D30	***** LATERAL FILE L SERIES SQ. FRONT 3 DRAWER 30" Tag(s): Pr-Office 1	488.66	3,909.28
34	4	S-PEDBBFJ24	***** PEDESTAL - B/B/F - 24D Tag(s): Pr-Office 1	220.32	881.28

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
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INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
35	1	S-PEDFFJ24	***** PEDESTAL - F/F - 24D Tag(s): Pr-Office 1	220.32	220.32
36	4	W-WS1860	***** 2MM EDGE RECT SURFACE 18D X 60W Tag(s): Pr-Office 1	136.34	545.36
37	1	S-W1CORE4	***** SILVER KEY ALIKE KIT (4 CORES) - WESKO TYPE Tag(s): Pr-Office 1	13.04	13.04
38	3	S-W1CORE3	***** SILVER KEY ALIKE KIT (3 CORES) - WESKO TYPE Tag(s): Pr-Office 1	10.08	30.24
39	8	WPS-FP	***** FLAT PLATE Tag(s): Pr-Office 1	6.52	52.16
40	1	4400C	***** BOLTON BLACK HIGH BACK CONFIGURABLE Tag(s): PR-Office 2 Seating	483.42	483.42
41	1	C-BFP1812M	***** BOX/FILE MOBILE PEDESTAL W/CUSHION - 18D X 12W Tag(s): PR-Office 2	433.14	433.14
42	1	C-OWMC16541 4L	***** OVERHEAD - WM - 16H X 54W X 14D - LAMINATE CABINET CONTINUED...	487.48	487.48

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
--

INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
			DOORS		
			Tag(s): PR-Office 2		
43	1	X-DSS8424	***** CB DESK SHELL WITH ACCESS MOD 24DX84WX29H	308.85	308.85
			Tag(s): PR-Office 2		
44	1	X-LAT2DFS30 18	***** CBX 2D FULL DEPTH LAT 18DX28HX30W	571.26	571.26
			Tag(s): PR-Office 2		
45	1	X-TACKWM208 4	***** CBX TACKBOARD WALL MOUNT 20HX84W	192.86	192.86
			Tag(s): PR-Office 2		
46	1	X-WRBBFOS66	***** CBX OPEN SIDE BBF WARDROBE RH 24DX66HX24W	840.99	840.99
			Tag(s): PR-Office 2		
47	1	T-3RCR30722 448H	***** DAY TO DAY HA 3LEG TBL,MAIN L 30X72,RTRN R 24X48,2MM EDGE	1,112.29	1,112.29
			Tag(s): PR-Office 2		
48	1	X-HATM1272	***** CBX SUSPENDED HAT MODESTY 12H FOR 72W (56 ACTUAL)	162.23	162.23
			CONTINUED...		

DATE	INVOICE#
06/16/25	9399

PROPOSAL: 8887
PROJECT#: 100-66

BILL TO: 001581 CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#
--

INSTALL AT: CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220

FAX NUMBER#	CUSTOMER P/O#	SALESPERSON	TERMS	SHIP VIA
	25FY1239	CELINA MELENA	NET 30	

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	EXTENDED
			Tag(s): PR-Office 2		
49	1	S-W1CORE5	***** SILVER KEY ALIKE KIT (5 CORES) - WESKO TYPE	16.20	16.20
			Tag(s): PR-Office 2		
50	1	W-WS2448	***** RECTANGULAR - 2MM EDGE - 24D X 48W	119.35	119.35
			Tag(s): PR-Office 2		
51	1	A-WMJC98	***** WIRE MANAGER J CHANNEL 98 3/8"	29.64	29.64
			Tag(s): PR-Office 2		
52	2	WFS-NL22724	***** N-LEG 2.5 X 2.5 POST 27H 24D	121.13	242.26
			Tag(s): PR-Office 2		
			RECEIVE, DELIVER, & INSTALL		
				SUBTOTAL.....:	25,999.80
				INSTALL.....:	7,550.00
				SALES TAX....:	3,438.86
				FINAL TOTAL..:	36,988.66

PAY THIS AMOUNT.....: 36,988.66

City of Compton

CITY CONTROLLER
205 S. WILLOWBROOK-COMPTON, CA 90221
TELEPHONE: (310) 605-5576

PURCHASE ORDER NO.

25FY1239

TO RECEIVE PROPER PAYMENT THE ABOVE PO NUMBER MUST APPEAR ON ALL
INVOICES, BILLS OF LADING, PACKAGES, CORRESPONDENCE, ETC.

05/15/25

VENDOR:

NUNEZ OFFICE INSTALLATIONS INC
NOI
20335 S WESTERN AVENUE
TORRANCE, CA 90501

DELIVER TO:

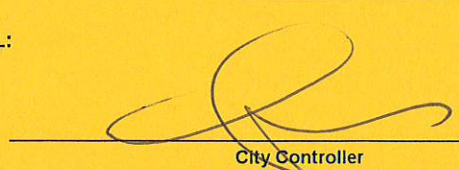
CITY OF COMPTON
205 S WILLOWBROOK
COMPTON, CA 90220

SEND INVOICE TO: Compton Controller
Compton, City Hall
205 S. Willowbrook
P.O. Box 5118
Compton, CA 90221

Req. # 85R05135	Vendor # 10008971	Ship Via	Department 89	
Confirming ☐ yes ☐ no	Confirmed to	Terms	Date Required	
QUANTITY	PART NO.	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1		PURCHASE OF OMNIA PARTNERS FURNITURE FOR THE WATER DEPARTMENT	36,988.66	36,988.66
TOTAL				36,988.66

5000890000 4335

36,988.66

APPROVAL:
City Controller_____
Department Head



P R O P O S A L

20335 S Western Avenue
TORRANCE, CA 90501
310-4366-8612

DATE	PROPOSAL#
09/25/25	9162

PROJECT#: 100-66

CUSTOMER:
CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#

INSTALL AT:
CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 WATER DEPARTMENT

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	QUOTE VALID
		CELINA MELENA	NET 30	08/29/25

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
			CITY OF COMPTON COMMUNITY DEVELOPMENT OMNIA CONTRACT # R240101		
1	1	C-BFP1812M	***** BOX/FILE MOBILE PEDESTAL W/CUSHION - 18D X 12W RO-L1006 Laminate Casegoods - True White FCA Fabric Modular Choice Grade A Upholstery CTERRAIN Terrain RO-FU1325 Terrain Owl BAR_PULL Bar Pull Casegoods BAR_A Bar Pull Grade A Paint Casegoods RX-BAR-MS Bar Pull Painted Metallic Silver LOCK_C Silver Lock RO-L1006 Laminate Casegoods - True White Tag(s): N PRODUCT - OFFICE 1	634.14	634.14
2	3	X-HATM1266	***** CBX SUSPENDED HAT MODESTY 12H FOR 66W (50 ACTUAL) RO-L1009 Laminate Casegoods - Storm Tag(s): N PRODUCT - OFFICE 1	234.52	703.56
3	1	X-HATM1272	***** CBX SUSPENDED HAT MODESTY 12H FOR 72W (56 ACTUAL) RO-L1009 Laminate Casegoods - Storm Tag(s): N PRODUCT - OFFICE 1	237.64	237.64

P R O P O S A L

DATE	PROPOSAL#
09/25/25	9162

PROJECT#: 100-66

CUSTOMER:
CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 PH#

INSTALL AT:
CITY OF COMPTON 205 WILLOWBROOK AVENUE COMPTON, CA 90220 WATER DEPARTMENT

FAX NUMBER#	CUSTOMER P.O.#	SALESPERSON	TERMS	QUOTE VALID
		CELINA MELENA	NET 30	08/29/25

#	QTY	PRODUCT	DESCRIPTION	SELL EACH	SELL EXTEND
4	3	T-RB246629H	***** D2D HAT BASE ONLY - LG2 RECT - 24DX66WX29H - 3 STAGE RWFS-3S2L24-W HAT Base, 3 Seg, 50 x 80, 2 Leg, 24d, White Tag(s): N PRODUCT - OFFICE 1	748.80	2,246.40
5	1	T-RB247229H	***** D2D HAT BASE ONLY - LG2 RECT - 24DX72WX29H - 3 STAGE RWFS-3S2L24-W HAT Base, 3 Seg, 50 x 80, 2 Leg, 24d, White Tag(s): N PRODUCT - OFFICE 1	748.80	748.80
					4,570.54
6	1		CUSTOM BOAT SHAPED TABLE TOP GLASS	880.00	880.00
7	1		FREIGHT CHARGE	375.00	375.00
8	1		RECEIVE, DELIVER, & INSTALL	1,025.00	1,025.00
9	-1		CREDIT APPLIED	500.00	-500.00

WE REQUIRE 50% DEPOSIT AFTER YOUR ACCEPTANCE.

Thank you for the opportunity to quote on your furniture requirements

DEPOSIT REQUIRED	3,543.00	SUBTOTAL	4,950.54
		INSTALL	1,025.00
ACCEPTED BY _____		FREIGHT	375.00
		TAX	736.44
DATE ACCEPTED _____		TOTAL	7,086.98



FURNITURE, INSTALLATION, AND RELATED SERVICES
Executive Summary

Lead Agency: Region 4 ESC

Solicitation: RFP 24-01

RFP Issued: April 10, 2024

Pre-Proposal Date: April 24, 2024

Response Due Date: June 6, 2024

Proposals Received: #63

Awarded to: Affordable Interior Systems, Inc. (AIS), Allsteel LLC, Enwork (ASSA Group), Identity Group Holdings Corp., Irwin Seating Company, Jasper Seating Company, Inc. dba JSI, Kimball International Brands, Inc., Krueger International, Inc., Lakeshore Learning Materials, LLC, Meteor Education, LLC, ODP Business Solutions, LLC, OFS Brands Inc, Safco Products Co., School Specialty LLC, SitOnIt Seating (Exemplis LLC), Teknion LLC, The HON Company LLC, VS America, Inc., WB Manufacturing, LLC, Wenger Corporation

The Board of Directors of Region 4 Education Service Center (ESC) issued RFP 24-01 on April 10, 2024, to establish a national cooperative contract for Furniture, Installation, and Related Services.

The solicitation included cooperative purchasing language in Sections I. Scope of Work, National Contract:

*Region 4 ESC, as the Principal Procurement Agency, defined in ATTACHMENT D, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation ("**OMNIA Partners**") to make the resultant contract (also known as the "**Master Agreement**" in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit ("**Public Agencies**"), through OMNIA Partners' cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a "**Participating Public Agency**") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on ATTACHMENT D, or as otherwise agreed to. ATTACHMENT D contains additional information about OMNIA Partners and the cooperative purchasing program.*

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

- Las Vegas Review-Journal
- Kennebec Journal, ME

On June 13, 2024, proposals were received from the following offerors:

Affordable Interior Systems, Inc. (AIS) (Affordable Interior Systems, Inc.)	School Outfitters	CorpDesign (Imagine Furniture Inc.)
Jasper Seating Company, Inc. dba JSI (Jasper Seating Company, Inc.)	School Specialty LLC	Diversified Woodcrafts (DWI Acquisition)
JMJS INC	SitOnIt Seating (Exemplis LLC)	EDmarketplace Inc.
Kaplan Early Learning Company (KAPLAN COMPANIES INC)	Special-T, LLC	Identity Group Holdings Corp. Educational Environments (Frank Cooney Co, Inc)
Kay-Twelve, LLC	Teknion LLC	Enwork (ASSA Group)
Kimball International (Kimball International Brands, Inc.)	The HON Company LLC	ERG International (Ergonom Corporation)
Krueger International, Inc.	Vari Sales Corporation	Flexxform Designs (Flexxform Designs Inc.)
Lakeshore Learning Materials, LLC (Lakeshore Parent, LLC)	VS America, Inc.	Fomcore, LLC
Learning Environments LLC	WB Manufacturing	Framery, Inc
Meteor Education, LLC	OFGO STUDIO (DSI Industries Inc.)	FurnitureLab (Rapp Productions, Inc)
National Public Seating (NPS Public Furniture Corp)	Wenger Corporation	FYRN
Natural Pod (Natural Pod Services, Inc.)	INDEAL Inc.	Global Furniture Group (Global Industries, Inc.)
Neutral Posture, Inc.	Human Active Technology	GMi Companies (Ghent Manufacturing)
Nevers Industries, Inc	AGATI, INC.	Greene Manufacturing, INC.
Irwin Seating Company	Allseating Corporation	Gressco LTD
ODP Business Solutions, LLC	Allsteel LLC	Groupe Lacasse LLC
OFS Brands Inc	Alumni Classroom Furniture Inc.	HiTouch Furniture
OM Seating (Office Master, Inc.)	Appalachian University Systems (Smarter Furnishings)	Elontec
Paragon Furniture Inc	BioFit Engineered Products Limited Partnership	Zilenzio AB
Safco Products Co.	Cabot Wrenn (Hancock & Moore, LLC)	
	CEF-Custom Educational Furnishings	
	Clear Design (Evoque Group LLC)	
	Continental Flooring Company	

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with offerors: *Affordable Interior Systems, Inc. (AIS) (Affordable Interior Systems, Inc.)*, *Allsteel LLC*, *Enwork (ASSA Group)*, *Identity Group Holdings Corp.*, *Irwin Seating Company*, *Jasper Seating Company, Inc. dba JSI (Jasper Seating Company, Inc.)*, *Kimball International (Kimball International Brands, Inc.)*, *Krueger International, Inc.*, *Lakeshore Learning Materials, LLC (Lakeshore Parent, LLC)*, *Meteor Education, LLC*, *ODP Business Solutions, LLC*, *OFS Brands Inc*, *Safco Products Co.*, *School Specialty LLC*, *SitOnIt Seating (Exemplis LLC)*, *Teknion LLC*, *The HON Company LLC*, *VS America, Inc.*, *WB Manufacturing, LLC*, *Wenger Corporation* - all demonstrated the ability to provide the products and services outlined in the solicitation while offering competitive pricing to members.

The Board of Directors of Region 4 Education Service Center (ESC) executed the agreements, each with a contract effective date of December 17, 2024.

Term:

Initial three- year agreement from December 17, 2024 through December 31,2027 with the option to renew for two (2) additional one-year periods through December 31, 2029.

Pricing/Discount: Review of Official Signed Contract and Contract Updates. Discount off Price List. Catalogs are available through dealer network or contracted supplier's website.



09/15/2024

Re: Dealer Authorization Letter To: **Mr. Jose Garfias**
City Of Compton Water Department General Manager

Please accept this correspondence as confirmation that NOI (NUNEZ OFFICE INSTALLATIONS) is an authorized servicing dealer approved to represent, specify, sell, and service all products for our OMNIA contract, R191801. NRS is responsive, responsible, and in good standing with our firm.

This being the case, we support and do grant NRS permission to add their company as an authorized agent (to include: service, warranty, specification, installation, etc.) on our behalf for the duration of the OMNIA contract, R191801.

<https://www.omniapartners.com/suppliers/ais/public-sector/contract-documents>

If you have any questions, please feel free to contact me directly at (978)562-7500 or by email at nharitos@ais-inc.com.

Sincerely,

Nick Haritos
President & CEO
Affordable Interior Systems, Inc. (AIS)
P: 978.562.7500
E: nharitos@ais-inc.com

November 4, 2025

TO: HONORABLE MAYOR AND COUNCIL MEMBER

FROM: CITY MANAGER

SUBJECT: REQUEST TO AUTHORIZE TRAVEL FOR ELECTED OFFICIALS

Recommendation: Authorize travel to attend the 2026 Sacramento Legislative Tour

Location: Sacramento, CA

Meeting Date: January 5, 2026 thru January 7, 2026

Approximate Cost: Registration: **\$775** (Per attendee)
 Hotel: **\$293.68** per night (plus taxes and fees)
 Transportation: **\$261.96** (Flight)
 Per Diem: Receipts required (Not to exceed \$75 per day)

Source of Funds: General Fund

Purpose: The purpose of attending the 2026 Sacramento Legislative Tour is to learn and discuss issues that are impacting our city.

Elected Official	Attending
Mayor Emma Sharif	
Councilmember Deidre M. Duhart	
Councilmember Andre Spicer	
Councilmember Jonathan Bowers	
Councilmember Lillie Darden	

September 2, 2025

TO: HONORABLE MAYOR AND COUNCIL MEMBERS

FROM: NEBRASKA JONES, DIRECTOR
GENERAL SERVICES DEPARTMENT

SUBJECT: A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON
AUTHORIZING THE CITY MANAGER TO ENTER INTO A SIX (6) YEAR
LEASE AGREEMENT WITH FATHERS AND MOTHERS WHO CARES
FOR THE LEASE OF CITY-OWNED PROPERTY LOCATED AT 920
NORTH ALAMEDA STREET

SUMMARY

City Council will consider a request from Fathers and Mothers Who Care (“FMWC”) to enter into a six (6) year (i.e. October 1, 2025, through September 30, 2031) lease agreement, for use of approximately 1224 square feet of indoor space and 2216 square feet of outdoor space for a total of 3440 square feet of dedicated space at 920 North Alameda Street Compton, Ca.

BACKGROUND

The City of Compton owns certain real property located at 920 North Alameda Street, Compton, California 90221. Pursuant to guidance of the City Council, in November 2012, the City Manager implemented a City-wide leasing policy which mandates that City-owned facilities and/or property *shall not* be leased without first obtaining proper authorization from the City Council (i.e. an adopted resolution) and execution of a written lease agreement [City of Compton Standard Operating Manual, Policy 4.17(A)]. In addition to other matters, the Policy specifies that lease rates shall be based on the square footage of the area(s) subject to the exclusive use/occupation of the Lessee and that the standard leasing rate in a City-owned facility shall be ***at least One Dollar (\$1.00) per square foot for indoor space and Fifty Cents (\$0.50) per square foot for outdoor space or vacant property.***

In addition to this required minimum base rental rate, the leasing policy addresses recovery of the costs incurred by the City for the provision of the following services: utilities (e.g. gas, electricity, water, trash, etc.), maintenance and repairs, custodial services and City security. However, the leasing policy does provide that a Tenant that will have exclusive use/occupation of the entire City facility and/or property *shall be solely responsible for all utilities, janitorial, security, and minor, routine interior and exterior maintenance of the facility or property*, with the City responsible for structural and major repairs and maintenance.

Fathers and Mothers Who Care has requested to enter into a six (6) year lease agreement commencing (i.e. October 1, 2025, through September 30, 2031) to authorize the leasing of 1224 square feet of indoor space at One Dollar (\$1.00) per square feet and 2216 square feet of outdoor space at Fifty Cents (\$0.50) per square feet for a total of 3440 square feet which equals an approximant total monthly rental amount of Two Thousand Three Hundred and Thirty-Two Dollars (\$2,332.00).

STATEMENT OF ISSUE

Fathers and Mothers Who Care is committed to supporting families in need by operating as a referral and resource center. Their mission is to facilitate access to essential services while addressing immediate needs for clothing, hygiene products, and food. At the location at 920 N. Alameda Street, they will empower families by guiding them to long-term solutions, including access to Permanent housing assistance programs, substance abuse recovery services, DPSS benefits, Legal aid services for tenant rights, immigration assistance and other needs. Educational opportunities, job training programs, and employment resources.

In addition to serving as a referral hub, they will offer onsite classes and workshops tailored to building life-long skills and fostering personal growth such as parenting classes, wellness workshops, job readiness training and life skills classes.

The proposed lease agreement will provide Fathers and Mothers Who Care with exclusive use of the following location: 920 North Alameda Street:

Exclusive Indoor Square Footage	1,224 square feet
<u>Exclusive Outdoor Square Footage</u>	<u>2,216 square feet</u>
Total Exclusive Square Footage	3,440 square feet

Fathers and Mothers Who Care seeks City Council approval to enter into a six (6) year lease agreement with the City, beginning October 1, 2025, through September 30, 2031, for exclusive occupation of the entire property. FMWC is interested in leasing the subject property for the purpose of administrative offices and support services for their organization.

The organization wishes to provide approximately **One Hundred Seventy-Five Thousand Dollars (\$175,000.00)** in tenant improvements to the location at 920 North Alameda Street and requests a corresponding reduction in the lease rental fees as consideration for these improvements. This arrangement would effectively offset a portion of the rental obligation in exchange for capital investments that enhance the property, ensuring mutual benefit to both the City and the tenant. Management does not oppose this proposal, provided tenant improvements are concluded within the first six (6) months

of the agreement. The impact of the phased investment will create a clean, vibrant, and welcoming environment that fosters community connection, includes the addition of a versatile container unit to expand the organization's ability to deliver services, and improves safety, accessibility, and comfort for all participants. These upgrades will be executed with fiscal and operational responsibility over the six-month period.

MONTH	FOCUS AREA	ACTIVITIES
MONTH 1	Project Prep & Permitting	Finalize Contractor Scope, Acquire Permits, Orders Supplies
MONTH 2	Interior Renovation Begin	Interior Wall Painting, Flooring Installations Begins
MONTH 3	Exterior Enhancements Begin	Shrubbery Removal, Exterior Wall Prep, Mural and Signage Planning
MONTH 4	Exterior Completion & Parking Begins	Exterior Paint, Signage Updates Paint, Signage Updates, Asphalt Repairs Start
MONTH 5	Parking Lot Completion & HVAC Install	Finish Parking Lot, ADA Striping, HVAC Upgrades Initiated
MONTH 6	Container Setup & Final Touches	Container Installed for Classrooms / Storage / Case Management / Electrical, Plumbing Checked, Mural Completed.

FINANCIAL IMPACT

Approval of the proposed lease agreement at the rental rate of One Dollar (\$1.00) per square foot for occupation of approximately 1224 square feet of indoor space for a minimum monthly rental cost of One Thousand Two Hundred and Twenty-Four Dollars (\$1,224.00), and Fifty Cents (\$0.50) per square foot for exclusive use of a total of approximately 2216 square feet of outdoor space for a minimum monthly rental cost of One Thousand One Hundred and Eight Dollars (\$1,108.00), and a complete total monthly rental fee of Two Thousand Three Hundred and Thirty-Two Dollars (\$2,332.00). Over the six (6) year lease term, the total rental cost will amount to One Hundred Sixty-Eight Thousand, Nine Hundred and Eighty-Four Dollars (\$168,984.00).

The proposed agreement would result in a temporary reduction or waiver of lease rental fees, valued at up to One Hundred Seventy-Five Thousand Dollars (\$175,000), in exchange for tenant-funded improvements to the property at 920 North Alameda Blvd. These improvements, to be completed within the first six (6) months of the agreement, will enhance the facility's functionality, safety, and community accessibility without requiring direct City expenditure. The investment offsets the City's need for future capital outlay for similar improvements, thereby providing long-term fiscal benefit. At the conclusion of the initial six (6) year lease term, any remaining balance may be

renegotiated and applied within the terms of a city council approved renewal lease agreement thereafter.

RECOMMENDATION

Staff has no objection to Fathers with Mothers Who Cares' request to rent square footage; however, staff is not authorized to offer and lease City-owned property wherein the terms sought by the prospective Tenant may vary from the requirements of the City's Leasing Policy; thus, staff makes no recommendation concerning this request. ***The decision is at the discretion of the City Council.***

**NEBRASKA JONES, DIRECTOR
GENERAL SERVICES DEPARTMENT**

APPROVED FOR FORWARDING:

**WILLIE A. HOPKINS, JR.
CITY MANAGER**

RESOLUTION NO. _____

RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON
AUTHORIZING THE CITY MANAGER TO ENTER INTO A SIX (6) YEAR
LEASE AGREEMENT WITH FATHERS AND MOTHERS WHO CARE FOR
THE LEASE OF CITY-OWNED PROPERTY LOCATED AT 920 NORTH
ALAMEDA STREET

WHEREAS, the City of Compton owns certain real property located at 920 North Alameda Street, offering indoor and outside space for leasing to outside agencies, organizations, and individuals; and

WHEREAS, pursuant to guidance of the City Council, in November 2012, the City Manager implemented a City-wide leasing policy [Standard Operating Manual, Policy 4.17(A)], which mandates that City-owned facilities and/or property shall not be leased without first obtaining proper authorization from the City Council (i.e. an adopted resolution) and execution of a written lease agreement; and

WHEREAS, the Policy specifies that lease rates shall be based on the square footage of the area(s) subject to the exclusive use/occupation of the Lessee and that the standard leasing rate for indoor floor space in a City-owned facility shall be *at least* One Dollar (\$1.00) *per square foot* and the standard leasing rate for City-owned outdoor space or vacant property shall be *at least* Fifty Cents (\$0.50) per square foot; and

WHEREAS, staff is requesting authorization for the City Manager to enter into a six (6) year (i.e. October 1, 2025, through September 30, 2031) agreement for the lease of approximately 1,224 square feet of indoor space and 2,216 square feet of outdoor space at City-owned property, located at 920 North Alameda Street, Compton, California by Fathers and Mothers Who Care organization; and

WHEREAS, in addition to this required minimum base rental rate, the leasing policy addresses recovery of the costs incurred by the City for the provision of the following services: utilities (e.g. gas, electricity, water, trash, etc.), maintenance and repairs, custodial services and City security. However, the leasing policy does provide that a Tenant that will have exclusive use/occupation of the entire City facility and/or property *shall be solely responsible for all utilities, janitorial, security, and minor, routine interior and exterior maintenance of the facility or property*, with the City responsible for structural and major repairs and maintenance.

Exclusive Indoor Square Footage	1,224 square feet
<u>Exclusive Outdoor Square Footage</u>	<u>2,216 square feet</u>
Total Exclusive Square Footage	3,440 square feet

WHEREAS, Fathers and Mothers Who Care is committed to supporting families in need by operating as a referral and resource center. Their mission is to facilitate access to essential services while addressing immediate needs for clothing, hygiene products, and food. At the location at 920 N. Alameda Street, they will empower families by guiding them to long-term solutions, including access to Permanent housing assistance programs, substance abuse recovery services, DPSS benefits, Legal aid services for tenant rights, immigration assistance and other needs. Educational opportunities, job training programs, and employment resources.

WHEREAS, Fathers and Mothers Who Care wishes to provide approximately One Hundred Seventy-Five Thousand Dollars (\$175,000.00) in tenant improvements to the location at 920 North Alameda Street and requests a corresponding reduction in the lease rental fees as consideration for these improvements. This arrangement would effectively offset a portion of the rental obligation in exchange for capital investments that enhance the property, ensuring mutual benefit to both the City and the tenant. Management does not oppose this proposal, provided tenant improvements are concluded within the first six (6) months of the agreement. The impact of the phased investment will create a clean, vibrant, and welcoming environment that fosters community connection, includes the addition of a versatile container unit to expand the organization's ability to deliver services, and improves safety, accessibility, and comfort for all participants. These upgrades will be executed with fiscal and operational responsibility over the six-month period.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF COMPTON DOES HEREBY RESOLVE AS FOLLOWS:

Section 1. That the City Manager, upon approval of the City attorney is hereby authorized to enter into a six (6) year lease agreement for approximately 1224 square feet of indoor space and 2216 square feet of outdoor space for exclusive use of a total of approximately 3440 square feet of space at City-owned property, located at 920 North Alameda Street, Compton, California for the purpose of supporting families in need by operating as a referral and resource center.

Section 2. That Fathers and Mothers Who Care shall be responsible for all utilities, janitorial, security, and minor and routine interior and exterior maintenance of the facility or property, and the rental rate for the six (6) year term of the lease agreement shall be:

- a. The Lessee will pay One Dollar (\$1.00) per square feet for 1224 square feet of indoor space and Fifty Cents (\$0.50) per square feet for 2216 square feet of outdoor space which equals an approximant total of 3440 square feet for a total monthly rental amount of Two Thousand Three Hundred and Thirty-Two Dollars (\$2332.00).

Section 3. That the proposed agreement would result in a temporary reduction or waiver of lease rental fees, valued at up to One Hundred Seventy-Five Thousand Dollars (\$175,000), in exchange for tenant-funded improvements to the property at 920 North Alameda Blvd.

Section 4. That these improvements shall be completed within the first six (6) months of the agreement, and will enhance the facility's functionality, safety, and community accessibility without requiring direct City expenditure.

Section 5. That a certified copy of this Resolution shall be filed in the offices of the City Manager, City Security, City Clerk, City Controller, General Services and the Legal Division.

Section 6. That the Mayor shall sign and the City Clerk shall attest to the adoption of this Resolution.

ADOPTED this _____ day of _____, 2025.

EMMA SHARIF
MAYOR OF THE CITY OF COMPTON

ATTEST:

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

STATE OF CALIFORNIA)
COUNTY OF LOS ANGELES) ss
CITY OF COMPTON)

I, Satra D. Zurita, City Clerk of the City of Compton, hereby certify that the foregoing Resolution was adopted by the City Council of the City of Compton, signed by the Mayor and attested by the City Clerk at a regular meeting thereof held on the _____ day of _____, 2025.

That said Resolution was adopted by the following vote, to wit:

AYES: COUNCIL MEMBERS-
NOES: COUNCIL MEMBERS-
ABSTAIN: COUNCIL MEMBERS-
ABSENT: COUNCIL MEMBERS-

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

**LEASE AGREEMENT BETWEEN
CITY OF COMPTON
AND
FATHERS AND MOTHERS WHO CARE**

This **LEASE AGREEMENT** is entered into by and between the **CITY OF COMPTON**, a municipal corporation of the State of California (hereinafter referred to as “**OWNER**”) and **FATHERS AND MOTHERS WHO CARE** (hereinafter referred to as “**LESSEE**”), collectively, the “Parties.”

RECITALS:

WHEREAS, the City of Compton (“**Owner**”), has under its jurisdiction certain real property located at **920 North Alameda Street, Compton, California 90221**; and

WHEREAS, on _____, the City Council adopted Resolution No. _____, which authorized the City Manager to enter into a lease agreement with the **FATHERS AND MOTHERS WHO CARE** (“Lessee”) for a period of six (6) years, commencing October 1, 2025, through June 31, 2031, and

NOW, THEREFORE, Owner and Lessee, for the consideration, terms and conditions herein described, mutually agree as follows:

WITNESSETH:

Section 1. Premises. The Owner, for and in consideration of the performance of the covenants and agreements hereinafter contained to be kept and performed by the Lessee and upon the following terms and conditions, hereby leases to the Lessee, and the Lessee hereby hires and takes of and from the Owner, those certain Premises situated in the City of Compton, County of Los Angeles, State of California, more particularly described as:

**Compton Facility
920 North Alameda Street
Compton, California 90221**

[The “Site”]

**Lessee shall lease approximately 1,224 square feet of indoor office space
and 2,216 of outdoor space at the location.**

Total Exclusive Square Footage

3,440 square feet

[The “Premises”]

The Premises are leased in "AS IS" condition and Lessee acknowledges that it has inspected and accepts the Premises in their present condition as suitable for the purpose for which the Premises are leased. Taking of possession by Lessee shall be conclusive to establish that the Premises are in good and satisfactory condition when possession is taken. Owner makes no warranties or representation as to the suitability of the Premises for Lessee's intended use, including without limitation, as to zoning, visibility, traffic count or any other factors.

Section 2. Term. This Lease shall be for a term of six (6) years, commencing October 1, 2025, and shall terminate on September 30, 2031, unless extended or terminated as otherwise provided herein. This Lease shall supersede any previous Leases and/or agreements, written or oral.

Section 3. Rent. Owner agrees to the rent to One Dollar (\$1.00) per square foot of indoor space and Fifty Cents (\$0.50) per square foot of outdoor space for a period of six (6) years, commencing October 1, 2025, and concluding on September 30, 2031.

The Lessee shall provide One Hundred Seventy-Five Thousand Dollars (\$175,000.00) in tenant improvements. In consideration thereof, the Lessor agrees to a temporary reduction or waiver of lease rental fees, not to exceed One Hundred Seventy-Five Thousand Dollars (\$175,000), as compensation for said tenant-funded improvements to the premises located at 920 North Alameda Blvd.

All repairs must be completed to a professional standard and in compliance with all applicable laws, regulations, and building codes. The lessee agrees to complete the repairs by April 1, 2026. Upon completion, the Lessee shall notify the Owner, who will inspect the completed work. The rent waiver is contingent upon the tenant improvement valued at up to One Hundred Seventy-Five Thousand Dollars and Zero Cents (\$175,000.00).

In the event that the Lessee fails to complete the repairs by the agreed completion date or if the repairs are not performed to a satisfactory standard, the rent waiver will be void, and the Lessee will be responsible for paying the full rent for the waived period retroactively. Additionally, the Owner may pursue other remedies available under this Lease or Law.

Lessee shall pay to Owner as rent for said Premises hereof the total sum of **Two Thousand Three Hundred Thirty-Two Dollars (\$2,332.00) per month**, based on a rental rate of \$1.00 per square foot for indoor space and \$0.50 for outdoor space for exclusive use of the space. Lease payments shall be due in advance on the first day of each and every month of the term hereof. Any lease payment

not received by the Owner by the tenth (10th) day of the month will be deemed late, and a late fee (penalty) in the amount of **Five Percent (5%)** will be charged.

Payments shall be remitted to: General Services Department
205 South Willowbrook Avenue
Compton, California 90220
Attn: Director
Payable to: City of Compton
[Please identify your Lease Site on the payment]

[Lease Site: 920 North Alameda Street]

Section 4. Use of Premises. Lessee is entitled to use the Premises during normal building business days/hours (Mondays through Fridays, 7:00 a.m. to 6:00 p.m.), for the following purpose(s) only:

Administrative Offices and Support Services

Lessee shall not use the Premises for any other purposes without the prior written consent of the Owner. Lessee shall not use the Premises for residential purposes or for any commercial purposes not stated herein. Lessee shall not use the Premises for the storage of unusable equipment or property or for the rental or storage of any type of equipment not integral to the purposes of the program.

Section 5. Delivery of Premises. If Owner, for any reason, cannot deliver the Premises described above to Lessee at the commencement of the term hereof, Owner shall not be deemed to be in default hereunder, nor shall Owner be liable to Lessee for any loss or damage resulting directly or indirectly arising out of or resulting from such failure and Lessee at Lessee's option, may declare this Agreement to be null and void.

Section 6. Utilities and Other Services. Unless otherwise agreed by Owner in writing, Lessee shall, at its sole cost and expense, make arrangements for and pay for all utilities used by Lessee at or upon the Premises, including but not limited to electric, gas, water, sewer, trash disposal and any other utility charges in connection with the Lessee's use of the leased Premises and security. Prior written approval shall be required for the installation of any utility and/or service that will involve physical alteration of the Premises. Lessee shall reimburse Owner for the cost of repairing any and all damages to the Premises caused directly or indirectly by Lessee's utility or service provider, or its equipment.

Owner shall in no way be liable or responsible for any loss, damage or expense that Lessee may sustain or incur by reason of any change, failure, interference, disruption, or defect in the supply or character of the utilities and services supplied to Premises and/or Site, unless directly caused by the active negligence or willful misconduct of the Owner.

Section 7. Assignment and Subletting. Lessee agrees not to sublet the whole or part of the Premises, assign the Lease nor permit the use of the Premises by anyone other than the Lessee, its employees, business invitees, customers and patrons without in each case first securing the written consent of the Owner. Any attempted assignment or subletting of this Lease without the written consent of the Owner constitutes fraud and this Agreement shall be null and void.

Section 8. Alterations and Additions. Lessee shall not make any alterations or construct any additions or improvements in or on the Site and/or the Premises until the Owner has been provided with said plans and specifications for the project. Once the Owner has been provided with said plans and specifications, Owner shall have a fifteen (15) day minimum review period before granting Lessee approval or disapproval of the project in writing. Lessee shall, at the time of the request, specify if they desire to retain ownership and/or possession of the alteration, addition, or improvement subject to plan review by Owner at Lessee's expense.

Owner agrees that except for structural alterations, the Lessee may remove, during or at the expiration or other termination of the term of this Lease, or of any extension or holdover period thereof, as the case may be, personal property placed or installed in or upon the Site and/or the Premises by the Lessee or under its authority. Any personal property, improvements or additions not removed by Lessee within thirty (30) days after the end of the term, or any extension or holdover period thereof, shall automatically become the property of Owner.

Lessee shall repair any damage to the Site and/or the Premises caused by Lessee's installation and/or removal of its personal property, alterations, improvements or additions.

Lessee shall, at its sole cost and expense, be allowed to place its typical signage on the Building on the Site upon the Owner's advance written approval.

Section 9. Repairs and Maintenance. Owner shall not be responsible to make any repairs or alterations to the Premises, and Lessee assumes any and all cost and liability for the repair and maintenance of the Premises leased herein, unless such repairs, alterations or maintenance are due to Owner's negligence or willful misconduct. Lessee agrees to repair any damage caused by Lessee, its employees, contractors, agents or invitees, negligently or otherwise,

at its own expense, and maintain the Premises leased and to return said Premises to Owner in as good order, repair and condition as the same were in at the commencement of this Lease. Lessee must obtain prior written approval from the Owner prior to commencing any repairs to the leased Premises.

Lessee shall continue to maintain said Premises in good repair and tenable condition and in compliance with all health, safety and sanitation laws, ordinances and regulations of the State of California and local authorities throughout the term of the Lease.

Lessee agrees to keep Premises in good order and condition at their sole cost and expense. Lessee shall be responsible for the general maintenance and upkeep, custodial, janitorial, landscaping installation and maintenance, security, non-structural repair, and all other non-structural upkeep of the Premises that it occupies. All work done by Lessee on the Premises shall be done in a lawful manner and in conformity with all applicable laws, ordinances and regulations. The Premises shall be kept free from any and all liens and charges on account of labor or materials used in contribution to any work thereon.

Unless otherwise required by law or expressly provided for within this Lease Agreement, Owner shall have no liability to Lessee for any condition on the Premises leased herein and Lessee agrees that it has inspected the same, knows the condition and takes this Lease with the Premises in its present condition. Lessee agrees to hold the Owner harmless from any and all liability arising out of or in connection with the use for the Premises leased here by the Lessee, its agents, employee's business invitees, customers and patrons, except to the extent any such liability is attributable to Owner's negligence or willful misconduct.

Section 10. Insurance. Lessee shall furnish certificates of insurance, along with endorsements, issued to Owner substantiating the fact that it has taken out the specified insurance for the term covered by this Lease, or any extension or holdover period thereof, with an insurance carrier acceptable to the Owner under forms satisfactory to the Owner. Each certificate shall bear an endorsement precluding cancellation or reduction in coverage of any policy covered by such certificate except upon at least thirty (30) days prior written notice to Owner. It is agreed that Owner shall not be liable for the payment of any premiums or assessments on the insurance required.

Lessee shall present evidence of required insurance and certificate of endorsement to Owner no later than the commencement date of this Lease and each and every lease year thereafter. The Lessee shall not occupy the Premises until the Owner has received and approved the required certification. ***Failure on the part of the Lessee to procure or maintain insurance shall constitute a***

material breach upon which the Owner may immediately terminate this Lease Agreement.

All insurance required hereunder shall be primary with respect to any insurance maintained by the City and shall not call on the City's program for contributions. Program(s) of insurance shall include:

a. **General Liability.** Lessee shall provide and maintain at its own expense during the term of this Lease Agreement a policy of Commercial General Liability Insurance, inclusive of personal injury liability and broad form property damage coverage, in an amount not less than **One Million Dollars (\$1,000,000)** per occurrence. The coverage shall be written on an occurrence basis. Claims made coverage is not acceptable.

b. **Workers' Compensation Insurance.** Lessee shall provide and maintain at its own expense during the term of this Agreement a program of Workers' Compensation Insurance and Employer's Liability Insurance in an amount and form to meet all applicable requirements of the State Labor Code and which specifically covers all persons providing services by or on behalf of the Lessee and all risks to such persons under the Agreement.

c. **Fire and Casualty Insurance.** Lessee shall maintain fire insurance on such party's own equipment and property or to adequately self-insure the same. Lessee shall provide, or cause to be provided, and maintained at its sole cost property insurance in the amount of the value of the improvements on the Premises on a replacement cost basis. The property insurance shall insure against the perils of fire (with extended coverage), theft, vandalism, malicious mischief, collapse, flood, earthquake, windstorm and physical loss or damage. Owner will not keep improvements which are constructed or installed and owned by Lessee under the provisions of this Lease insured against fire or casualty, and Lessee will make no claim of any nature against Owner by reason of any damage to the business or property of Lessee in the event of damage or destruction by fire or other cause, arising other than from or out of negligence or willful misconduct of agents or employees of the Owner in the course of their employment.

d. **Insurance Endorsements.** The liability insurance policy(ies) shall be endorsed with the following language:

(1) The City of Compton and its respective elected and appointed officers, officials, employees, agents and volunteers are to be named and covered as "additional insureds" with respect to liability arising out of the activities of the Lessee.

(2) The insurer waives all rights of subrogation against the City.

(3) Any failure to comply with reporting provisions of the policies shall not affect coverage provided to the City.

(4) Identify the leased Premises covered by the policy(ies) and the identity of the insured(s).

e. **Contractor's Insurance Requirements.** Lessee shall require that any contractors and subcontractors used to perform improvements/repairs to the building structure and Premises as provided in Sections 8 and 9 of this Lease Agreement to provide and maintain during the entire period of performing improvements/repairs the following programs of insurance:

(1) A policy of Commercial General Liability Insurance, inclusive of personal injury liability and broad form property damage coverage, in an amount not less than **One Million Dollars (\$1,000,000.00)** per occurrence and **Two Million Dollars (\$2,000,000.00)** general aggregate. The coverage shall be written on an occurrence basis. Claims made coverage is not acceptable.

(2) A program of Workers' Compensation Insurance and Employer's Liability Insurance in an amount and form to meet all applicable requirements of the State Labor Code and which specifically covers all persons providing services by or on behalf of the contractor and all risks to such persons.

(3) A program of Automobile Liability Insurance with a limit of liability of not less than One Million Dollars (\$1,000,000.00) for each accident. Such insurance shall include coverage for all "owned", "hired" and "non-owned" vehicles, or coverage for "any auto".

(4) The Contractor(s) liability insurance policy(ies) shall be endorsed with the following language: The City and its respective elected and appointed officers, officials, employees, agents and volunteers are to be named and covered as "additional insureds" with respect to liability arising out of the activities of the contractor.

Insurance coverage specified herein constitutes the minimum requirements and said requirements shall in no way lessen or limit the liability of the Lessee and/or its contractors and subcontractors under the terms of the Lease Agreement. Lessee shall procure and maintain, at its own costs and expense, any additional kinds and amounts of insurance that, in its own judgment, may be necessary relating to Lessee's use of the Premises and improvement/repairs made to the Premises.

Section 11. Losses. Owner shall not be responsible for losses or damage to personal property, equipment or materials of Lessee. Owner will not keep improvements which are constructed or installed and owned by Lessee under the provisions of this Lease insured against fire or casualty, and Lessee will make no claim of any nature against Owner by reason of any damage to the business or property of Lessee in the event of damage or destruction by fire or other cause, arising other than from or out of the gross negligence or willful misconduct of agents or employees of the Owner in the course of their employment.

Section 12. Damage or Destruction.

a. Termination of Lease. If the entire Premises or any material portion thereof are damaged or destroyed by earthquake or other violent action of the elements, or by fire or other casualty such that it is difficult or impossible for Lessee to continue operating its business thereon, then either Owner or Lessee may cancel this Lease as of the date of damage or destruction by delivering written notice to the other within thirty (30) days following the damage or destruction. If the Lease is cancelled, Lessee shall surrender the Premises and shall not be obligated for any further rental payment and Owner shall refund any unearned rent paid in advance by Lessee, calculated at a daily rate based on the regular monthly rental.

Repair of Premises. In the event of any lesser damage by casualty (other than that caused by or do the actions/inactions of the Lessee), Owner shall, at Owner's cost and expense, promptly repair the same to the extent Owner's insurance proceeds are made available to Owner therefor and provided that (a) such repairs, in Owner's reasonable good faith opinion, can be commenced within thirty (30) days of the event which necessitated the repair and restoration, unless it is not reasonably possible to commence repair and restoration within thirty (30) days from the date of such damage or destruction (without payment of overtime or other premiums) and (b) the cost of such repairs, in Owner's reasonable good faith opinion, will not exceed 50% of the then replacement cost of the Site. If Owner is not required to repair such damage or destruction, then Owner shall, within 30 days from the date of such damage or destruction, either (i) notify Lessee in writing of Owner's election to repair such damage or destruction, in which event Owner shall promptly repair the same, or (ii) notify Lessee in writing of Owner's election to immediately terminate this Lease, in which event this Lease is terminated effective as of the date of such damage or destruction. Lessee may terminate this Lease effective as of the date of any such damage or destruction if Lessee reasonably determines in its good faith opinion that such damage or destruction substantially impairs the satisfactory operation of the Lessee's operations by notifying Owner in writing of Lessee's election to terminate not later than 30 days after the date of such damage or destruction.

Loss Caused by Lessee. If the Premises are wholly or partially damaged or destroyed as a result of the gross negligence or willful misconduct or omission of Lessee, Lessee shall forthwith diligently undertake to repair or restore all such damage destruction at Lessee's sole cost and expense. This Lease shall continue in full force and effect without any abatement or reduction in rent or other payments owed by Lessee, and this obligation of Lessee to repair or restore the Premises shall survive the cancellation of this Lease.

Exclusive Remedy. This Section 12 shall be Lessee's sole and exclusive remedy in the event of damage or destruction of the Premises, and Lessee waives and releases Lessee's rights under California Civil Code Section 1932 and 1933(4).

No damages, compensation or claim shall be payable by Owner for any inconvenience, any interruption or cessation of Lessee's business, or any annoyance, arising from any damage or destruction of all or any portion of the Premises.

Section 13. Hazard Materials. Lessee shall not use any Hazardous Materials in/on or on Site or the Premises, except as necessary in the ordinary course of business and in full compliance with all Environmental Laws. Lessee will promptly notify Owner of any release or presence of any Hazardous Material in/on the Premises of which Lessee becomes aware.

- a. Remediation. If Hazardous Materials are released at the Site and/or Premises by Lessee, its agents, employees, or contractors, then Lessee is solely responsible for the removal and/or remediation of any Hazardous Materials to the extent required by governmental authorities in compliance with applicable Environmental Laws.
- b. Indemnification. Lessee shall indemnify and hold Owner harmless from and against any and all claims, actions, suits, proceedings, loss, liabilities, damages, fines, costs, or expense (including reasonable attorneys' fees, consultants' fees, investigation and laboratory fees, court costs, and litigation expenses), which arise from the presence of Hazardous Materials at the Site and/or Premises released by Lessee or its agents, employees, or contractors.

Section 14. Default. Lessee shall pay said rent to the Owner without deduction, default or delay. In the event of the failure of Lessee to do so, or in the event of a breach of any other terms, covenants or conditions herein contained on the part of Lessee to be kept and performed and if such default continues for a period of thirty (30) days after receipt of written notice from Owner to Lessee of such default, this Lease may be terminated. Owner may not terminate the Lease if (a) Lessee cures the default within the thirty (30) day period after notice of default is given, or (b) the default cannot reasonably be cured within thirty (30) days after notice of default is given, but Lessee reasonably commences to cure the default within the thirty (30) day period and diligently and in good faith continues to cure

the default. In the event of termination of this Lease, it shall be lawful for Owner to reenter into and upon the Premises and every part thereof and to remove and store at Lessee's expense all property therefrom and to repossess and occupy the Premises. In addition thereto, Owner shall have such other rights or remedies as may be provided for by law.

Section 15. Holding Over. In case Lessee holds over beyond the term herein provided with the consent, express or implied, of the Owner, such tenancy shall be from month-to-month only, subject to the same terms and conditions of this Lease, but shall not be a renewal hereof. Such month-to-month tenancy shall be terminable on thirty (30) days written notice by either party to the other party.

Section 16. Cancellation Provision. Notwithstanding any other provisions contained herein, either party shall have the right to cancel this Lease, without cause, at anytime, upon thirty (30) days prior written notice to the other party.

Section 17. Owner's Access. Lessee agrees to permit the Owner or Owner's authorized agents, upon reasonable advance notice, free access to the Premises at all reasonable times for the purpose of inspection of the Premises or for making necessary alterations, improvements or major repairs.

Section 18. Discrimination. The Lessee herein covenants by and for itself, its heirs, executors, administrator, and assigns, and all persons claiming under or through it that this Lease is made, accepted and subject to the following conditions:

That there shall be no discrimination against or segregation of any person or group of persons, on account of race, color, creed, religion, sex, marital status, national origin, or ancestry, the leasing, subleasing, transferring, use, occupancy, tenure, enjoyment of the Premises herein leased nor shall the Lessee itself, or any person claiming under or through it, establish or permit any such practice or practices of discrimination or segregation with referenced to the selection, location, number, use of occupancy, of Lessees or vendees in the Premises herein leased.

Section 19. Indemnification. Lessee shall indemnify and save harmless the Owner, its officials, officers, employees, agents and volunteers (collectively hereafter the "Owner"), against any and all damages to property or injuries to or death of any person or persons, and shall defend, indemnify and save the Owner from any and all liability and expense, including reasonable defense costs and legal fees, and claims, demands, suits, actions or proceedings of any kind or nature, including Workers' Compensation claims, of or by anyone whomsoever in any way resulting from or arising out of Lessee's, its employees, contractors, agents or invitees negligent or intentional acts in or on the Premises, or from conduct of Lessee, its employees, contractors, agents or invitees practice or business from any activity, work or things done.

This indemnification and hold harmless obligation does not extend to claims arising out of the sole negligence or willful misconduct of the Owner.

Section 20. Partnership Disclaimer. Lessee and any and all agents of Lessee shall act in an independent capacity and not as officers or employees of the Owner. Nothing herein contained shall be construed as constituting the parties herein as partners.

Section 21. Vacating Premises. Lessee shall, on the last day of said term or sooner termination of this Lease, peaceably and quietly leave, surrender and yield up to the Owner, the Premises in good order, condition and repair, reasonable use and wear thereof and damage by acts of nature, excepted.

Section 22. Compliance with Laws. Lessee shall at its sole cost and expense, comply with all the laws and requirements of all municipal, county, state and federal authorities now in force, or which may hereafter be in force pertaining to the Premises and use of the Premises as provided by this Lease.

Section 23. Easements and Right of Way. This Lease is subject to all existing easements and right of way. Owner further reserves the right to grant additional public utility easements as may be necessary and Lessee hereby consents to the granting of any such easements. The public utility will be required to reimburse Lessee for any damages suffered by Lessee caused by the construction work on the easement area.

Section 24. Parking Access. Unless specifically provided herein, if off-street parking is provided at the Site of the Premises, Lessee, its employees and invitees may have equal access to non-restricted/non-reserved parking spaces provided to all Lessees on a first-come, first-served basis.

Section 25. Relocation. Lessee acknowledges that Lessee, its employees, contractors, subordinates and assigns are not entitled to any Relocation Payment or Relocation Advisory Assistance due to their occupancy of the Premises.

Section 26. Failure to Perform. In the event of the failure, neglect or refusal of Lessee to do, or perform work, or any part thereof, of any act or thing in this Lease provided to be done and performed by Lessee, Owner shall, at its option, have the right to do and perform the same, and Lessee hereby covenants and agrees to pay Owner the costs thereof on demand.

Section 27. Binding on Successors. Each and all of the terms and agreements herein contained shall be binding upon and shall inure to the benefit of the successors in interest of the Owner, and wherever the context permits or requires the successors in interest to the Lessee.

Section 28. Amendments. This Lease Agreement may be modified or amended only be written document executed by both Lessee and Owner's City Manager and approved as to form by the City Attorney. Such document shall expressly state that it is intended by the parties to amend the terms and conditions of this Lease Agreement.

Section 29. Waivers. A waiver by either party to this Agreement of any breach of any terms, covenants or condition contained herein shall not be deemed to be a waiver of any subsequent breach of the same or any other term, covenant or condition contained herein, whether of the same or a different character.

Section 30. Governing Law and Severability. This Agreement shall be governed by and construed under the laws of the State of California. In the event of litigation between the parties, venue in state trial courts shall lie exclusively in the County of Los Angeles.

Should any part of this Agreement be declared by a final decision by a court or tribunal of competent jurisdiction to be unconstitutional, invalid, or beyond the authority of either party to enter into or carry out, such decision shall not affect the validity of the remainder of this Agreement, which shall continue in full force and effect, provided that the remainder of this Agreement, absent the unexcised portion, can be reasonably interpreted to give effect to the intentions of the parties.

Section 31. Notices. All notices, demands or requests to be given under this Lease Agreement shall be given in writing and conclusively shall be deemed received when: (a) delivered personally, or (b) on the fifth (5th) business day after the deposit thereof in the United States mail, postage prepaid, and addressed as hereinafter provided, or (c) one business day after send by facsimile transmission.

To OWNER: City of Compton
205 South Willowbrook Avenue
Compton, California 90220
Attn: Director, General Services Department
(310) 605-5519

With copy to: City of Compton
205 South Willowbrook Avenue
Compton, California 90220
Attn: City Manager
(310) 605-5585

To LESSEE: **Fathers and Mothers Who Care
10975 S. Vermont Ave.
Los Angeles, California 90044
Attn: Linda Kelly, Secretary, Executive Director
(323) 899-4011**

Section 32. Entire Agreement. This Lease and any exhibits or attachments hereto and incorporated herein constitute the entire agreement of Owner and Lessee. There are no agreements, terms, conditions or obligations other than those set forth herein.

This Lease shall supersede all previous communications, representations or agreements, either verbal or written between Owner and Lessee. This agreement may be modified only by written agreement signed by both Owner and Lessee.

IN WITNESS WHEREOF, Lessee has executed this Lease and the Owner, by its City Manager, who is authorized to do so, has executed this Lease.

**FATHERS AND MOTHERS WHO CARE
LESSEE**

By _____
**Linda Kelly, Secretary
Executive Director**

Dated: _____

**CITY OF COMPTON/OWNER
Recommended for Approval:**

By _____
**Nebraska Jones, Director
General Services Department**

Dated: _____

Approved by:

By _____
Willie A. Hopkins, Jr., City Manager

Dated: _____

Approved as to form:

By _____
Legal Division

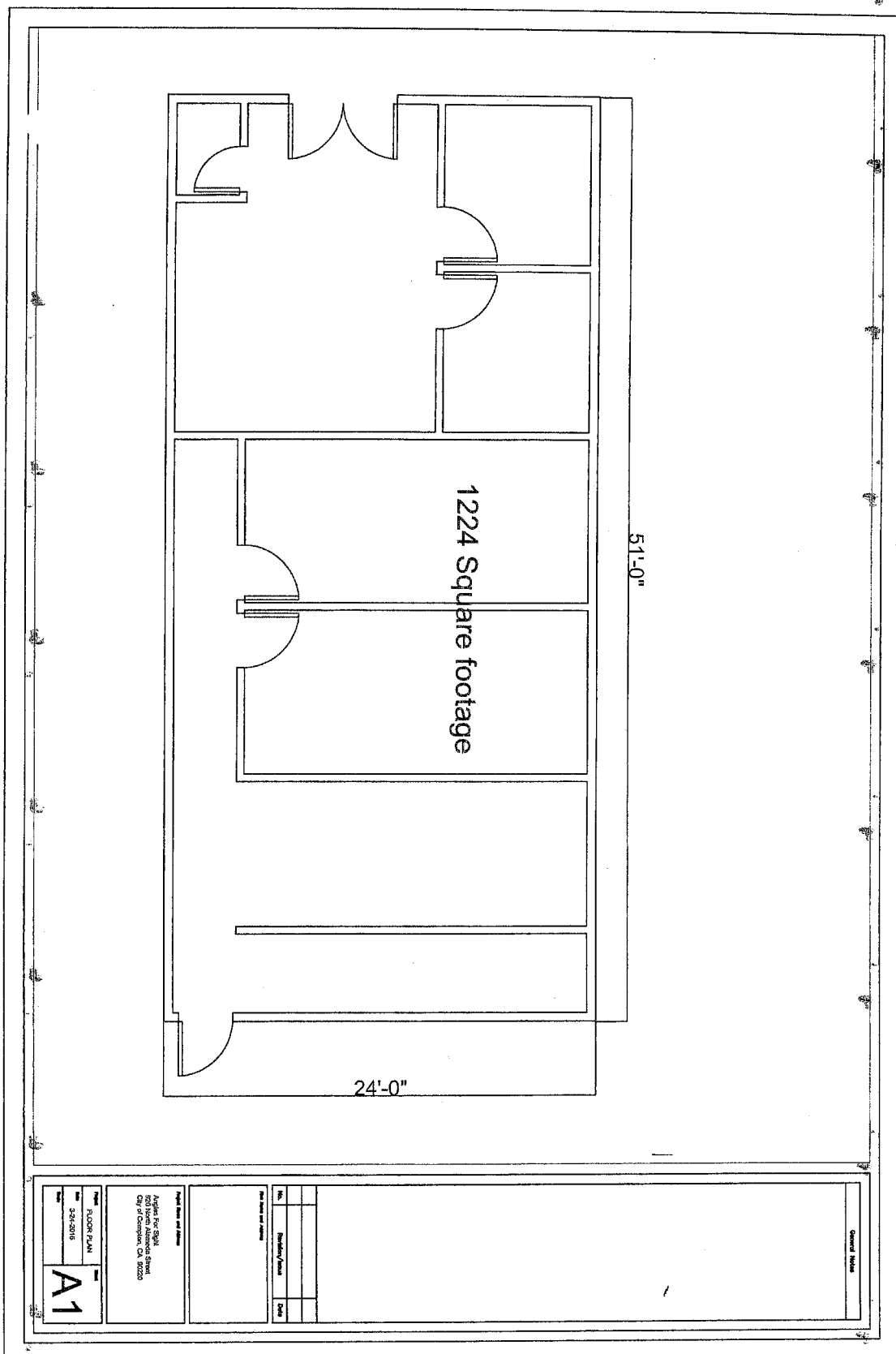
Dated: _____

ATTEST:

Dated: _____

By _____
Satra D. Zurita, City Clerk

DRAFT



FATHERS AND MOTHERS WHO CARE

Building Improvement Plan with Cost Breakdown & Phased Build-Out Timeline

Property Address: 920 N. Alameda

Estimated Total Cost: \$175,000.00

Estimated Completion Timeframe: 6 Months

Cost Allocation by Category

1. Exterior Enhancements – \$30,000.00

- Shrubbery removal and treatment: \$6,000
- Repainting building exterior: \$10,000
- Mural design and installation: \$8,000
- Signage removal and prep for rebranding: \$6,000

2. Parking Lot Restorations – \$35,000.00

- Reasphalting and surface repairs: \$22,000
- Parking space repainting, ADA compliance: \$7,000
- Lighting and safety signage: \$6,000

3. Interior Renovations – \$40,000.00

- Interior wall painting: \$10,000
- Durable flooring installation: \$25,000
- Electrical and lighting improvements: \$5,000

4. Additional Operational Upgrades – \$40,000.00

- Multi-purpose container (classroom, storage, and case management): \$20,000
- HVAC system upgrades: \$17,000
- Minor plumbing and safety updates: \$3,000

5. Project Management & Contingency – \$30,000.00

- Project oversight and coordination: \$12,000
- Permit processing and compliance: \$3,000
- Contingency for unforeseen costs (~10%): \$15,000

Phased Build-Out Timeline (6 Months)

Month	Focus Area	Activities
Month 1	Project Prep & Permitting	Finalize contractor scope, acquire permits, order supplies
Month 2	Interior Renovations Begin	Interior wall painting, flooring installation begins
Month 3	Exterior Enhancements Begin	Shrubbery removal, exterior wall prep, mural and signage planning
Month 4	Exterior Completion & Parking Begins	Exterior paint, signage updates, asphalt repairs start
Month 5	Parking Lot Completion & HVAC Install	Finish parking lot, ADA striping, HVAC upgrades initiated
Month 6	Container Setup & Final Touches	Container installed for classroom/storage/case management, electrical, plumbing checked, mural completed

Impact Statement

With this \$175,000 phased investment, we will:

- Create a clean, vibrant, and welcoming environment that fosters community connection.
- Add a versatile container unit that expands our ability to deliver services.
- Improve safety, accessibility, and comfort for all participants.
- Deliver these upgrades with fiscal and operational responsibility over a 6-month period.

Proposal for Occupancy at 920 N. Alameda

Fathers and Mothers Who Care is committed to supporting families in need by operating as a referral and resource center at 920 N. Alameda. Our mission is to facilitate access to essential services while addressing immediate needs for clothing, hygiene products, and food.

At this location, we will empower families by guiding them to long-term solutions, including access to:

- Permanent housing assistance programs.
- Substance abuse recovery services.
- DPSS benefits, including CalFresh (food stamps), Medi-Cal, and general relief.
- Legal aid services for tenant rights, immigration assistance, and other needs.
- Educational opportunities, job training programs, and employment resources.

In addition to serving as a referral hub, we will offer onsite classes and workshops tailored to building life-long skills and fostering personal growth:

- **Parenting Classes:** Facilitating healthy communication, stress management, and child development strategies.
- **Wellness Workshops:** Promoting mental health, emotional coping, mindfulness, and physical wellness.
- **Job Readiness Training:** Resume writing, interview preparation, and career development.
- **Life Skills Classes:** Budgeting, financial literacy, and time management tools.

Through direct assistance and educational programming, we aim to support families in overcoming both immediate and long-term barriers to stability. By collaborating with local organizations and service providers, we ensure seamless connections to critical resources such as housing, recovery programs, and job placement opportunities.

Our holistic approach combines urgent relief with empowerment strategies to help families build stable, self-sufficient lives. The 920 N. Alameda location will serve as an anchor for these efforts, fostering a safe environment for growth and support.

Planned Building Improvements

We are committed to revitalizing the property at 920 N. Alameda to ensure it is welcoming, functional, and reflects the values of the community we serve. As part of our operations, we plan to make the following building improvements:

- **Exterior Enhancements:**
 - Remove and treat all unwanted shrubbery on the premises to create a clean and open environment.
 - Repaint the exterior of the building and install a new mural that reflects the vibrant culture and spirit of Compton.
 - Remove all old signage to prepare for updated branding and messaging that aligns with our mission.
- **Parking Lot Restorations:**
 - Reasphalt the parking lot and repaint parking spaces to ensure safety and accessibility for participants.
- **Interior Renovations:**
 - Repaint interior walls to create a warm and inviting atmosphere.
 - Redo the flooring to improve functionality and comfort for all visitors.
- **Additional Operational Upgrades:**
 - Place a storage container in the back of the parking lot to expand service capacity and better manage donations (e.g., clothing, hygiene products, and food).
 - Make crucial updates to ensure the building's air conditioning and heating systems are fully operational and capable of meeting year-round demands.

By improving the property, we will create an inspiring, functional space for participants to feel welcome while accessing resources and participating in onsite workshops. These enhancements align with our commitment to supporting families and fostering a positive community presence in Compton.

DATE: NOVEMBER 4, 2025

TO: HONORABLE MAYOR AND CITY COUNCIL MEMBERS

FROM: COMMUNITY DEVELOPMENT DEPARTMENT

SUBJECT: A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON (ACTING IN ITS CAPACITY AS THE CITY AND AS SUCCESSOR AGENCY OF THE FORMER COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON) AUTHORIZING THE CITY MANAGER TO ENTER INTO A PROFESSIONAL SERVICES AGREEMENT AND ESTABLISH A PURCHASE ORDER WITH THE NATELSON DALE GROUP, INC. FOR THE ECONOMIC DEVELOPMENT STRATEGIC PLAN IN AN AMOUNT NOT TO EXCEED ONE HUNDRED FORTY-THREE THOUSAND TWO HUNDRED AND SEVENTY DOLLARS (\$143,270.00)

SUMMARY

Staff respectfully requests that the City Council adopt the attached resolution authorizing the City Manager to enter into a professional services agreement with The Natelson Dale Group, Inc., for consulting services related to the Economic Development Strategic Plan and to establish a purchase order for \$143,270.00.

BACKGROUND

The City of Compton initiated the development of an Economic Development Strategic Plan (EDSP) to create a unified roadmap for business attraction, retention, and long-term economic growth. In response to changing market conditions and increased regional competition, the Plan provides a coordinated strategy to strengthen the local economy, expand the tax base, and improve the quality of life. A consultant was solicited to lead a data-driven planning process that included stakeholder input, market analysis, and identification of key opportunities and challenges. The plan, upon completion, will guide economic development policies and investments over the next four years.

The Economic Development Strategic Plan correlates and conform to the Economic Development Element of the City of Compton's General Plan 2045. The EDSP and Economic Development Element will collectively establish a framework for the City of Compton's economic development priorities and incentives.

SOLICITATION PROCESS

On May 15, 2025, staff issued a Request for Proposals (“RFP”) for the preparation of an Economic Development Strategic Plan designed to align and conform with the City’s General Plan 2045 Update and Economic Development Element. The RFP was published in the *Compton Bulletin*, distributed via email to qualified vendors, and posted on Planet Bids, the City of Compton website and several economic development industry websites. The following eight (8) proposals were received:

Contractor	RFP Price
Civic Solutions Partnership, LLC	Price Not Listed
The Natelson Dale Group Inc	\$143,270
Dalberg Advisors	Price Not Listed
Kosmont Companies	\$149,020
Beacon Economics, LLC	\$129,500
RSG, Inc	\$137,675
HR&A Advisors, Inc	\$497,850
Sunstone Cities	\$108,000

The proposals were evaluated and scored by the Community Development Department staff. Staff determined that the proposal submitted by The Natelson Dale Group, Inc. was the most responsive and capable submitter based on the evaluation criterion outlined in the RFP. Moreover, the Natelson Dale Group has prepared over thirty-seven (37) EDSPs for cities in Los Angeles County and the State of California. The Natelson Dale Group also prepared the Economic Development Element of the City of Compton’s General Plan 2045. Accordingly, the Committee recommends awarding a contract to The Natelson Dale Group, Inc. for the preparation of the city’s Economic Development Strategic Plan. This effort will formalize the city’s economic development priorities and initiate implementation of the Strategic Plan as a critical first step toward a comprehensive planning update.

FISCAL IMPACT

Funds have been allocated in the Successor Agency Fund's Fiscal Year 2025-2026 budget in the following account:

<u>Account</u>	<u>Description</u>	<u>Amount</u>
1201-780-000-4266	Contract Services	\$143,270.00

There is no additional impact to the Successor Agency Fund.

RECOMMENDATION

Staff recommends the City Council adopt the attached Resolution, which authorizes the City Manager to enter into a Professional Services Agreement with The Natelson Dale Group, Inc. for consulting services for the Economic Development Strategic Plan, and to issue a purchase order for \$143,270.00 to remain open until completion of the contract services, notwithstanding the fiscal year-end.

**CECIL FLOURNOY, DIRECTOR
COMMUNITY DEVELOPMENT DEPARTMENT**

APPROVED FOR FORWARDING:

**WILLIE A. HOPKINS, JR.
CITY MANAGER**

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF COMPTON (ACTING IN ITS CAPACITY AS THE CITY AND AS SUCCESSOR AGENCY OF THE FORMER COMMUNITY REDEVELOPMENT AGENCY OF THE CITY OF COMPTON) AUTHORIZING THE CITY MANAGER TO ENTER INTO A PROFESSIONAL SERVICES AGREEMENT AND ESTABLISH A PURCHASE ORDER WITH THE NATELSON DALE GROUP, INC. FOR THE ECONOMIC DEVELOPMENT STRATEGIC PLAN IN AN AMOUNT NOT TO EXCEED ONE HUNDRED FORTY-THREE THOUSAND TWO HUNDRED AND SEVENTY DOLLARS (\$143,270.00)

WHEREAS, the City of Compton has not updated its General Plan since 1991, resulting in outdated economic and land use policies that no longer reflect current conditions or support the City’s long-term goals; and

WHEREAS, in order to address this gap, the City initiated the preparation of an Economic Development Strategic Plan (EDSP) to serve as a modern, action-oriented roadmap for economic revitalization, business attraction and retention, tax base expansion, and overall quality of life improvements; and

WHEREAS, the City issued a formal Request for Proposal (RFP) for consulting services through a competitive procurement process, selected The Natelson Dale Group, Inc. as the most qualified consultant to lead the development of the Strategic Plan; and

WHEREAS, The Natelson Dale Group, Inc. will collaborate with City staff, business stakeholders, and community members in conducting a data-driven planning process that includes market research, stakeholder engagement, and economic analysis, resulting in a Strategic Plan to guide policies and investments for the next four years and inform the City’s forthcoming General Plan update; and

WHEREAS, On May 15, 2025, staff issued a Request for Proposal (“RFP”) for the preparation of an Economic Development Strategic Plan designed to align with the City’s General Plan Update and Economic Development Element(draft). The RFP was published in the *Compton Bulletin*, distributed via email to qualified vendors, and posted on Planet Bids and several economic development industry websites. Eight (8) proposals were received as follows:

Contractor	RFP Price
Civic Solutions Partnership, LLC	Price Not Listed
The Natelson Dale Group Inc	\$143,270
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HR&A Advisors, Inc	\$497,850
Sunstone Cities	\$108,000

WHEREAS, the Evaluation Committee determined that the proposal submitted by The Natelson Dale Group, Inc. was the most responsive and responsible based on the evaluation criteria outlined in the RFP. Accordingly, the Committee recommends awarding a contract to The Natelson Dale Group, Inc. for the preparation of the City’s Economic Development Strategic Plan. This effort will formalize the City’s economic development priorities and initiate implementation of the Strategic Plan as a critical first step toward a comprehensive planning update; and

WHEREAS, it is the desire of the City Council of the City of Compton to authorize the City Manager to enter into a Professional Services Agreement with The Natelson Dale Group, Inc., and to establish a purchase order in the amount of \$143,270.00, said purchase order to remain open until completion of the contract services notwithstanding the fiscal year end; and

WHEREAS, funds in the amount of \$143,270.00 have been allocated in the account number 1201-780-000-4266 for the Fiscal Year 2025 – 2026 budget for this purpose, with no impact to the Successor Agency Fund.

NOW, THEREFORE, THE CITY COUNCIL OF THE CITY OF COMPTON DOES HEREBY RESOLVE:

SECTION 1. That the City Manager is hereby authorized to enter into a Professional Services Agreement with The Natelson Dale Group, Inc. for consulting services related to the Economic Development Strategic Plan.

SECTION 2. That a purchase order in the amount of \$143,270.00 is hereby authorized for The Natelson Dale Group, Inc. Said purchase order shall remain open until completion of the contract services, notwithstanding the fiscal year-end.

SECTION 3. That funds in the amount of \$143,270.00 are budgeted in the Successor Agency Fund for Fiscal Year 2025-2026 and are allocated in Account Number 1201-780-000-4266.

SECTION 4. That certified copies of this resolution shall be filed in the offices of the City Controller, City Clerk, City Manager, Law Division, City Attorney, and Community Development Department.

SECTION 5. That the Mayor shall sign and the City Clerk shall attest to the adoption of this Resolution.

ADOPTED this _____ day of _____, 2025.

EMMA SHARIF
MAYOR OF THE CITY OF COMPTON

ATTEST:

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

STATE OF CALIFORNIA
COUNTY OF LOS ANGELES
CITY OF COMPTON: SS

I, Satra D. Zurita, City Clerk of the City of Compton, hereby certify that the foregoing Resolution was adopted by the Council signed by the Mayor, and attested by the City Clerk to the Council at the regular meeting thereof held on the _____ day of _____, 2025.

That said resolution was adopted by the following vote, to wit:

AYES: COUNCIL MEMBERS-
NOES: COUNCIL MEMBERS-
ABSENT: COUNCIL MEMBERS-
ABSTAIN: COUNCIL MEMBERS-

SATRA D. ZURITA
CITY CLERK OF THE CITY OF COMPTON

**PROFESSIONAL SERVICES AGREEMENT
BETWEEN
SUCCESSOR AGENCY TO THE COMMUNITY REDEVELOPMENT AGENCY
AND
THE NATELSON DALE GROUP, INC.**

This **AGREEMENT** is entered by and between the **Successor Agency to the Community Redevelopment Agency**, a municipal corporation of the State of California (hereinafter referred to as “**AGENCY**”) located at 205 South Willowbrook Avenue, Compton, California 90220, and **THE NATELSON DALE GROUP, INC.** (hereinafter referred to as “**Consultant**”), located at P.O. Box 489, Yorba Linda, CA 92885.

RECITALS:

WHEREAS, the City has determined that it will be prudent to engage the services of a professional and experienced Consultant to assist with the preparation of an Economic Development Strategic Plan (EDSP); and

WHEREAS, Consultant warrants that it is specifically trained, experienced, competent, and has the resources to provide such services which will be required by this Agreement; and

WHEREAS, Consultant is willing to render such professional services subject to the terms and conditions set forth in this Agreement.

NOW, THEREFORE, Consultant and City, for the consideration, terms and conditions herein described, mutually agree as follows:

AGREEMENT:

1. SCOPE OF SERVICES TO BE RENDERED BY CONSULTANT

It is the mutual understanding of the parties that the Consultant shall perform and be responsible for rendering consulting services regarding the preparation of an Economic Development Strategic Plan (EDSP). Professional services shall include, but not be limited to, the Tasks in the Consultant’s attached/incorporated **Proposal (See Exhibit B)**.

Consultant acknowledges that in entering into this Agreement, the City is relying on the Consultant's special skills and experience to do and perform the services in accordance with best standards of professional practice. While performing the services, Consultant agrees to perform all the said work and furnish all the necessary materials at its own cost and expense necessary to complete said services in a manner consistent with the degree of care and skill ordinarily exercised by members of the same profession which are currently practicing under similar circumstances, and to the reasonable satisfaction of the City.

Consultant services hereunder shall be performed in good, workmanlike and professional manner. Consultant shall be responsible for correcting and completing all errors and omissions related to the services provided by the Consultant for this Agreement at no additional cost to the City. “Errors” and “Omissions” for purposes of this paragraph are defined to mean a failure by the Consultant to meet the standards of its profession as set forth in the preceding paragraph. The acceptance of the services by City does not release Consultant from these obligations.

Consultant will be responsible for employing or engaging all persons necessary to perform the services. All of Consultant's staff will be qualified by training and experience to perform their assigned tasks. Consultant will give its personal attention to the fulfillment of the provisions of this Agreement by all of its employees and subcontractors, if any, and will keep the services under its control. On demand of the City, if any employee or subcontractor of Consultant fails or refuses to carry out the provisions of this Agreement or appears to be incompetent or to act in a disorderly or improper manner, he or she will be discharged immediately from the services.

ROGER DALE will serve as the **Project Manager** and shall be primarily responsible for representing the Consultant in the performance of this Agreement.

2. Duration of Contract. Consultant agrees to commence the services provided for herein upon written Notification to Proceed from the City and to continue in a diligent and professional manner until the project is complete, or upon exhaustion of authorized funding, whichever occurs first, unless this Agreement is terminated as provided herein. This Agreement shall automatically terminate on exhaustion of the authorized maximum compensation of **One Hundred Forty-three Thousand, Two Hundred Seventy Dollars (\$143,270)**, unless this Agreement is extended or otherwise terminated as provided herein.

Consultant will generally adhere to the schedule set forth within Consultant's Proposal provided that City will grant reasonable extensions of time for the performance of the services occasioned by unusually lengthy governmental reviews of Consultant's work product or other unavoidable delays occasioned by unforeseen circumstances; provided, further, that such unavoidable delay will not include strikes, lockouts, work stoppages, or other labor disturbances conducted by, or on behalf of, Consultant's officers or employees.

Consultant acknowledges the importance of the City's project schedule and agrees to put forth its best professional efforts to perform the services in a manner consistent with that schedule. City understands, however, that Consultant's performance must be governed by sound practices. Consultant will work such overtime or engage such personnel and equipment as necessary to maintain the schedule, without additional compensation.

3. Compensation. The method of payment for these services will be billed on a time and out-of-pocket expenses basis, as identified in the Consultant's attached/incorporated **Proposal (See Exhibit A)**. The total price paid to the Consultant will include compensation for all work, including travel, materials, supplies, vendor services, expenses and subcontracted work. No additional compensation will be paid to the Consultant, unless there is a change in the scope of the work or the scope of the project. In the instance of a change in the scope of work or scope of the project, adjustment to the total compensation will be negotiated between the Consultant and the City. Adjustment in the total compensation will not be effective until authorized and approved in writing by the City.

Progress payments may be made in arrears based on the percentage of work and deliverables completed by the Consultant. If Consultant fails to submit the required deliverable items according to schedule or as required by the Agreement, except for those amounts that are due and not reasonably in dispute, the City shall have the right to delay payment and/or terminate this Agreement in accordance with the provisions noted herein.

Consultant shall be reimbursed within sixty (60) days, or as promptly as fiscal procedures may permit, upon receipt by the City of itemized invoices for services completed. Invoices shall be

submitted no later than 45 calendar days after the performance of work for which the Consultant is billing. Invoices shall detail the work performed on each task as applicable. Invoices shall be delivered or mailed to the City Controller's Department at the following address: **City of Compton, 205 South Willowbrook Avenue, Compton, California 90220.**

The Consultant is required to comply with all federal, state and local laws and ordinances applicable to the services provided under this Agreement.

As full and complete compensation for performance of all the services performed by the Consultant as described in Section 1 of this Agreement, City shall pay, and Consultant agrees to accept, a not-to-exceed maximum sum of **One Hundred Forty-three Thousand, Two Hundred Seventy Dollars (\$143,270).**

In the event of termination, the Consultant shall be entitled to compensation for the undisputed reasonable value of services performed to the effective date of termination, including any non-cancellable obligations incurred prior to termination; provided, however, that the City may condition payment of such compensation upon the Consultant's delivery to the City of any and all City property, documents, records, materials and work product associated with the performance of this Agreement.

4. Ownership of Materials. All product produced by Consultant or its agents, employees, and subcontractors pursuant to this Agreement (the "Work Product") is the property of City. In the event this Agreement is terminated, all Work Product produced by the Consultant or its agents, employees, and subcontractors pursuant to this Agreement, will be delivered to City pursuant to the termination clause of this Agreement. Consultant will have the right to make one (1) copy of the Work Product for Consultant's records.

The Work Product may be used by City and its agents, employees, representatives, and assigns, in whole or in part, or in modified form, for all purposes the City may deem advisable, without further employment of or payment of any compensation to the Consultant; however, if this Agreement is terminated for any reason prior to the completion of the Project and if under such circumstances City uses, or engages the services of and directs another consultant to use, the Work Product, City agrees to hold the Consultant harmless from any and all liability, costs, and expenses relative to claims arising out of matters and/or events which occur subsequent to the termination of this Agreement as a result of causes other than the fault or negligence of the Consultant, or anyone for whose acts it is responsible, in preparation of the Work Product. Consultant will not be responsible for deficiencies solely attributable to modifications of the Work Product performed by others, or that arise from use of the Documents in connection with a project or site other than that shown in the Work Product.

5. Independent Contractor Status. Consultant, its officers, employees, subconsultants, subcontractors, agents and volunteers (collectively hereinafter the "Consultant"), will perform the services in Consultant's own way and pursuant to this Agreement as an independent contractor and in pursuit of the Consultant's independent calling, and not as an employee of City. The persons used by the Consultant to provide the services under this Agreement will not be considered employees of City for any purposes. Neither the City, nor any of its officers, employees, agents or volunteers shall have any control over the conduct of the Consultant, except as expressly set forth in this Agreement. Consultant expressly warrants that while engaged in carrying out and complying with any terms and conditions of this Agreement that Consultant shall not, at any time or in any manner, represent that Consultant is in any manner an officer, employee, agents or volunteer of the

City. Consultant shall obtain no rights to retirement, health care or any other benefit that accrue to City officials, officers, or employees. Consultant expressly waives any claim to such rights.

The payment made to Consultant pursuant to the Agreement will be the full and complete compensation to which the Consultant is entitled. City will not make any federal or state tax withholdings on behalf of Consultant or its agents, employees or subcontractors. City will not pay any workers' compensation insurance, retirement contributions or unemployment contributions on behalf of Consultant or its employees or subcontractors. Consultant agrees to indemnify and pay City within thirty (30) days for any tax, retirement contribution, social security, overtime payment, unemployment payment or workers' compensation payment which City may be required to make on behalf of Consultant or any agent, employee, or contractor of Consultant for work done under this Agreement. At the City's election, City may deduct the amounts paid pursuant to this Section, from any balance owing to Consultant.

6. Successors, Assignment and Delegation. City and the Consultant each binds themselves, their partners, successors, assignees and legal representatives to the other hereto and to partners, successors, assignees and legal representatives of such other party in respect to all covenants, agreements and obligations contained in this Agreement.

The expertise and experience of Consultant are material considerations for this Agreement. Consultant shall not assign or transfer any interest in this Agreement or the performance of any of Consultant's obligations under this Agreement without the prior written consent of the City. Any attempted assignment or transfer of any of Consultant's rights, duties or obligations arising under this Agreement shall be null and void.

7. Nondiscriminatory Employment Practices. During the performance of this Agreement, the Consultant agrees not to discriminate against any employee or applicant for employment because of race, sex, creed, color, religion, age, sexual orientation, marital status, national origin, political affiliation, handicap or belief in accordance with requirements of City, State or Federal laws and regulations. Consultant will take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, sex, creed, color, religion, age, sexual orientation, marital status, national origin, political affiliation, handicap or belief in accordance with requirements of City, State or Federal laws and regulations. Such actions shall include, but not be limited to the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoffs or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Consultant agrees to post in conspicuous places, available to employees, applicants and subcontractors for employment, notices setting forth the provisions of this non-discrimination clause.

In the event of the Consultant's non-compliance with the non-discrimination clause of this Agreement, this Agreement may be immediately canceled, terminated or suspended in whole or in part.

8. Subcontracting. Consultant's services are unique and personal. Except as may be specified in Consultant's Proposal and agreed to by the City, Consultant will not subcontract any portion of the services without prior written approval of City Manager or his/her designee. If Consultant subcontracts any of the services, Consultant will be fully responsible to City for the acts, errors and omissions of Consultant's subcontractor and of the persons either directly or indirectly employed by the subcontractor, as Consultant is for the acts and omissions of persons directly employed by Consultant. Nothing contained in this Agreement will create any contractual relationship between any subcontractor of Consultant and City. Consultant will be responsible for

payment of subcontractors. Consultant will bind every subcontractor and every subcontractor of a subcontractor by the terms of this Agreement applicable to Consultant's work unless specifically noted to the contrary in the subcontract and approved in writing by City.

9. Other Consultants. The City reserves the right to employ other consultants in connection with the services.

10. Indemnification. Consultant shall indemnify and save harmless the City, its officials, officers, employees, agents and volunteers (collectively hereinafter the "City"), against any and all damages to property or injuries to or death of any person or persons, including property and employees or agents of the City and shall indemnify and save the City from any and all liability and expense including reimbursement of reasonable defense costs and legal fees, and claims, demands, suits, actions or proceedings of any kind or nature, including Workers' Compensation claims, of or by anyone whomsoever to the extent resulting from or arising out of the negligent, reckless or willful misconduct for the Consultant, its officers, employees, subconsultants, subcontractors or agents in the performance of the duties undertaken by Consultant pursuant to this Agreement.

This indemnification and hold harmless obligation does not extend to claims arising out of the negligence or willful misconduct of the City.

11. Insurance. Without limiting the Consultant's indemnification of the City, Consultant shall obtain and maintain, at its cost and expense, for the duration of the Agreement and any and all amendments, insurance against claims for injuries to persons or damage to property which may arise out of or in connection with performance of the services by Consultant or Consultant's agents, representatives, employees or subcontractors. The insurance will be obtained from an insurance carrier admitted and authorized to do business in the State of California. Such evidence shall specifically identify this Agreement and shall contain express conditions that the City is to be given written notice at least thirty (30) days in advance of any termination or implementation of a reduction of limits or material change of insurance coverage as specified herein. Failure on the part of the Consultant to procure or maintain insurance shall constitute a material breach upon which the City may immediately terminate this Agreement. All insurance required hereunder shall be primary with respect to any insurance maintained by the City.

Coverages and Limits. Consultant will maintain the types of coverages and minimum limits indicated below, unless the Risk Manager or City Manager, in consultation with the City Attorney approves a lower amount. These minimum amounts of coverage will not constitute any limitations or cap on Consultant's indemnification obligations under this Agreement. City, its officers, agents, volunteers and employees make no representation that the limits of the insurance specified to be carried by Consultant pursuant to this Agreement are adequate to protect Consultant. The coverage will contain no special limitations on the scope of its protection to the above-designated insureds except for Workers Compensation and Professional Liability (i.e. errors and omissions insurance). Consultant will obtain occurrence coverage, excluding Professional Liability, which will be written as claims-made coverage. If Consultant believes that any required insurance coverage is inadequate, Consultant will obtain such additional insurance coverage, as Consultant deems adequate, at Consultant's sole expense.

11.1 **Commercial General Liability Insurance.** \$1,000,000 combined single-limit per occurrence for bodily injury, personal injury and property damage. If the submitted policies contain aggregate limits, general aggregate limits will apply separately to the work under this Agreement or the general aggregate will be twice the required per occurrence limit.

11.2 Automobile Liability. \$1,000,000 combined single-limit per accident for bodily injury and property damage.

11.3 Workers' Compensation and Employer's Liability. Workers' Compensation limits as required by the California Labor Code and Employer's Liability limits of \$1,000,000 per accident for bodily injury. Workers' Compensation and Employer's Liability insurance will not be required if Consultant has no employees and provides, to City's satisfaction, a declaration stating this.

11.4 Professional Liability. Errors and omissions liability appropriate to Consultant's profession with limits of not less than \$1,000,000 per claim. The coverage shall also provide an extended two (2) year period commencing upon termination or cancellation of this Agreement.

Endorsements. For Commercial General Liability Insurance and Automobile Liability Insurance, Consultant will ensure that the policies are endorsed to name the City of Compton and its respective elected and appointed officers, officials, employees, agents and volunteers as “**additional insureds**” with respect to liability arising out of the activities of the Consultant. Any failure to comply with provisions of the policies shall not affect coverage provided to the City. ***Prior to City's execution of this Agreement, Consultant shall furnish certificates of insurance and endorsements to City.***

Waiver of Subrogation. The policies shall contain a waiver of subrogation for the benefit of City.

12. Permits and Licenses. Consultant, at its own expense, during the term of this Agreement, shall obtain and maintain all appropriate business and professional permits, licenses and certificates that may be required in connection with the performance of services by the Consultant. Upon execution of this Agreement, the Consultant shall show evidence of a business license permit in conformance with *Section 9-1.2 of the Compton Municipal Code*.

13. Maintenance of Records. Consultant will maintain complete and accurate records with respect to costs incurred under this Agreement. All records will be clearly identifiable. Consultant will allow a representative of the City, during normal business hours to examine, audit, and make transcripts or copies of records and any other documents created pursuant to this Agreement. Consultant will allow inspection of all work, data, documents, proceedings, and activities related to the Agreement for a period of three (3) years, or longer if required by law, from the date of final payment under this Agreement.

14. Warranties. Consultant represents and warrants (i) that Consultant has no obligations, legal or otherwise, inconsistent with the terms of this Agreement or with Consultant's undertaking this relationship with City, (ii) that the performance of the services called for by this Agreement do not and will not violate any applicable law, rule or regulation or any proprietary or other right of any third party, (iii) that Consultant will not use in the performance of his responsibilities under this Agreement any confidential information or trade secrets of any other person or entity and (iv) that Consultant has not knowingly entered into or will enter into any agreement (whether oral or written) in conflict with this Agreement.

15. Federal and State Withholding Taxes. Consultant shall be responsible for paying when due all federal and state income withholding taxes for all earning under this Agreement. Consultant agrees to indemnify City for any claims, costs, losses, fees, penalties, interest, or damages suffered by City resulting from Consultant's failure to comply with this provision.

16. General Compliance with Laws. Consultant will keep fully informed of federal, state and local laws and ordinances and regulations which in any manner affect those employed by Consultant, or in any way affect the performance of the services by Consultant. Consultant will at all times observe and comply with these laws, ordinances, and regulations and will be responsible for the compliance of the services with all applicable laws, ordinances and regulations.

17. Termination. In the event of the Consultant's failure to prosecute, deliver, or perform the services, after giving written notice of default and two (2) days to correct the same, then, in addition to any other remedies, City may terminate this Agreement for nonperformance by notifying Consultant in writing. Consultant has five (5) business days to deliver any documents owned by City and all work in progress to City address contained in this Agreement. City will make a determination of fact based upon the work product delivered to City and of the percentage of work that Consultant has performed. Based upon that finding City will determine the final payment of the Agreement. In the event City elects to terminate, City will have the right to immediate possession of all Work Product and work in progress prepared by Consultant, whether located at the project site, at Consultant's place of business, or at the offices of a subconsultant.

The City's obligation is payable only from funds appropriated for the purpose of this Agreement. All funds for payments after the end of the current fiscal year are subject to the City's legislative appropriation for this purpose. In the event this Agreement extends into succeeding fiscal year periods and the City Council does not allocate sufficient funds for the next succeeding fiscal year payments, this Agreement shall terminate immediately upon written notice from the City.

Either Party, upon tendering thirty (30) calendar days written notice to the other Party, may terminate this Agreement for convenience. In this event and upon request of City, Consultant will assemble the work product without charge and put it in order for proper filing and closing and deliver it to City. Consultant will be paid for work performed to the termination date; however, the total will not exceed the lump sum fee payable under this Agreement. City will make the final determination as to the portions of tasks completed and the compensation to be made.

18. Covenants Against Contingent Fees. Consultant warrants that Consultant has not employed or retained any company or person, other than a bona fide employee working for Consultant, to solicit or secure this Agreement, and that Consultant has not paid or agreed to pay any company or person, other than a bona fide employee, any fee, commission, percentage, brokerage fee, gift, or any other consideration contingent upon, or resulting from, the award or making of this Agreement. For breach or violation of this warranty, City will have the right to terminate this Agreement for nonperformance, or, in its discretion, to deduct from the Agreement price or consideration, or otherwise recover, the full amount of the fee, commission, percentage, brokerage fees, gift, or contingent fee.

19. Claims And Lawsuits. By signing this Agreement, Consultant agrees that any Agreement claim submitted to City must be asserted as part of the Agreement process as set forth in this Agreement and not in anticipation of litigation or in conjunction with litigation. Consultant acknowledges that if a false claim is submitted to City by Consultant, it may be considered fraud and Consultant may be subject to criminal prosecution. Consultant acknowledges that California Government Code sections 12650 *et seq.*, the False Claims Act, applies to this Agreement and, provides for civil penalties where a person knowingly submits a false claim to a public entity. These provisions include false claims made with deliberate ignorance of the false information or in reckless disregard of the truth or falsity of information. If City seeks to recover penalties pursuant to the False Claims Act, it is entitled to recover its litigation costs, including attorney's fees. Consultant

acknowledges that the filing of a false claim may subject Consultant to an administrative proceeding as the result of which Consultant may be prevented to act as a Consultant on any public work or improvement for a period of up to five (5) years. Consultant acknowledges debarment by another jurisdiction is grounds for City to terminate this Agreement.

20. Certifications. The Consultant, under penalty of perjury, certifies that, except as noted below, he/she or any other person associated therewith in the capacity of owner, partner, director, officer, manager:

- is not currently under suspension, voluntary exclusion, or determination of ineligibility by any Federal, State or local agency;
- has not been suspended, voluntarily excluded or determined ineligible by any Federal, State or local agency within the past 3 years;
- has not been indicted, convicted, or had a civil judgment rendered against he/she/it by a court of competent jurisdiction in any matter involving fraud or official misconduct in connection with obtaining, attempting to obtain, or performing a public (Federal, state or local) transaction or contract under a public transaction; violation of Federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property within the past 3 years; and
- are not presently indicted or otherwise criminally or civilly charged by a governmental entity (Federal, State or local) with commission of any of the offenses enumerated in the preceding paragraph; and
- have not had one or more public transactions (Federal, State or local) terminated for cause or default within the past 3 years.

If there are any exceptions to this certification, insert the exceptions in the following space.

[Supply exceptions on separate page]

For any exception noted above, indicate below to whom it applies, initiating agency, and dates of action.

[Attach separate page]

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction. The above certifications are part of this contract. Signing this agreement on the signature portion thereof shall also constitute signature of the above Certifications.

Roger Dale, Managing Principal

(Date)

21. Jurisdiction, Venue and Governing Law. Any action at law or in equity brought by either of the Parties for the purpose of enforcing a right or rights provided for by this Agreement will be tried in a court of competent jurisdiction in the County of Los Angeles, State of California, and the Parties waive all provisions of law providing for a change of venue in these proceedings to any other county. This agreement will be governed by the laws of the State of California.

22. Testimony. Consultant will testify at City's request if litigation is brought against City in connection with Consultant's services under this agreement. Unless the action is brought by Consultant, or is based upon Consultant's actual or alleged negligence or other wrongdoing, City, upon prior written agreement with Consultant will compensate Consultant for time spent in preparation for testimony, testimony, and travel at Consultant's standard hourly rates at the time of actual testimony.

23. Waivers. The waiver by either Party of any breach or violation of any term, covenant, or condition of this Agreement or of any applicable law will not be deemed to be a waiver of such term, covenant, condition or law or of any subsequent breach or violation of same or of any other term, covenant, condition or law. The acceptance by either Party of any fee or other payment which may become due under this Agreement will not be deemed to be a waiver of any preceding breach or violation by the other Party of any term, covenant, or condition of this Agreement or any applicable law.

24. Authority. The individuals executing this Agreement and the instruments referenced in it on behalf of Consultant each represent and warrant that they have the legal power, right and actual authority to bind Consultant to the terms and conditions of this Agreement.

25. Severability. If any term, provision, condition or covenant of this Agreement or its application to any party or circumstances shall be held, to any extent, invalid or unenforceable, the remainder of this Agreement, or the application of the term, provision, condition or covenant to persons or circumstances other than those as to whom or which it is held invalid or unenforceable, shall not be affected, and shall be valid and enforceable to the fullest extent permitted by law.

26. Amendments. This Agreement may be modified or amended only be written document executed by both Consultant and City's City Manager and approved as to form by the City Attorney. Such document shall expressly state that it is intended by the parties to amend the terms and conditions of this Agreement.

27. Confidentiality. All documents, information, data, and exhibits prepared or assembled by Consultant in connection with the performance of the Services pursuant to the Agreement are confidential until released by the City to the public, and the Consultant will not make any of these documents or information available to any individual or organization not employed by the Consultant or the City without the written consent of the City before any such release.

28. Entire Agreement. This Agreement, together with any other written document referred to or contemplated by it embody the entire Agreement and understanding between the parties relating to the subject matter of it. The City Manager is authorized, in consultation with the City Attorney, to agree to non-material amendments to this Agreement. Neither this Agreement nor any of its provisions may be amended, modified, waived or discharged except in a writing signed by both parties.

29. Notices. Any notices required or permitted under this Agreement shall be effective when delivered in person; and effective one (1) business day after delivery by facsimile transmission; and effective five (5) days after mailing by U.S. Mail, postage prepaid and properly addressed as follows:

TO CONSULTANT:

**The Natelson Dale Group, Inc.
P.O. Box 489
Yorba Linda, CA 92885
Attn: Roger Dale, Managing Principal
(714) 609-5845**

TO CITY:

**CITY OF COMPTON
205 South Willowbrook Avenue
Compton, California 90220
Attn: Cecil Flournoy, Director
Community Development Department
(310) 605-5532**

Note: A copy of any notice provided to Consultant shall also be provided to: City Manager, 205 South Willowbrook Avenue, Compton, California 90220.

30. Miscellaneous. No provision of this Agreement is to be interpreted for or against either party because that party or that party's legal representative drafted such provision.

Should either party hereto, or any representative, successor or assignee of either party hereto, resort to litigation to enforce the provisions of this Agreement, the party or parties prevailing in such litigation shall be entitled, in addition to such other relief as may be granted, to recover its or their reasonable attorney's fees and costs in such litigation from the party or parties against whom enforcement is sought.

IN WITNESS WHEREOF, Consultant has executed this Agreement, and the City, by its City Manager, who is authorized to do so, has executed this Agreement.

The Natelson Dale Group, Inc.

**By: _____
Name: Roger Dale
Title: Project Manager
Date: _____**

CITY OF COMPTON

**By: _____
Name: Willie A. Hopkins
Title: Executive Director
Date: _____**

Approved as to form:

**By: _____
Name: Janene McIntyre
Title: General Counsel
Date: _____**

ATTEST:

**By: _____
Name: Satra D. Zurita
Title: Secretary
Date: _____**

EXHIBIT A

The Natelson Dale Group, Inc. (TNDG) complete this assignment (through adoption of the final Economic Development Strategic Plan) for a total fixed fee of \$128,360 (ONE HUNDRED AND TWENTY-EIGHT THOUSAND, THREE HUNDRED AND SIXTY DOLLARS), excluding the optional stakeholder Taskforce process. If the City opts to pursue the series of Taskforce meetings, the supplemental budget would be \$14,910, for a **total maximum budget of \$143,720 (ONE HUNDRED AND FORTY-THREE THOUSAND, SEVEN HUNDRED AND TWENTY DOLLARS)**.

Consultant hours by major project component are estimated as follows:

Hourly rates ---►	\$265 Dale	\$265 Saldana	\$210 McClure	\$210 Levenson	\$140 Collins	Costs
Work Scope Element	Hours					
Task 1: Economic Conditions Analysis	60	60	60	60	40	\$62,600
Task 2: Outreach/Vision (without optional taskforce)	48	20	24	24	8	\$29,220
Task 3: Research and Draft EDSP	40	20	40	-	16	\$26,540
Sub-totals	148	100	124	84	64	\$118,360
<u>Expenses:</u>						
Meeting expenses (mileage, etc.)						\$3,500
Translation services						\$5,000
Data						\$1,500
Total Cost, Excluding optional EDSP Taskforce Meetings						\$128,360
OPTIONAL TASK: EDSP Taskforce meetings (3)	24	18	-	18	-	\$14,910
Total Cost, WITH optional EDSP Taskforce Meetings	172	118	124	102	64	\$143,270

EXHIBIT B

WORK SCOPE AND PROJECT SCHEDULE

Work Scope

TASK 1: ECONOMIC CONDITIONS ANALYSIS

1.A Project Kickoff Meeting

The Natelson Dale Group, Inc. (TNDG) will facilitate a kickoff meeting with all project stakeholders (as mutually determined with the City) to establish baseline expectations for ongoing work. The kickoff meeting will cover communication channels to ensure timely and high-quality delivery of project tasks, and align project objectives, methodology, schedule, deliverables, and protocols.

1.B Review and analysis of existing demographic and socioeconomic data, labor force characteristics, sales tax revenue and other key economic data

TNDG will compile background information from a range of public and private data sources including the following:

- U.S. Census / American Community Survey (ACS)
- Southern California Association of Governments (SCAG)
- Los Angeles County Assessor's Office
- California Department of Finance (DOF)
- California Department of Tax and Fee Administration (CDTFA)
- Commercial/industrial real estate market data (CoStar)
- Lightcast/EMSI (for existing and projected employment, by detailed industry and occupation)

Where appropriate, demographic and economic data will be evaluated at multiple levels of geography (city, county, and state) to allow for comparison of local conditions to reference-area benchmarks. In addition, TNDG will customize the study geographies to reflect Compton's strategic market position within metro Los Angeles and the larger Southern California region.

1.C SWOT Analysis and Competitive Assessment

TNDG will prepare a comprehensive strength-weakness-opportunity-threat (SWOT) analysis to guide the subsequent strategy formulation tasks. The SWOT summary will quantify Compton's potentials for quality economic growth, based on the following information sources: the baseline data compiled in Task 1.B; input from stakeholders; and the consultant's longstanding knowledge of economic development "best practices." The SWOT summary will consider the following issue categories:

- Geographic setting and proximity to larger economic regions
- Demographic makeup (existing and projected)
- Workforce availability and skill levels (for the City and the larger "commute shed" region)

- Workforce commute patterns
- Education system
- Existing economic base (i.e., mix of industry types)
- Existing land use conditions and available land for development/redevelopment
- Infrastructure conditions and capacity (including transportation access and broadband service)
- Housing availability and affordability
- Quality of life
- Community image
- Resident/community attitude towards growth
- Regulatory environment (local and state level)
- Economic development partnerships (public and private)
- Economic development incentives

The SWOT summary will identify the core strengths and opportunities that Compton can leverage for desired economic growth and prioritize these opportunities to allow for a strategic approach to marketing the community. With respect to weaknesses and threats, the SWOT will distinguish between issues that can realistically be mitigated and issues that are likely to be permanent constraints (thereby helping to define types of economic growth that are not realistic targets for the City).

1.D Market Potentials Analysis

As detailed below, TNDG's market potentials analysis would include two major components (both of which would build on the market/financial studies TNDG prepared for the City in 2023 as part of the General Plan update:

- A **business/industry sector ("cluster") analysis** to identify specific industries/clusters that would offer strong potentials for high-quality economic growth in Compton; and
- A **consumer demand / real estate market analysis** to forecast demand for new commercial and industrial development in the City.

Business Sector Analysis (identification of target industries/clusters). The target industry analysis would include the following steps:

- A. Compile updated documentation of regional industry targeting efforts (e.g., Los Angeles County Economic Development Corporation programs) potentially relevant to Compton.
- B. Update TNDG's city-level "cluster" analysis to identify candidate industries for Compton. This update will include the following steps:
 - a. Compile updated data (6-digit NAICS code level) on current and recent historic employment in the City.

- b. Evaluate the City’s comparative strengths relative to the larger metro Los Angeles and Southern California regions, utilizing standard economic analysis techniques such as location quotient and shift-share analysis.
- c. Evaluate City’s linkages to relevant regional industry clusters.

To facilitate efficient updating of the target industry/cluster analysis, TNDG would utilize customized employment data from Lightcast/EMSI.

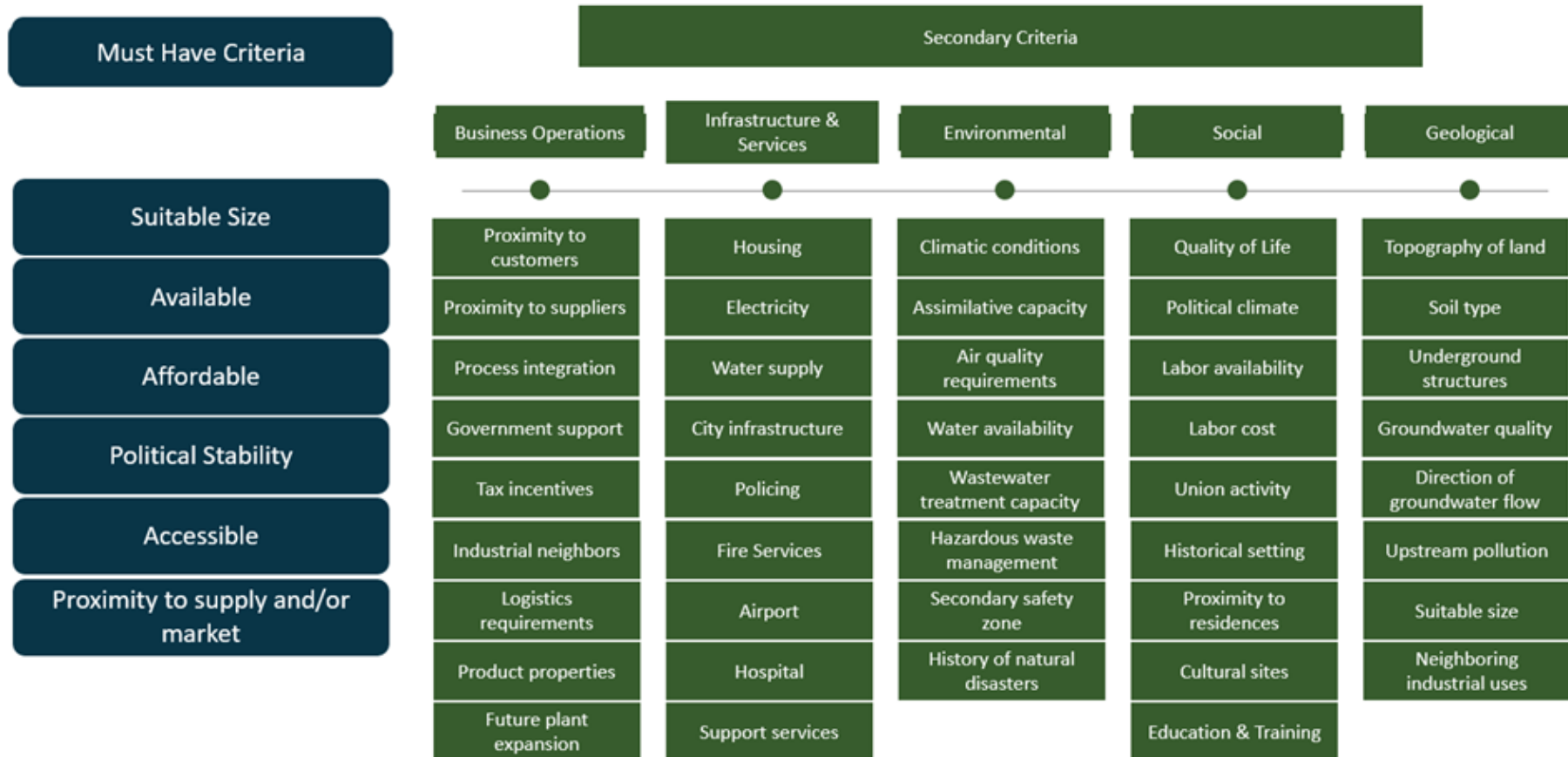
In addition to the data-driven steps outlined above, the TNDG would evaluate Compton’s business attraction potentials from a site selector’s perspective. To that end, the consultant team will utilize the criteria outlined on the graphic on the following page. The list of “Must Have” and “Secondary” site selection criteria was developed by TNDG team member Paul Saldana based on his 30+ years of working with the site selection community.

Consumer Demand Analysis and Commercial/Industrial Market Projections. Utilizing the datasets compiled in Task 1.B, TNDG will prepare updated versions of the real estate demand forecasting models prepared by the firm in 2023 as part of the General Plan update. These models project future opportunities for local economic development based on anticipated population, employment and highway traffic growth. The models consider the existing and future demographic makeup of the City’s resident population, as well as potential consumer demand from regional residents and visitors. The models address the following land uses:

- Office space
- Industrial/R&D space
- Retail restaurant space

With respect to retail/restaurant businesses, the TNDG demand model will identify specific opportunities for additional facility development (or new retail/restaurant tenancies in existing space) in Compton. The model first evaluates existing retail attraction patterns (comparing potential demand to actual existing sales) and then estimates the portion of the existing sales attraction that could realistically be retained given the increasing impacts of online sales. The model also forecasts future demand growth based on projected increases in local/regional population and employment. Potential demand for new retail businesses is expressed in terms of square feet supportable by major retail category (i.e., apparel, home furnishings, specialty, general merchandise, grocery, restaurants, hardware, etc.).

The “bottom line” findings of the real estate demand analyses will be expressed in terms of square feet of supportable building space by land use (over a 10-year forecast horizon). The supportable building square footages will also be translated to land/site acreage requirements for planning purposes.



1.E *Prepare a Psychographic Study to understand Compton visitors', shoppers', and diners', lifestyles, behaviors, and purchasing history*

The TNDG team utilizes demographic segmentation that offers insight into consumer behaviors, spending patterns and site selection. The following identifies the information that will be analyzed as part of the Psychographic Study (aka Demographic Segmentation):

Utilize Demographic & Lifestyle Data

- Utilize data aggregated from 15 sources, including Esri, to provide insights into spending habits, sales volume, traffic counts, and drive times.
- Present data as consumer segments based on age, income, household composition, and purchasing behaviors.

Identify Consumer Preferences & Spending Trends

- Leverage tax and financial data to assess discretionary spending levels.
- Examine lifestyle segmentation to tailor marketing strategies for different consumer groups.
- Use behavioral insights to refine product offerings and promotional campaigns.

Optimize Business & Investment Strategies

- Align findings with economic development initiatives to attract businesses suited to Compton's consumer base.
- Develop targeted outreach for investors and entrepreneurs based on market demand.
- Utilize competitive intelligence to benchmark against similar urban markets.

1.F *Target Lists for Business Retention/Attraction*

The TNDG team will develop top-five lists of businesses within each of the critical industries in the City, including the following:

- Highest producers of sales tax revenue (using HDL data supplied by City)
- Highest numbers of employees, segmented by firm and workforce (talent and diversity) characteristics
- Growth potential

Value-added Task: Target List for Business Attraction

The TNDG team will establish a comprehensive target list of the types of businesses the City should focus on attracting in the next four years. Utilizing a proprietary database of retail, commercial, real estate and site selection executives, the team will develop a list of target businesses, including contact

information. This list will also include cross-industry collaborations (supply chain) and revenue/profitability of companies best suited for Compton.

1.G Administrative Capacity Assessment

Consistent with the City's requirements, the TNDG team will:

- Analyze the organizational capacity of the City to execute and implement economic development programs and initiatives.
- Identify local leaders and partners engaged in economic development.
- Identify additional resources and funding that may be needed to successfully support the implementation of strategies.

The specific components of TNDG's administrative capacity assessment are outlined below.

Organizational Capacity Assessment

- **Policy & Framework Review:** Analyze existing economic development plans, governance structures, and operational frameworks.
- **Stakeholder Interviews:** Gather insights from city officials, community leaders, and industry representatives.
- **Comparative Benchmarking:** Assess Compton's approach relative to similar municipalities.
- **Implementation Readiness:** Evaluate staffing, funding, and strategic alignment.

Stakeholder & Leadership Mapping

- **Local Business & Community Networks:** Identify key economic contributors and thought leaders.
- **Social Network Analysis (SNA):** Map collaborative relationships between businesses, nonprofits, and government entities.
- **Public Forums & Engagement Sessions:** Facilitate conversations to align priorities and strengthen partnerships.

Resource & Funding Identification

- **Current Budget & Grants:** Review available funding streams from municipal, state, and federal sources.
- **Public-Private Partnerships (PPP):** Explore investment opportunities with local businesses and philanthropies.
- **State & Federal Alignment:** Leverage programs that relate to economic development, infrastructure and other identified needs.

- **Strategic Fund Development:** Design a roadmap for multi-phase implementation (with EDSP)

Deliverables for Task 1:

- Project kickoff meeting
- Demographic background report
- Psychographic study
- SWOT analysis and competitive assessment
- Commercial/industrial real estate demand analysis
- Industry cluster analysis (including target list for business attraction)
- Administrative capacity assessment

TASK 2: OUTREACH AND COMMUNITY'S STRATEGIC VISION

Consistent with the approach outlined in the City's RFP, the TNDG team would facilitate a robust stakeholder engagement process, which would be foundational to preparing a Vision Statement, goals and objectives for the 4-year EDSP. TNDG's proposed stakeholder engagement process would include the following components:

- Online surveys (in English and Spanish) of residents and the business community to understand economic challenges and priorities;
- Three (3) community workshops (in English with Spanish translation available), including two meetings oriented toward residents and one meeting oriented toward business stakeholders;
- Individual interviews with selected stakeholders, including local business owners, commercial property owners, and real estate developers/brokers;
- In-person presentation to the Community & Economic Development Committee
- In-person briefing to City's executive leadership
- In-person presentation of the final EDSP to the Compton City Council for consideration and approval; and
- Bi-weekly coordination meetings with City staff.

As an optional element of the stakeholder engagement process, TNDG could facilitate a series of meetings with a "Stakeholder Taskforce" organized specifically for the EDSP process.

Online Surveys of Residents and the Business Community. TNDG would design and implement an online survey (in English and Spanish) of Compton residents; TNDG would also conduct a separate online survey (in English and Spanish) of the Compton business community. The survey would focus on profiling the most important challenges, opportunities, and priorities facing local residents and businesses, and identifying the types economic development programs the community would like to see the City offer. In order to ensure a high rate of participation in the surveys, TNDG would work closely with City staff to distribute the survey links via a range of communications channels.

Individual Stakeholder Interviews. In addition to the online survey, TNDG would conduct individual interviews with selected stakeholders (the list of interviewees would be mutually determined by TNDG and City staff). For budgeting purposes, we have assumed a total of 15 interviews to be conducted remotely (by phone or Zoom).

In-person Community Workshops. TNDG’s budget for this proposal includes a total of three (3) community workshops: two workshops oriented toward Compton residents and one workshop oriented toward the business community. The purposes of these meetings would be to identify the major economic issues that the community would like to see addressed in the EDSP and to get community input (via facilitated workshops) on prioritization of EDSP programs and action items. These meetings would be presented in English, with Spanish translation services available for the presentations and group discussions.

Meetings with City Personnel. TNDG’s budget for this contract would include bi-weekly coordination meetings (virtual) with City staff.

(OPTIONAL TASK) Stakeholder Taskforce. As an optional/supplemental component of the stakeholder engagement program, TNDG would work with City staff to establish an ad hoc taskforce to provide guidance to the EDSP process. In TNDG’s experience, an informal taskforce of 10-15 members is very manageable for this type of project. The taskforce would include a mix of public and private sector representatives (to be determined by TNDG and City staff). The proposed sequence of taskforce meetings would be as follows:

- Taskforce Meeting #1 would be concurrent with the SWOT analysis (Task 1) and would have two major purposes: (a) the TNDG team would present key findings from the team’s initial technical studies; and (b) TNDG would facilitate a group discussion to get the taskforce’s preliminary ideas on key issues, constraints and opportunities affecting Compton’s development potentials.
- Taskforce Meeting #2 would occur approximately mid-way through the process. At this meeting TNDG would present a preliminary strategic framework for the plan and then facilitate a group discussion to get the taskforce’s input on potential implementation strategies.
- Taskforce Meeting #3 would occur near the end of the process. At this meeting TNDG would review the Draft EDSP (which would be circulated to the taskforce members in advance of the meeting) and will get feedback from the taskforce regarding: (a) prioritization of the specific strategies included in the plan, and (b) designation of “lead entities” (i.e., specific City departments and/or external “partner” organizations) for each implementation strategy.

Deliverables for Task 2:

- Summary tabulations from resident and business surveys
- Summary notes from community workshops
- Summary notes from (OPTIONAL) EDSP taskforce meetings
- Vision Statement
- Bi-weekly check-in meetings with City staff

TASK 3: RESEARCH AND DRAFT ECONOMIC DEVELOPMENT STRATEGY

The TNDG Team will integrate the findings and strategic implications from all preceding tasks into a comprehensive Economic Development Strategic Plan (EDSP) for Compton. The Plan will provide a

detailed blueprint for the City’s economic development programming, with both short-term (2-year) and longer-term (4-year) recommendations for attracting, strengthening, and sustaining the identified set of target industries and implementing other strategies. The Action Plan will include the following elements:

- ❖ A **Real Estate Development/Marketing Strategy**, including specific recommendations for optimizing light industrial, office and retail development opportunities. These recommendations would be location-specific and oriented to key “opportunity sites” (or other subareas) identified during the course of the planning process.
- ❖ A **Business Retention/Expansion/Attraction Strategy** reflecting the specific industry clusters and market segments identified in the technical analyses. The target industry strategy will include the following components:
 - Specific recruitment goals and objectives.
 - Workforce development strategies oriented to the needs of the priority industry clusters.
 - Recommendations regarding physical infrastructure improvements and other “capacity building” issues relevant to the targeted industry clusters.
 - Recommended marketing framework for a cluster-based strategy (potentially in tandem with regional marketing initiatives).
 - Strategies for supporting and encouraging entrepreneurship and innovative activities within targeted industry clusters.
- ❖ Specific **Recommendations for Leveraging Key Regional Initiatives and Resources** (e.g., LAEDC, Los Angeles County Department of Economic Opportunity, Compton Worksource Center, etc.) within the City’s overall development and business attraction efforts.
- ❖ A strategy to address **Foundational Elements**, including: 1) recommendations regarding physical infrastructure improvements and other “capacity building” issues affecting the viability of the target clusters, 2) integration of existing assets such as transportation and educational systems, and 3) recommended measures to ensure the City’s “business friendliness.”
- ❖ A **Prioritization Matrix** indicating the potential timing of the various action items (immediate, 1-2 years, 3-4 years), and identifying the specific projects and programs that would provide the best leverage of available resources.
- ❖ Recommended **Staffing/Organizational Structure** for the City’s economic development programming.
- ❖ A **Responsibility Matrix** indicating the entities who would most appropriately be tasked with carrying out various action items (including collaborating regional agencies and private sector “partners”).
- ❖ Recommended **Funding Sources and Incentives**, allowing for fiscally responsible implementation of the EDSP recommendations and action items.

- ❖ Recommended **Assessment Tools** and a **Monitoring Program** to track the implementation of the Plan and to refine strategy objectives over time. The monitoring program will include performance-based “metrics” utilizing readily available data sources.

Deliverables for Task 3:

- EDSP document (draft and final)
- Detailed implementation table with estimated deadlines
- Implementation/assessment tools with recommended metrics
- In-person meetings with CEDC, City Council, Executive Leadership

Project Schedule

The TNDG team would complete this assignment (through adoption of the Final Economic Development Strategic Plan) within approximately six months (26 weeks) of authorization to proceed, per the task/deliverable schedule on the next page.

Schedule of Tasks and Deliverables for Compton EDSP

Major Task	Subtask	Completion Timeframe	Deliverables	Deliverable Date
Task 1: Economic Conditions Analysis	Project kickoff meeting	Week 1	Meeting notes	Week 1
	Demographic and economic data analysis	Weeks 1-6	Demographic/economic background report	Week 6
	SWOT analysis and competitive assessment	Weeks 1-6	SWOT report	Week 6
	Market potentials analysis	Weeks 5-10	Real estate market study report	Week 10
	Psychographic study	Weeks 5-10	Memorandum report (and data tables)	Week 10
	Target list for business attraction	Weeks 11-14	Target business list (with site selector contacts)	Week 12
	Administrative capacity assessment	Weeks 9-14	Memorandum report	Week 12
Task 2: Outreach & Community’s Strategic Vision	Online surveys (residents and business community)	Weeks 6-20	Survey tabulation report	Week 14
	Stakeholder interviews		Summary notes	Week 14
	Community workshops (3)		Summary notes	Weeks 6, 20
	Strategic Vision / Action Plan Visual		Strategic Vision / Action Plan Visual	Week 15
	(OPTIONAL) EDSP Taskforce meetings (3)		Taskforce meetings (3)	Weeks 6, 14, 20
Task 3: Research and Draft Economic Development Strategy	4-year EDSP	Weeks 15-25	First Draft of EDSP	Week 16
	Implementation table with assessment tools		Second Draft of EDSP	Week 20
			Third Draft of EDSP	Week 23
			Final EDSP	Week 25
	Committee, Council and leadership presentations	Week 26 or later (TBD by City)	In-person presentations	Week 26



PROPOSAL FOR PROFESSIONAL SERVICES

Economic Development Strategic Plan



Submitted to:
CITY OF COMPTON

SUBMITTED BY:

N THE NATELSON DALE GROUP, INC.
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IN ASSOCIATION WITH:

Economic Growth Strategies LLC

May 8, 2025

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UNDERSTANDING OF REQUIREMENTS

Project Approach

Our overall approach to this assignment will include the following elements:

- Updating the commercial/industrial real estate demand analyses completed by our team for the City of Compton in 2023 (as part of the General Plan update process);
- A comprehensive stakeholder engagement process;
- Appropriate integration of the City's existing economic, community and workforce development programs (including relevant regional initiatives);
- Close coordination with City staff throughout the planning effort; and
- Preparation of an implementation-oriented Strategic Plan that reflects Compton's unique market opportunities, stakeholder consensus on priorities, and our team's intimate familiarity with contemporary best practices for local economic development.

The specific tasks proposed for each component of the work scope are detailed in Section 5 of this proposal. The structure and order of tasks is based on TNDG's successful experience in preparing economic development strategies for numerous comparable communities. TNDG's proposed tasks collectively address all of the requirements listed in the City's Request for Proposals (RFP).

COMPANY BACKGROUND & EXPERTISE

A. Firm Profiles

The Natelson Dale Group, Inc. (TNDG)

TNDG brings exceptional experience in economic development strategic planning to this assignment. From this work, TNDG has developed nationally recognized expertise in the following key areas: 1) Target Industry Strategies and Cluster Development, 2) Retail Demand Analysis and Tenant Recruitment, 3) Integration of Economic Development with Workforce Development, and 4) Structuring of Local and Regional Economic Development Partnerships. The firm's work often involves direct linkages between a community's industry attraction plans and its real estate development potentials. In this regard, the TNDG Team has a strong understanding both of local real estate markets and of the larger regional economic trends that drive demand for commercial and industrial land use.

An abbreviated listing of TNDG’s relevant project experience is provided below, followed by more detailed descriptions of selected assignments.

Economic Development Strategies		
<u>Counties</u>	<u>Cities</u>	
Guilford County (North Carolina)	Anaheim	Menifee
Imperial County	Antioch	Modesto
Kern County	Arvin	Ontario
Larimer County (Colorado)	Bakersfield	Oxnard
Los Angeles (San Gabriel Valley subregion)	Beaumont	Palm Desert
Osceola County (Florida)	Burbank	Phoenix (Arizona)
San Bernardino	Camarillo	Pinole
San Diego (South County Subregion)	Canyon Lake	Port Hueneme
San Joaquin County	Carson	San Francisco
Sonoma County	Coachella	San Pablo
Ventura County	Compton	Simi Valley
Yuma County (Arizona)	Coronado	South Gate
<u>Indian Tribes</u>	El Cajon	Stockton
Agua Caliente (Palm Springs)	Escondido	Thousand Oaks
Cahuilla (Riverside County)	Fresno	Tracy
Yavapi-Apache (Arizona)	Garland (Texas)	Ventura
	Kyle (Texas)	Vista
	Los Angeles	Windsor
<u>Larger Regions</u>		
Hampton Roads (Virginia) Region (5 counties and 9 independent cities)		
Tri-cities Area of Northeast Tennessee/Southwest Virginia		

General Plan Economic Studies	
City of Agoura Hills	City of Malibu
City of Alhambra	City of Monterey Park
City of Calabasas	City of Ontario
City of Bakersfield	City of Port Hueneme
City of Beaumont	City of Redondo Beach
City of California City	City of Rialto
City of Compton	City of San Bernardino
City of Costa Mesa	City of San Clemente
City of Downey	City of San Ramon
City of Garden Grove	City of Santa Fe Springs
City of La Quinta	City of Santa Monica
City of Los Angeles	City of Santa Paula

Economic Growth Strategies LLC

Paul Saldana of Economic Growth Strategies LLC has both a consulting background and extensive hands-on experience as an economic development practitioner. His impressive career includes stints as Director of Economic & Community Development for the City of Bakersfield (2021-2023) and President and CEO of the Tulare County Economic Development Corporation (2001-2020).

Paul is responsible for 16 national, state, and regional awards for economic development programs and has received numerous individual recognitions for professional achievement and advocacy. His leadership in facilitating a regional pandemic response and recovery program was recognized by the International Economic Development Council with the coveted Economic Development Organization of the Year award in 2020.

Paul was retained as the City of Bakersfield's first Economic & Community Development Director, providing leadership for the staffing and development of programs/services addressing homelessness, affordable housing, neighborhood prosperity, downtown revitalization, economic incentives, business recruitment, entrepreneurship development and other related economic and community development initiatives. The department was responsible for the design and deployment of nearly 50% of the City's \$96 million ARPA allocation, establishing programs to alleviate blight, reduce poverty and enhance workforce development.

Paul is a Certified Economic Developer (CEcD) through the International Economic Development Council (he is the only individual in California to have held this designation for more than 30 years). He is also a past chair of the California Association for Local Economic Development (CALED).

B. Description of Company's Financial Condition

Statement of Financial and Staffing Stability

The Natelson Dale Group, Inc. (TNDG) has a 51-year track record of service to public agencies and private economic development organizations. During this time, the firm has consistently completed all contracts within budget. The following banking and accounting references can speak to the financial stability of the firm:

Business Banking Contact: First Bank
Attention: Jackie Carrasco
18431 Yorba Linda Boulevard, Suite 2
Yorba Linda, CA 92886
(714) 223-1100

Certified Public Accountant: David C. Kennedy, CPA
Kennedy & Kennedy
1700 North E Street, Suite 201
San Bernardino, CA 92405
(909) 886-5048

PROPOSAL FOR ECONOMIC DEVELOPMENT STRATEGIC PLAN

The Natelson Dale Group, Inc.

The stability and reliability of TNDG's staff is evidenced by their long tenures with the firm: Roger Dale (37 years), Joe McClure (30 years), Alan Levenson (25 years), and Joe Collins (11 years).

Statement on Pending Litigation, etc.

There is no current or pending litigation that would affect the viability of TNDG's proposal, continuance of contracts, operations, or financial stability. TNDG has never been a party to any litigation of any kind. TNDG has never defaulted on a contract and there are no pending or foreseeable defaults. TNDG has no pending mergers or office closures. TNDG has never filed for bankruptcy and no bankruptcy is pending or foreseeable.

C. Experience Performing Similar Work

Economic Development Strategic Plans:

Simi Valley, California: Economic Development Strategic Plan (2024). TNDG completed a year-long economic development strategic planning process for the City of Simi Valley. This work included a target industry analysis, commercial/industrial real estate demand projections, an extensive stakeholder outreach process, and preparation of a strategic plan that leverages the City's economic development programming through partnerships with an array of regional organizations. The plan focuses on the following strategic priorities: capitalizing on the City's reputation for business friendliness to attract industrial firms from neighboring Los Angeles County; repositioning older retail centers and corridors by promoting opportunities for mixed-use development; and expanded collaboration with regional entrepreneurial and workforce development organizations.

Carson, California: Economic Development Strategic Plan (2023). During 2022 and 2023, TNDG led an ambitious strategic planning effort on behalf of City of Carson to assess existing conditions, evaluate market opportunities, and engage a broad array of public and private stakeholders to define priorities and chart a detailed course of action for the City's economic development program. The resulting Economic Development Strategic Plan (EDSP) is intended to guide the City's economic direction for the next 5-10 years, in concert with other City plans and policies addressing land use, infrastructure and workforce development. The plan places special emphasis on leveraging Carson's unique assets, including Dignity Health Sports Park, Cal State Dominguez Hills, the Porsche Experience Center, a strong base of manufacturing firms, and an emerging cluster of cleantech businesses.

El Cajon, California: Economic Development Strategic Plan (2022). TNDG prepared an economic development strategy plan for the City of El Cajon in east San Diego County. This work included a target industry analysis, commercial/industrial real estate demand projections, a focused stakeholder outreach process, and preparation of an action plan that leverages the City's economic development programming through partnerships with an array of regional organizations. El Cajon's EDSP focuses on the following strategic priorities: revitalization of retail commercial centers; maximizing land capacity for industrial development; expanding the downtown business mix; and promoting entrepreneurial development opportunities.

Sonoma County, California: Comprehensive Economic Development Program Review (2022). For the Sonoma County Economic Development Board (EDB), TNDG conducted a program-by-program review of EDB core services, including evaluation of the following: scope of services offered; program design and allocation of resources; service delivery and execution; program efficacy; and metrics tracked. The project included interviews with a cross section of County staff, community leaders, business owners and other constituents (identified by the EDB). As part of this process, TNDG profiled comparable economic development organizations throughout the Western U.S. to identify best practice models relevant to Sonoma County.

Antioch, California: Economic Baseline and Strategic Plans (2022). TNDG completed an economic development baseline analysis and strategic planning process for the City of Antioch. This assignment included a target industry/cluster analysis, an extensive stakeholder outreach process, and preparation of an innovate strategic plan and implementation “tool kit.” The strategic plan is organized around eight major initiatives: Business Development Pipeline; Real Estate Development Capacity; Workforce Opportunity Initiative; Entrepreneurial Startup Assistance; Direct Project Investment (Public-Private Partnerships); Leveraging Housing Demand to Promote Economic Development; Regional Advocacy; and Resource (“War Chest”) Development.

Bakersfield, California: Economic Development Strategic Plan (2021). TNDG led an 18-month strategic planning process for the City of Bakersfield, with a focus on identifying major “game-changing” investments the City could pursue with available state and federal recovery funding. TNDG’s work was completed in close coordination with the regional “Better Bakersfield, Boundless Kern” (B3K) initiative facilitated by The Brookings Institution. TNDG’s work included an industry cluster analysis, commercial/industrial real estate market studies, and a comprehensive stakeholder outreach process (including specific engagement with the development community, industry stakeholders, and downtown business/civic leaders).

Vista, California: Economic Development Strategic Plan (2021). TNDG completed a nine-month economic development strategic planning process for the City of Vista in north San Diego County. This work included a target industry analysis, commercial/industrial real estate demand projections, an extensive stakeholder outreach process, and preparation of a strategic plan that leverages the City’s economic development programming through partnerships with an array of regional organizations.

Menifee, California: Comprehensive Economic Development Strategy (2019). TNDG completed a Comprehensive Economic Development Strategy (CEDS) for the City of Menifee. The six-month planning process included a detailed analysis of the community’s economic development assets and opportunities, as well as its current deficiencies and challenges. The background analyses included a target industry study focused on defining potential growth opportunities within the larger Riverside County/San Diego County economy. Given Menifee’s large population of out-commuting high-skilled workers, the industry cluster analysis emphasized potential connections to regional high-tech sectors.

Beaumont, California: Economic Development Strategic Plan (2019). TNDG completed a detailed Economic Development Strategic Plan, including a target industry analysis and commercial/ industrial real estate market forecast, for the City of Beaumont. The Plan focuses on leveraging the City’s strategic location in the eastern Inland Empire, available land resources, skilled resident workforce, and quality-of-life amenities.

Camarillo, California: Economic Development Strategic Plan (2018). TNDG completed a detailed Economic Development Strategic Plan, including a target industry analysis and commercial/ industrial real estate market forecast, for the City of Camarillo. The Plan focuses on improving the City's business/development friendliness, maintaining the strength of the City's retail shopping districts, leveraging the emerging cluster of technology start-ups in Ventura County, and pursuing placemaking investments as part of a larger focus on economic vitality.

Palm Desert, California: Economic Development Strategic Plan (2018). TNDG completed a detailed Economic Development Strategic Plan, including a target industry analysis and commercial/industrial real estate market forecast, for the City of Palm Desert. The Plan focuses on leveraging the City's strategic location within the Coachella Valley and its well-established reputation as a center for tourism, retail trade, and higher education. The implementation plan includes a business incubator/accelerator focused the Valley's emerging technology cluster.

San Bernardino, California: Comprehensive Economic Development Strategy (CEDS) for IVDA/SBIAA (2018). TNDG completed a five-year CEDS for the Inland Valley Development Agency (IVDA) and San Bernardino International Airport Authority (SBIAA) in 2018. This process included a series of meetings with the CEDS Committee, as well as direct coordination with five constituent jurisdictions (four cities and Indian tribe) to update strategic priorities and candidate infrastructure projects. The economic and workforce development initiatives include a focus on high-technology sectors related to the region's aviation and logistics clusters.

Ventura County, California: Economic Vitality Strategic Plan (2017). TNDG completed a comprehensive Economic Vitality Strategic Plan for the County of Ventura. The year-long effort included the following components: an extensive analysis of the current state of the Ventura County economy; an innovative Economic Impact Analysis that gathers and analyzes relevant data sets to quantify the impact of County governmental operations on the local economy; a detailed industry cluster analysis; and extensive stakeholder outreach. Consistent with longstanding community values, the Plan focuses on advancing economic vitality while carefully protecting the region's amenity-rich, high quality of life environment.

Stockton, California: Economic Development Strategic Plan (2015). The TNDG team completed a detailed Economic Development Strategic Plan for the City of Stockton, California. The Plan provides a comprehensive blueprint for the City's economic development programming as part of an overall restructuring of the municipal government. The planning process included extensive interaction with a range of public and private partner organizations that will have critical roles in implementing the strategy. Given the City's across-the-board efforts to reposition itself economically, the Plan encompasses a broad range of topics including infrastructure, economic incentives, development streamlining, neighborhood revitalization, visitor amenities, retail tenant recruitment, target industry attraction and entrepreneurial development.

Yuma County, Arizona: Manufacturing Development Strategy (2015). The TNDG team prepared a strategic plan for Yuma County for the Investing in Manufacturing Communities Partnership (IMCP) program. This work included a manufacturing-focused target industrial analysis; infrastructure assessment; substantial stakeholder outreach; and development of a comprehensive Action Plan. The planning process involved extensive coordination with the County, four cities (three in Arizona and one in Mexico), two universities, a community college, the county-level Workforce Investment Board, and various private

organizations involved in county-level economic development (Economic Development Corporation, Manufacturers Association, and Chamber of Commerce).

Escondido, California: Economic Development Master Plan (2013, updated 2018). TNDG completed a Market Opportunities Analysis and Economic Development Master Plan for the City of Escondido. The Plan was completed in tandem with a regional Comprehensive Economic Development Strategy (CEDS) for the North San Diego County region. TNDG's work included an in-depth demographic analysis, an assessment of economic/ market opportunities, a target industry/cluster analysis, as well as a focus on revitalization of key commercial areas in the City.

Yuma County, Arizona: Workforce and Economic Development Summit (2001, repeated 2011). TNDG facilitated a Workforce and Economic Development Summit for Yuma County. The consultants' work for the six-month Summit process involved substantial background research and analysis; facilitation of a series of Summit meetings with approximately 70 local stakeholders; and preparation of a comprehensive Action Plan. As part of the analytical work, the consultants identified key industry "clusters" suitable for diversifying Yuma's economic base. The Summit process was originally completed in 2001; based on the success of the original effort, the client retained TNDG to repeat the process in 2010-2011.

San Francisco, California: Workforce Development Strategy for Bay Area Media Industry (2011). TNDG developed a comprehensive strategy to guide "career repositioning" services for dislocated journalists and media workers in the San Francisco Bay Area (an estimated 7,500 Bay Area media industry jobs have been lost over the past decade). TNDG's work included an extensive online survey of existing and former Bay Area journalists (with over 700 individuals participating) and executive interviews with media executives. In addition, TNDG completed a detailed analysis of employment trends (by both industry and occupation) for the overall Bay Area media cluster.

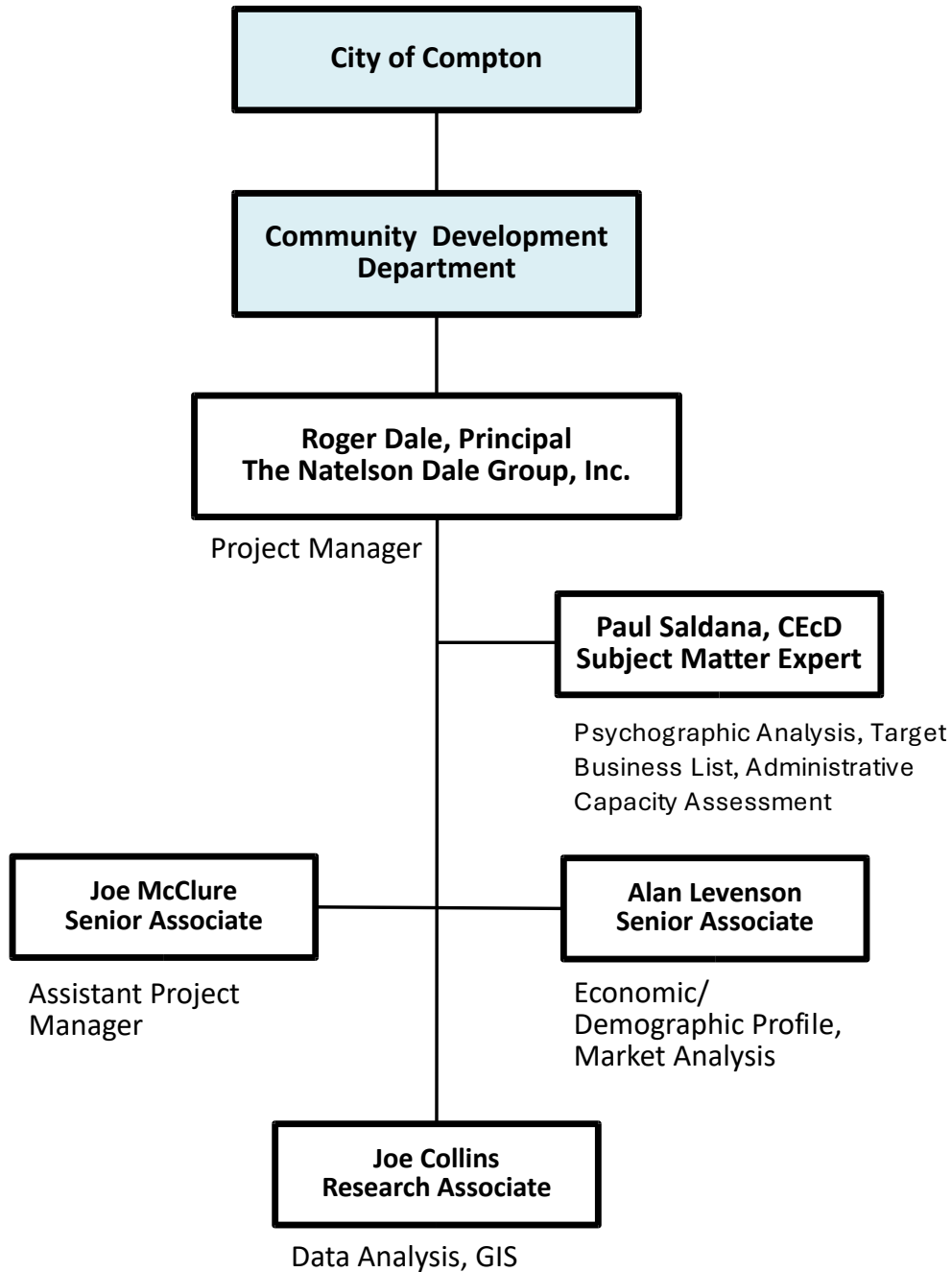
Los Angeles, California: Economic Development Strategy for Solar LA (2009). TNDG was retained by the Los Angeles Department of Water and Power in 2009 to generate a Strategic Action Plan to expand solar-industry activity in Los Angeles. The work was part of LADWP's mission to implement the Solar LA plan. The objective of the Strategic Action Plan is to leverage the investment associated with Solar LA to develop a solar industry cluster in Los Angeles and maximize the creation of cleantech jobs.

Anaheim, California: Industry Location Analysis and Attraction Strategy (2005). TNDG developed a comprehensive economic development program for the City of Anaheim. TNDG's work focused on assessing Anaheim's strengths as they relate to industrial attraction and identifying specific industry clusters which the City should emphasize in its marketing efforts. TNDG's recommendations included a special focus on multi-media and high technology firms.

Ventura, California: Business Plan for "Eco Industry" Industrial Park (2003). TNDG completed a feasibility study and business plan for the development of an eco-industrial park (EIP) in the City of San Buenaventura. The intent of the program is to attract "eco industrial" users to major Brownfield sites currently occupied with abandoned oil production facilities. TNDG's work included a detailed market analysis of the eco industry cluster; review of "best practices" for EIP development based on a national survey of existing parks; identification of state and federal funding sources applicable to the project; and a

PROJECT STAFFING AND ORGANIZATION

The organization chart below indicates the roles of assigned team members. Resumes for key personnel are provided in the proposal Appendix.



PROJECT WORK PLAN & SCHEDULE

Work Plan

TNDG's proposed work scope for this assignment is detailed below.

TASK 1: ECONOMIC CONDITIONS ANALYSIS

1.A *Project Kickoff Meeting*

TNDG will facilitate a kickoff meeting with all project stakeholders (as mutually determined with the City) to establish baseline expectations for ongoing work. The kickoff meeting will cover communication channels to ensure timely and high-quality delivery of project tasks, and align project objectives, methodology, schedule, deliverables, and protocols.

1.B *Review and analysis of existing demographic and socioeconomic data, labor force characteristics, sales tax revenue and other key economic data*

TNDG will compile background information from a range of public and private data sources including the following:

- U.S. Census / American Community Survey (ACS)
- Southern California Association of Governments (SCAG)
- Los Angeles County Assessor's Office
- California Department of Finance (DOF)
- California Department of Tax and Fee Administration (CDTFA)
- Commercial/industrial real estate market data (CoStar)
- Lightcast/EMSI (for existing and projected employment, by detailed industry and occupation)

Where appropriate, demographic and economic data will be evaluated at multiple levels of geography (city, county, and state) to allow for comparison of local conditions to reference-area benchmarks. In addition, TNDG will customize the study geographies to reflect Compton's strategic market position within metro Los Angeles and the larger Southern California region.

1.C *SWOT Analysis and Competitive Assessment*

TNDG will prepare a comprehensive strength-weakness-opportunity-threat (SWOT) analysis to guide the subsequent strategy formulation tasks. The SWOT summary will quantify Compton's potentials for quality economic growth, based on the following information sources: the baseline data compiled in Task 1.B; input from stakeholders; and the consultant's longstanding knowledge of economic development "best practices." The SWOT summary will consider the following issue categories:

- Geographic setting and proximity to larger economic regions
- Demographic makeup (existing and projected)

- Workforce availability and skill levels (for the City and the larger “commute shed” region)
- Workforce commute patterns
- Education system
- Existing economic base (i.e., mix of industry types)
- Existing land use conditions and available land for development/redevelopment
- Infrastructure conditions and capacity (including transportation access and broadband service)
- Housing availability and affordability
- Quality of life
- Community image
- Resident/community attitude towards growth
- Regulatory environment (local and state level)
- Economic development partnerships (public and private)
- Economic development incentives

The SWOT summary will identify the core strengths and opportunities that Compton can leverage for desired economic growth and prioritize these opportunities to allow for a strategic approach to marketing the community. With respect to weaknesses and threats, the SWOT will distinguish between issues that can realistically be mitigated and issues that are likely to be permanent constraints (thereby helping to define types of economic growth that are not realistic targets for the City).

1.D Market Potentials Analysis

As detailed below, TNDG’s market potentials analysis would include two major components (both of which would build on the market/financial studies TNDG prepared for the City in 2023 as part of the General Plan update:

- A **business/industry sector (“cluster”) analysis** to identify specific industries/clusters that would offer strong potentials for high-quality economic growth in Compton; and
- A **consumer demand / real estate market analysis** to forecast demand for new commercial and industrial development in the City.

Business Sector Analysis (identification of target industries/clusters). The target industry analysis would include the following steps:

- A. Compile updated documentation of regional industry targeting efforts (e.g., Los Angeles County Economic Development Corporation programs) potentially relevant to Compton.
- B. Update TNDG’s city-level “cluster” analysis to identify candidate industries for Compton. This update will include the following steps:
 - a. Compile updated data (6-digit NAICS code level) on current and recent historic employment in the City.

- b. Evaluate the City's comparative strengths relative to the larger metro Los Angeles and Southern California regions, utilizing standard economic analysis techniques such as location quotient and shift-share analysis.
- c. Evaluate City's linkages to relevant regional industry clusters.

To facilitate efficient updating of the target industry/cluster analysis, TNDG would utilize customized employment data from Lightcast/EMSI.

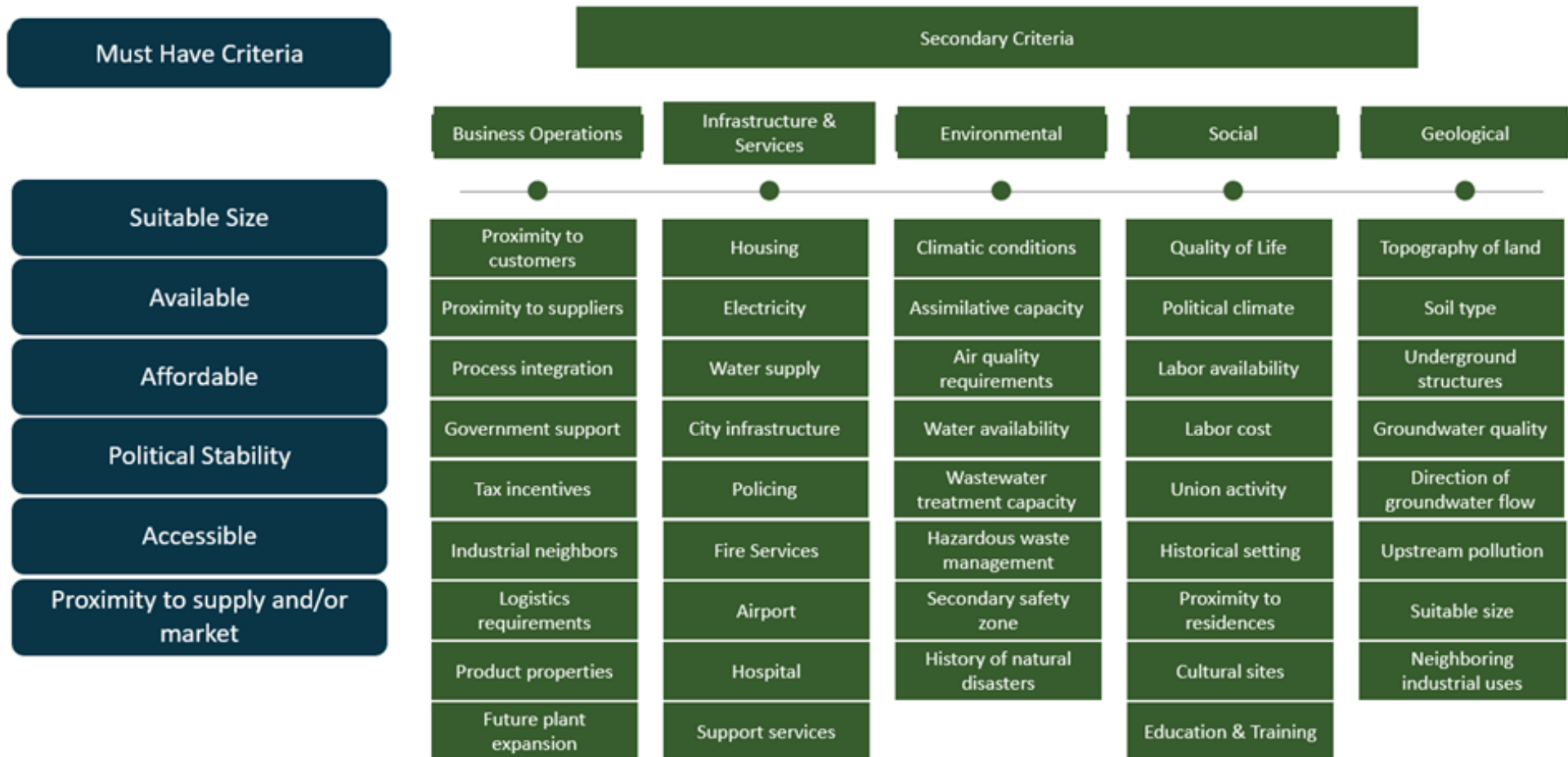
In addition to the data-driven steps outlined above, the TNDG would evaluate Compton's business attraction potentials from a site selector's perspective. To that end, the consultant team will utilize the criteria outlined on the graphic on the following page. The list of "Must Have" and "Secondary" site selection criteria was developed by TNDG team member Paul Saldana based on his 30+ years of working with the site selection community.

Consumer Demand Analysis and Commercial/Industrial Market Projections. Utilizing the datasets compiled in Task 1.B, TNDG will prepare updated versions of the real estate demand forecasting models prepared by the firm in 2023 as part of the General Plan update. These models project future opportunities for local economic development based on anticipated population, employment and highway traffic growth. The models consider the existing and future demographic makeup of the City's resident population, as well as potential consumer demand from regional residents and visitors. The models address the following land uses:

- Office space
- Industrial/R&D space
- Retail restaurant space

With respect to retail/restaurant businesses, the TNDG demand model will identify specific opportunities for additional facility development (or new retail/restaurant tenancies in existing space) in Compton. The model first evaluates existing retail attraction patterns (comparing potential demand to actual existing sales) and then estimates the portion of the existing sales attraction that could realistically be retained given the increasing impacts of online sales. The model also forecasts future demand growth based on projected increases in local/regional population and employment. Potential demand for new retail businesses is expressed in terms of square feet supportable by major retail category (i.e., apparel, home furnishings, specialty, general merchandise, grocery, restaurants, hardware, etc.).

The "bottom line" findings of the real estate demand analyses will be expressed in terms of square feet of supportable building space by land use (over a 10-year forecast horizon). The supportable building square footages will also be translated to land/site acreage requirements for planning purposes.



1.E *Prepare a Psychographic Study to understand Compton visitors', shoppers', and diners', lifestyles, behaviors, and purchasing history*

The TNDG team utilizes demographic segmentation that offers insight into consumer behaviors, spending patterns and site selection. The following identifies the information that will be analyzed as part of the Psychographic Study (aka Demographic Segmentation):

Utilize Demographic & Lifestyle Data

- Utilize data aggregated from 15 sources, including Esri, to provide insights into spending habits, sales volume, traffic counts, and drive times.
- Present data as consumer segments based on age, income, household composition, and purchasing behaviors.

Identify Consumer Preferences & Spending Trends

- Leverage tax and financial data to assess discretionary spending levels.
- Examine lifestyle segmentation to tailor marketing strategies for different consumer groups.
- Use behavioral insights to refine product offerings and promotional campaigns.

Optimize Business & Investment Strategies

- Align findings with economic development initiatives to attract businesses suited to Compton's consumer base.
- Develop targeted outreach for investors and entrepreneurs based on market demand.
- Utilize competitive intelligence to benchmark against similar urban markets.

1.F *Target Lists for Business Retention/Attraction*

The TNDG team will develop top-five lists of businesses within each of the critical industries in the City, including the following:

- Highest producers of sales tax revenue (using HDL data supplied by City)
- Highest numbers of employees, segmented by firm and workforce (talent and diversity) characteristics
- Growth potential

Value-added Task: Target List for Business Attraction

The TNDG team will establish a comprehensive target list of the types of businesses the City should focus on attracting in the next four years. Utilizing a proprietary database of retail, commercial, real estate and site selection executives, the team will develop a list of target businesses, including contact information. This list will also include cross-industry collaborations (supply chain) and revenue/profitability of companies best suited for Compton.

1.G Administrative Capacity Assessment

Consistent with the City's requirements, the TNDG team will:

- Analyze the organizational capacity of the City to execute and implement economic development programs and initiatives.
- Identify local leaders and partners engaged in economic development.
- Identify additional resources and funding that may be needed to successfully support the implementation of strategies.

The specific components of TNDG's administrative capacity assessment are outlined below.

Organizational Capacity Assessment

- **Policy & Framework Review:** Analyze existing economic development plans, governance structures, and operational frameworks.
- **Stakeholder Interviews:** Gather insights from city officials, community leaders, and industry representatives.
- **Comparative Benchmarking:** Assess Compton's approach relative to similar municipalities.
- **Implementation Readiness:** Evaluate staffing, funding, and strategic alignment.

Stakeholder & Leadership Mapping

- **Local Business & Community Networks:** Identify key economic contributors and thought leaders.
- **Social Network Analysis (SNA):** Map collaborative relationships between businesses, nonprofits, and government entities.
- **Public Forums & Engagement Sessions:** Facilitate conversations to align priorities and strengthen partnerships.

Resource & Funding Identification

- **Current Budget & Grants:** Review available funding streams from municipal, state, and federal sources.
- **Public-Private Partnerships (PPP):** Explore investment opportunities with local businesses and philanthropies.
- **State & Federal Alignment:** Leverage programs that relate to economic development, infrastructure and other identified needs.
- **Strategic Fund Development:** Design a roadmap for multi-phase implementation (with EDSP)

Deliverables for Task 1:

- Project kickoff meeting
- Demographic background report
- Psychographic study
- SWOT analysis and competitive assessment
- Commercial/industrial real estate demand analysis
- Industry cluster analysis (including target list for business attraction)
- Administrative capacity assessment

TASK 2: OUTREACH AND COMMUNITY'S STRATEGIC VISION

Consistent with the approach outlined in the City's RFP, the TNDG team would facilitate a robust stakeholder engagement process, which would be foundational to preparing a Vision Statement, goals and objectives for the 4-year EDSP. TNDG's proposed stakeholder engagement process would include the following components:

- Online surveys (in English and Spanish) of residents and the business community to understand economic challenges and priorities;
- Three (3) community workshops (in English with Spanish translation available), including two meetings oriented toward residents and one meeting oriented toward business stakeholders;
- Individual interviews with selected stakeholders, including local business owners, commercial property owners, and real estate developers/brokers;
- In-person presentation to the Community & Economic Development Committee
- In-person briefing to City's executive leadership
- In-person presentation of the final EDSP to the Compton City Council for consideration and approval; and
- Bi-weekly coordination meetings with City staff.

As an optional element of the stakeholder engagement process, TNDG could facilitate a series of meetings with a "Stakeholder Taskforce" organized specifically for the EDSP process.

Online Surveys of Residents and the Business Community. TNDG would design and implement an online survey (in English and Spanish) of Compton residents; TNDG would also conduct a separate online survey (in English and Spanish) of the Compton business community. The survey would focus on profiling the most important challenges, opportunities, and priorities facing local residents and businesses, and identifying the types economic development programs the community would like to see the City offer. In order to ensure a high rate of participation in the surveys, TNDG would work closely with City staff to distribute the survey links via a range of communications channels.

Individual Stakeholder Interviews. In addition to the online survey, TNDG would conduct individual interviews with selected stakeholders (the list of interviewees would be mutually determined by TNDG and City staff). For budgeting purposes, we have assumed a total of 15 interviews to be conducted remotely (by phone or Zoom).

In-person Community Workshops. TNDG's budget for this proposal includes a total of three (3) community workshops: two workshops oriented toward Compton residents and one workshop oriented toward the business community. The purposes of these meetings would be to identify the major economic issues that the community would like to see addressed in the EDSP and to get community input (via facilitated workshops) on prioritization of EDSP programs and action items. These meetings would be presented in English, with Spanish translation services available for the presentations and group discussions.

Meetings with City Personnel. TNDG's budget for this contract would include bi-weekly coordination meetings (virtual) with City staff.

(OPTIONAL TASK) Stakeholder Taskforce. As an optional/supplemental component of the stakeholder engagement program, TNDG would work with City staff to establish an ad hoc taskforce to provide guidance to the EDSP process. In TNDG’s experience, an informal taskforce of 10-15 members is very manageable for this type of project. The taskforce would include a mix of public and private sector representatives (to be determined by TNDG and City staff). The proposed sequence of taskforce meetings would be as follows:

- Taskforce Meeting #1 would be concurrent with the SWOT analysis (Task 1) and would have two major purposes: (a) the TNDG team would present key findings from the team’s initial technical studies; and (b) TNDG would facilitate a group discussion to get the taskforce’s preliminary ideas on key issues, constraints and opportunities affecting Compton’s development potentials.
- Taskforce Meeting #2 would occur approximately mid-way through the process. At this meeting TNDG would present a preliminary strategic framework for the plan and then facilitate a group discussion to get the taskforce’s input on potential implementation strategies.
- Taskforce Meeting #3 would occur near the end of the process. At this meeting TNDG would review the Draft EDSP (which would be circulated to the taskforce members in advance of the meeting) and will get feedback from the taskforce regarding: (a) prioritization of the specific strategies included in the plan, and (b) designation of “lead entities” (i.e., specific City departments and/or external “partner” organizations) for each implementation strategy.

Deliverables for Task 2:

- Summary tabulations from resident and business surveys
- Summary notes from community workshops
- Summary notes from (OPTIONAL) EDSP taskforce meetings
- Vision Statement
- Bi-weekly check-in meetings with City staff

TASK 3: RESEARCH AND DRAFT ECONOMIC DEVELOPMENT STRATEGY

The TNDG Team will integrate the findings and strategic implications from all preceding tasks into a comprehensive Economic Development Strategic Plan (EDSP) for Compton. The Plan will provide a detailed blueprint for the City’s economic development programming, with both short-term (2-year) and longer-term (4-year) recommendations for attracting, strengthening, and sustaining the identified set of target industries and implementing other strategies. The Action Plan will include the following elements:

- ❖ **A Real Estate Development/Marketing Strategy**, including specific recommendations for optimizing light industrial, office and retail development opportunities. These recommendations would be location-specific and oriented to key “opportunity sites” (or other subareas) identified during the course of the planning process.
- ❖ **A Business Retention/Expansion/Attraction Strategy** reflecting the specific industry clusters and market segments identified in the technical analyses. The target industry strategy will include the following components:

PROPOSAL FOR ECONOMIC DEVELOPMENT STRATEGIC PLAN

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- Specific recruitment goals and objectives.
 - Workforce development strategies oriented to the needs of the priority industry clusters.
 - Recommendations regarding physical infrastructure improvements and other “capacity building” issues relevant to the targeted industry clusters.
 - Recommended marketing framework for a cluster-based strategy (potentially in tandem with regional marketing initiatives).
 - Strategies for supporting and encouraging entrepreneurship and innovative activities within targeted industry clusters.
- ❖ Specific **Recommendations for Leveraging Key Regional Initiatives and Resources** (e.g., LAEDC, Los Angeles County Department of Economic Opportunity, Compton Worksource Center, etc.) within the City’s overall development and business attraction efforts.
 - ❖ A strategy to address **Foundational Elements**, including: 1) recommendations regarding physical infrastructure improvements and other “capacity building” issues affecting the viability of the target clusters, 2) integration of existing assets such as transportation and educational systems, and 3) recommended measures to ensure the City’s “business friendliness.”
 - ❖ A **Prioritization Matrix** indicating the potential timing of the various action items (immediate, 1-2 years, 3-4 years), and identifying the specific projects and programs that would provide the best leverage of available resources.
 - ❖ Recommended **Staffing/Organizational Structure** for the City’s economic development programming.
 - ❖ A **Responsibility Matrix** indicating the entities who would most appropriately be tasked with carrying out various action items (including collaborating regional agencies and private sector “partners”).
 - ❖ Recommended **Funding Sources and Incentives**, allowing for fiscally responsible implementation of the EDSP recommendations and action items.
 - ❖ Recommended **Assessment Tools** and a **Monitoring Program** to track the implementation of the Plan and to refine strategy objectives over time. The monitoring program will include performance-based “metrics” utilizing readily available data sources.

Deliverables for Task 3:

- EDSP document (draft and final)
- Detailed implementation table with estimated deadlines
- Implementation/assessment tools with recommended metrics
- In-person meetings with CEDC, City Council, Executive Leadership

Project Schedule

The TNDG team would complete this assignment (through adoption of the Final Economic Development Strategic Plan) within approximately six months (26 weeks) of authorization to proceed, per the task/deliverable schedule on the next page.

Schedule of Tasks and Deliverables for Compton EDSP
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Major Task	Subtask	Completion Timeframe	Deliverables	Deliverable Date
Task 1: Economic Conditions Analysis	Project kickoff meeting	Week 1	Meeting notes	Week 1
	Demographic and economic data analysis	Weeks 1-6	Demographic/economic background report	Week 6
	SWOT analysis and competitive assessment	Weeks 1-6	SWOT report	Week 6
	Market potentials analysis	Weeks 5-10	Real estate market study report	Week 10
	Psychographic study	Weeks 5-10	Memorandum report (and data tables)	Week 10
	Target list for business attraction	Weeks 11-14	Target business list (with site selector contacts)	Week 12
	Administrative capacity assessment	Weeks 9-14	Memorandum report	Week 12
Task 2: Outreach & Community’s Strategic Vision	Online surveys (residents and business community)	Weeks 6-20	Survey tabulation report	Week 14
	Stakeholder interviews		Summary notes	Week 14
	Community workshops (3)		Summary notes	Weeks 6, 20
	Strategic Vision / Action Plan Visual		Strategic Vision / Action Plan Visual	Week 15
	(OPTIONAL) EDSP Taskforce meetings (3)		Taskforce meetings (3)	Weeks 6, 14, 20
Task 3: Research and Draft Economic Development Strategy	4-year EDSP	Weeks 15-25	First Draft of EDSP	Week 16
	Implementation table with assessment tools		Second Draft of EDSP	Week 20
			Third Draft of EDSP	Week 23
			Final EDSP	Week 25
	Committee, Council and leadership presentations	Week 26 or later (TBD by City)	In-person presentations	Week 26

PROPOSAL FOR ECONOMIC DEVELOPMENT STRATEGIC PLAN

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OTHER – LINKS TO SAMPLE WORK PRODUCTS

Representative samples of TNDG’s work are accessible online at the links provided below. Although all of our work products are highly customized to reflect the unique circumstances, needs and opportunities of each client, the provided samples provide a good indication of the level of detail and overall quality of work that the City of Compton can expect for this project.

Project:	Economic Development Strategic Plan for City of Vista, CA
Report Link:	https://www.cityofvista.com/Home/ShowDocument?id=23774

Project:	Economic Development Strategic Plan for City of Camarillo, CA
Report Link:	https://cms7files.revize.com/camarilloca/Business/Economic%20Development/09-05-18%20EDSP%20APPROVED%20BY%20COUNCIL.pdf

Project:	Economic Development Strategic Plan for County of Ventura, CA
Report Link:	http://vcevsp.org/strategic-plan/strategic-planning-documents/

Project:	Economic Development Strategic Plan for City of Carson, CA
Report Link:	https://ci.carson.ca.us/CommunityDevelopment/EDSP.aspx

PRICING

The TNDG team would complete this assignment (through adoption of the final Economic Development Strategic Plan) for a total fixed fee of \$128,360 (ONE HUNDRED AND TWENTY-EIGHTH THOUSAND, THREE HUNDRED AND SIXTY DOLLARS), excluding the optional stakeholder Taskforce process. If the City opts to pursue the series of Taskforce meetings, the supplemental budget would be \$14,910.

Consultant hours by major project component are estimated as follows:

Hourly rates ---►	\$265 Dale	\$265 Saldana	\$210 McClure	\$210 Levenson	\$140 Collins	Costs
Work Scope Element	Hours					
Task 1: Economic Conditions Analysis	60	60	60	60	40	\$62,600
Task 2: Outreach/Vision (without optional taskforce)	48	20	24	24	8	\$29,220
Task 3: Research and Draft EDSP	40	20	40	-	16	\$26,540
Sub-totals	148	100	124	84	64	\$118,360
Expenses:						
Meeting expenses (mileage, etc.)						\$3,500
Translation services						\$5,000
Data						\$1,500
Total Cost, Excluding optional EDSP Taskforce Meetings						\$128,360
OPTIONAL TASK: EDSP Taskforce meetings (3)	24	18	-	18	-	\$14,910
Total Cost, WITH optional EDSP Taskforce Meetings	172	118	124	102	64	\$143,270