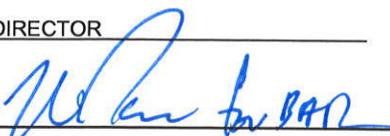


AGENDA ITEM NO.	1	0
COUNCIL MEETING	3/18/10	
APPROVED BY		
DEPARTMENT DIRECTOR		
CITY MANAGER		

March 18, 2010

FROM: BRUCE A. RUDD, Interim City Manager

BY: KATIE STEVENS, Government Affairs Manager   
Office of the Mayor

SUBJECT: APPROVE THREE-YEAR AGREEMENT, NOT TO EXCEED \$60,000 IN 2010 AND NOT TO EXCEED \$190,000 OVER THE THREE-YEAR CONTRACT PERIOD, FOR PROFESSIONAL SERVICES WITH SIMON & COMPANY, INC. FOR LOBBYING AND LEGISLATIVE SERVICES IN WASHINGTON, D.C.

**RECOMMENDATION**

Staff recommends that Council renew the agreement for professional services with Simon & Company, Inc. for lobbying and legislative services in Washington, D.C.

**EXECUTIVE SUMMARY**

Simon & Company has represented the City of Fresno at the national level in Washington D.C. for over ten years. As the City's federal lobbyist, Simon has successfully assisted the City in securing over \$21 million in federal appropriations and SAFETEA-LU Surface Transportation Authorizations, not including federal grant monies received as a result of their assistance, since FY2002. The funding received was in direct response to appropriations and reauthorization requests brought forward to Congressional leaders and federal agencies by Len Simon.

Simon & Company, Inc.'s contract with the City is due for renewal. The cumulative total paid to Simon & Company, Inc. over the last eight years exceeds \$50,000, therefore, staff is bringing this contract before Council for approval.

**BACKGROUND**

The City has benefitted tremendously from the work of its federal lobbyist, Simon & Company, Inc. Having a federal lobbyist has allowed the City to:

- Compete for scarce resources;
- Have direct access to the President, Cabinet, Congressional leaders and other important decision-makers;
- Stay abreast of and influence federal agencies;
- Monitor important legislative initiatives (both positive and negative);
- Receive important notices about grant opportunities, as well as assistance and advice on how best to present the grant applications; and
- Receive instruction about how to mobilize City resources.

The return on the City's investment for federal lobbying services is proven. The attached document shows that the City has received over \$21 million in federal appropriations and SAFETEA-LU Surface Transportation Authorization monies since FY2002 as a direct result of Len Simon's efforts. In addition, the firm has been instrumental in assisting the City identify and apply for federal grants and in getting federal exposure for Fresno and the Central Valley.

Simon & Company, Inc. is always proactive, responsive and attuned to the City's needs. The firm sends a weekly update of relevant news at the Capitol, and regularly provides notice of grant and funding opportunities. In addition, they provide logistical support when the Mayor, members of the Council, and Department Directors travel to Washington, and are able to "open doors" to critical federal and legislative offices for these visits.

The cumulative total paid to Simon & Company, Inc. over the last eight years exceeds \$50,000 and, therefore, staff is recommending that the Council approve the attached professional services agreement.

#### **FISCAL IMPACT**

The contract for services with Simon & Co. is for a fee of \$55,000, plus expenses not to exceed \$5,000, in calendar year 2010, with a small escalator for the base fee in years 2011 and 2012, for a total fee not to exceed \$190,000 for the three-year period. Funds were approved by Council for the 2010 contract fee in the FY 2009-2010 budget.

Attachment: A – Fresno Accomplishments History  
B – Consultant Services Agreement

Attachment A

**Representative Accomplishments for the City of Fresno**

*Note: All accomplishments are joint efforts by the City of Fresno federal affairs team including elected officials, senior staff, the Congressional delegation members and their staff and the City's DC Office.*

**Federal Appropriations/Authorizations**

<b>Fiscal Year</b>	<b>Project</b>	<b>Bill/Account</b>	<b>Amount</b>
<b>FY10</b>	State Route 180	<u>Transportation-HUD</u> <i>Surface Transportation Project</i>	<b>\$800,000</b>
<b>FY09</b>	State Route 180	<u>Transportation-HUD</u> <i>Surface Transportation Project</i>	<b>\$1,333,000</b>
	Veterans Boulevard	<u>Transportation- HUD</u> <i>Surface Transportation Project</i>	<b>\$570,000</b>
<b>FY08</b>	Police Technology Upgrades	<u>Commerce, Justice, Science</u> <i>COPS Technology</i>	<b>\$267,000</b>
<b>FY07</b>	<i>Secured three projects that were included in House or Senate Bills. However, all appropriations projects nationally were eliminated in the FY07 Continuing Resolution</i>		
<b>FY06</b>	Freeway 180 Improvements	<u>SAFETEA-LU</u> Surface Transportation Authorization	<b>\$7,600,000</b>
	Low Emission Transit Vehicles	<u>SAFETEA-LU</u> Surface Transportation Authorization	<b>\$836,000</b>
	Freeway 41 Off Ramp Improvements	<u>Transportation-Treasury-HUD</u> <i>Surface Transportation Account</i>	<b>\$1,500,000</b>
	Highway 99 High Priority Corridor Designation	<u>SAFETEA-LU</u> Surface Transportation Authorization	<b>Authorized</b>
<b>FY05</b>	Traffic Operations Center	<u>Transportation</u> <i>Federal Highway Administration</i>	<b>\$500,000</b>
	Fresno Area Express Bus Program	<u>Transportation</u> <i>Federal Transit Administration</i>	<b>\$1,000,000</b>
	Improvements in the Southern Fresno Industrial Park	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$72,750</b>
	Mobile Science Project-Metropolitan Museum	<u>Labor-HHS-Education</u> <i>Fund for the Improvement of Education</i>	<b>\$100,000</b>
	Fresno Regional Jobs Initiative	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$200,000</b>

<b>Fiscal Year</b>	<b>Project</b>	<b>Bill/Account</b>	<b>Amount</b>
<b>FY04</b>	FAX Buses	<u>Transportation</u> <i>Bus and Bus Facilities</i>	<b>\$1,200,000</b>
	Roeding Park Development	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$500,000</b>
	Water Conveyance Project	<u>VA-HUD</u> <i>EPA Wastewater</i>	<b>\$500,000</b>
	Intermodal Facilities	<u>Transportation</u> <i>FY01 Bus and Bus Facilities</i>	<b>\$500,000</b>
<b>FY03</b>	Roeding Business Park	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$450,000</b>
	Alternative Fuels FAX Buses	<u>Transportation</u> <i>FTA- Bus and Bus Facilities</i>	<b>\$600,000</b>
	Community Regional Medical Center Neighborhood Project	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$300,000</b>
<b>FY02</b>	New Buses	<u>Transportation</u> <i>Transportation and Community and System Preservation</i>	<b>\$750,000</b>
	Jefferson Neighborhood	<u>VA-HUD</u> <i>Economic Development Initiative</i>	<b>\$300,000</b>
	Police Technology	<u>Commerce, Justice, Science</u> <i>COPS Technology</i>	<b>\$1,500,000</b>
	At-Risk Youth Services	<u>Labor-HHS-Education</u> <i>Fund for the Improvement of Education</i>	<b>\$200,000</b> At-Risk Youth, <b>\$225,000</b> Fresno Unified/City After School

### **Pending Authorizations**

These projects have been recommended by the Fresno delegation for inclusion in pending reauthorization measures:

<b>Project</b>	<b>Pending Bill</b>	<b>Amount</b>	<b>Proposed by</b>
Veterans Boulevard	Transportation Reauthorization	\$20,000,000	Rep. Radanovich
Willow Avenue Corridor Improvements	Transportation Reauthorization	\$4,000,000	Rep. Nunes
FAX Facility Improvements	Transportation Reauthorization	\$5,040,000	Rep. Costa
Water Banking Facility Project	Water Resources Development Act	\$1,000,000	Rep. Costa

## Major Grants Activity

Major grants activity includes identifying grants opportunities, working with city staff and elected officials and city staff on application issues, helping to organize support from the Congressional delegation and planning and participating in meetings with federal agency officials and City of Fresno leaders.

Grant	Year	Note
Grant Opportunities	Weekly	Over the course of a typical year, we forward 50-75 grant opportunities to the City for review and determination if they want to apply.
Empowerment Zone	2002	One of only 3 designations made nationally that year
COPS Hiring	2003	Last large scale hiring grant of the Bush era.
Recovery Act	2008-2009	Worked on legislation and implementation with federal agencies regarding formula and discretionary funding, yielding over \$40 million to City to date, including COPS Hiring funding.

## Federal Policy Issues

Each year a number of federal policy issues emerge which require specific action by the City to defend or promote its interests. Simon & Co, Inc. works with City elected leaders and staff on these issues. Examples include:

Issue	Description	Outcome
Eminent Domain	<i>Kelo</i> case prompted Congress to try to restrict city eminent domain authority.	Legislation abandoned.
Community Development Block Grant/ HOPE VI	Effort was made to eliminate CDBG and HOPE VI programs.	Programs retained
Telecommunications Regulation	Legislation and FCC regulation proposed eliminating local franchising over cable.	Local franchising retained.
Airport	Federal customs, land-use and fire-safety policies have important impact on FYI.	Work with airport director on all issues.

**AGREEMENT  
CITY OF FRESNO, CALIFORNIA  
CONSULTANT SERVICES**

THIS AGREEMENT is made and entered into effective the 18<sup>th</sup> day of March, 2010, by and between the CITY OF FRESNO, a California municipal corporation (hereinafter referred to as "CITY"), and SIMON AND COMPANY, INC., a District of Columbia corporation (hereinafter referred to as "CONSULTANT").

**RECITALS**

WHEREAS, CITY desires to obtain professional federal affairs services for [lobbying and legislative affairs assistance, hereinafter referred to as the "Project;" and

WHEREAS, CONSULTANT is engaged in the business of furnishing technical and expert services as a lobbyist and hereby represents that it desires to and is professionally and legally capable of performing the services called for by this Agreement; and

WHEREAS, CONSULTANT acknowledges that this Agreement is subject to the requirements of Fresno Municipal Code Section 4-107 and Administrative Order No. 6-19; and

WHEREAS, this Agreement will be administered for CITY by its City Manager (hereinafter referred to as "Administrator") or his/her designee.

**AGREEMENT**

NOW, THEREFORE, in consideration of the foregoing and of the covenants, conditions, and premises hereinafter contained to be kept and performed by the respective parties, it is mutually agreed as follows:

1. Scope of Services. CONSULTANT shall perform to the satisfaction of CITY the services described in **Exhibit A**, including all work incidental to, or necessary to perform, such services even though not specifically described in **Exhibit A**.

2. Term of Agreement and Time for Performance. This Agreement shall be effective from the date first set forth above ("Effective Date") and shall continue in full force and effect through December 31, 2012, subject to any earlier termination in accordance with this Agreement. The services of CONSULTANT as described in **Exhibit A** are to commence upon the Effective Date and shall be completed in a sequence assuring expeditious completion, but in any event, all such services shall be completed prior to expiration of this Agreement and in accordance with any performance schedule set forth in **Exhibit A**.

3. Compensation.

(a) CONSULTANT'S sole compensation for satisfactory performance of all services required or rendered pursuant to this Agreement shall be a total fee not to exceed \$190,000 over the three year period, paid on the basis of the rates set forth in the schedule of fees and expenses contained in **Exhibit A**.

(b) Detailed statements shall be rendered monthly for services performed in the preceding month and will be payable in the normal course of CITY business. CITY shall not be obligated to reimburse any expense for which it has not received a detailed invoice with applicable copies of representative and identifiable receipts or records substantiating such expense.

(c) The parties may modify this Agreement to increase or decrease the scope of services or provide for the rendition of services not required by this Agreement, which modification shall include an adjustment to CONSULTANT'S compensation. Any change in the scope of services must be made by written amendment to the Agreement signed by an authorized representative for each party. CONSULTANT shall not be entitled to any additional compensation if services are performed prior to a signed written amendment.

4. Termination, Remedies and Force Majeure.

(a) This Agreement shall terminate without any liability of CITY to CONSULTANT upon the earlier of: (i) CONSULTANT'S filing for protection under the federal bankruptcy laws, or any bankruptcy petition or petition for receiver commenced by a third party against CONSULTANT; (ii) 7 calendar days prior written notice with or without cause by CITY to CONSULTANT; (iii) CITY'S non-appropriation of funds sufficient to meet its obligations hereunder during any CITY fiscal year of this Agreement, or insufficient funding for the Project; or (iv) expiration of this Agreement.

(b) Immediately upon any termination or expiration of this Agreement, CONSULTANT shall (i) immediately stop all work hereunder; (ii) immediately cause any and all of its subcontractors to cease work; and (iii) return to CITY any and all unearned payments and all properties and materials in the possession of CONSULTANT that are owned by CITY. Subject to the terms of this Agreement, CONSULTANT shall be paid compensation for services satisfactorily performed prior to the effective date of termination. CONSULTANT shall not be paid for any work or services performed or costs incurred which reasonably could have been avoided.

(c) In the event of termination due to failure of CONSULTANT to satisfactorily perform in accordance with the terms of this Agreement, CITY may withhold an amount that would otherwise be payable as an offset to, but not in excess of, CITY'S damages caused by such failure. In no event shall any payment by CITY pursuant to this Agreement constitute a waiver by CITY of any breach of this Agreement which may then exist on the part of CONSULTANT, nor shall such payment impair or prejudice any remedy available to CITY with respect to the breach.

(d) Upon any breach of this Agreement by CONSULTANT, CITY may (i) exercise any right, remedy (in contract, law or equity), or privilege which may be available to it under applicable laws of the State of California or any other applicable law; (ii) proceed by appropriate court action to enforce the terms of the Agreement; and/or (iii) recover all direct, indirect, consequential, economic and incidental damages for the breach of the Agreement. If it is determined that CITY improperly terminated this Agreement for default, such termination shall be deemed a termination for convenience.

(e) CONSULTANT shall provide CITY with adequate written assurances of future performance, upon Administrator's request, in the event CONSULTANT fails to comply with any terms or conditions of this Agreement.

(f) CONSULTANT shall be liable for default unless nonperformance is caused by an occurrence beyond the reasonable control of CONSULTANT and without its fault or negligence such as, acts of God or the public enemy, acts of CITY in its contractual capacity, fires, floods, epidemics, quarantine restrictions, strikes, unusually severe weather, and delays of

common carriers. CONSULTANT shall notify Administrator in writing as soon as it is reasonably possible after the commencement of any excusable delay, setting forth the full particulars in connection therewith, and shall remedy such occurrence with all reasonable dispatch, and shall promptly give written notice to Administrator of the cessation of such occurrence.

5. Confidential Information and Ownership of Documents.

(a) Any reports, information, or other data prepared or assembled by CONSULTANT pursuant to this Agreement shall not be made available to any individual or organization by CONSULTANT without the prior written approval of the Administrator. During the term of this Agreement, and thereafter, CONSULTANT shall not, without the prior written consent of CITY, disclose to anyone any Confidential Information. The term Confidential Information for the purposes of this Agreement shall include all proprietary and confidential information of CITY, including but not limited to business plans, marketing plans, financial information, materials, compilations, documents, instruments, models, source or object codes and other information disclosed or submitted, orally, in writing, or by any other medium or media. All Confidential Information shall be and remain confidential and proprietary in CITY.

(b) Any and all writings and documents prepared or provided by CONSULTANT pursuant to this Agreement are the property of CITY at the time of preparation and shall be turned over to CITY upon expiration or termination of the Agreement. CONSULTANT shall not permit the reproduction or use thereof by any other person except as otherwise expressly provided herein.

(c) This Section 5 shall survive expiration or termination of this Agreement.

6. Professional Skill. It is further mutually understood and agreed by and between the parties hereto that inasmuch as CONSULTANT represents to CITY that CONSULTANT is skilled in the profession and shall perform in accordance with the standards of said profession necessary to perform the services agreed to be done by it under this Agreement, CITY relies upon the skill of CONSULTANT to do and perform such services in a skillful manner and CONSULTANT agrees to thus perform the services. Therefore, any acceptance of such services by CITY shall not operate as a release of CONSULTANT from said professional standards.

7. Indemnification. To the furthest extent allowed by law, CONSULTANT shall indemnify, hold harmless and defend CITY and each of its officers, officials, employees, agents and volunteers from any and all loss, liability, fines, penalties, forfeitures, costs and damages (whether in contract, tort or strict liability, including but not limited to personal injury, death at any time and property damage), and from any and all claims, demands and actions in law or equity (including reasonable attorney's fees and litigation expenses) that arise out of, pertain to, or relate to the negligence, recklessness or willful misconduct of CONSULTANT, its principals, officers, employees, agents or volunteers in the performance of this Agreement.

If CONSULTANT should subcontract all or any portion of the services to be performed under this Agreement, CONSULTANT shall require each subcontractor to indemnify, hold harmless and defend CITY and each of its officers, officials, employees, agents and volunteers in accordance with the terms of the preceding paragraph.

This section shall survive termination or expiration of this Agreement.

8. Insurance.

(a) Throughout the life of this Agreement, CONSULTANT shall pay for and maintain in full force and effect all insurance as required in **Exhibit B** or as may be authorized in writing by CITY'S Risk Manager or his/her designee at any time and in his/her sole discretion.

(b) If at any time during the life of the Agreement or any extension, CONSULTANT or any of its subcontractors fail to maintain any required insurance in full force and effect, all services and work under this Agreement shall be discontinued immediately, and all payments due or that become due to CONSULTANT shall be withheld until notice is received by CITY that the required insurance has been restored to full force and effect and that the premiums therefore have been paid for a period satisfactory to CITY. Any failure to maintain the required insurance shall be sufficient cause for CITY to terminate this Agreement. No action taken by CITY pursuant to this section shall in any way relieve CONSULTANT of its responsibilities under this Agreement. The phrase "fail to maintain any required insurance" shall include, without limitation, notification received by CITY that an insurer has commenced proceedings, or has had proceedings commenced against it, indicating that the insurer is insolvent.

(c) The fact that insurance is obtained by CONSULTANT shall not be deemed to release or diminish the liability of CONSULTANT, including, without limitation, liability under the indemnity provisions of this Agreement. The duty to indemnify CITY shall apply to all claims and liability regardless of whether any insurance policies are applicable. The policy limits do not act as a limitation upon the amount of indemnification to be provided by CONSULTANT. Approval or purchase of any insurance contracts or policies shall in no way relieve from liability nor limit the liability of CONSULTANT, its principals, officers, agents, employees, persons under the supervision of CONSULTANT, vendors, suppliers, invitees, consultants, sub-consultants, subcontractors, or anyone employed directly or indirectly by any of them.

(d) Upon request of CITY, CONSULTANT shall immediately furnish CITY with a complete copy of any insurance policy required under this Agreement, including all endorsements, with said copy certified by the underwriter to be a true and correct copy of the original policy. This requirement shall survive expiration or termination of this Agreement.

(e) If CONSULTANT should subcontract all or any portion of the services to be performed under this Agreement, CONSULTANT shall require each subcontractor to provide insurance protection in favor of CITY and each of its officers, officials, employees, agents and volunteers in accordance with the terms of this section, except that any required certificates and applicable endorsements shall be on file with CONSULTANT and CITY prior to the commencement of any services by the subcontractor.

9. Conflict of Interest and Non-Solicitation.

(a) Prior to CITY'S execution of this Agreement, CONSULTANT shall complete a City of Fresno conflict of interest disclosure statement in the form as set forth in **Exhibit C**. During the term of this Agreement, CONSULTANT shall have the obligation and duty to immediately notify CITY in writing of any change to the information provided by CONSULTANT in such statement.

(b) CONSULTANT shall comply, and require its subcontractors to comply, with all applicable (i) professional canons and requirements governing avoidance of

impermissible client conflicts; and (ii) federal, state and local conflict of interest laws and regulations including, without limitation, California Government Code Section 1090 et. seq., the California Political Reform Act (California Government Code Section 87100 et. seq.) and the regulations of the Fair Political Practices Commission concerning disclosure and disqualification (2 California Code of Regulations Section 18700 et. seq.). At any time, upon written request of CITY, CONSULTANT shall provide a written opinion of its legal counsel and that of any subcontractor that, after a due diligent inquiry, CONSULTANT and the respective subcontractor(s) are in full compliance with all laws and regulations. CONSULTANT shall take, and require its subcontractors to take, reasonable steps to avoid any appearance of a conflict of interest. Upon discovery of any facts giving rise to the appearance of a conflict of interest, CONSULTANT shall immediately notify CITY of these facts in writing.

(c) In performing the work or services to be provided hereunder, CONSULTANT shall not employ or retain the services of any person while such person either is employed by CITY or is a member of any CITY council, commission, board, committee, or similar CITY body. This requirement may be waived in writing by the City Manager, if no actual or potential conflict is involved.

(d) CONSULTANT represents and warrants that it has not paid or agreed to pay any compensation, contingent or otherwise, direct or indirect, to solicit or procure this Agreement or any rights/benefits hereunder.

(e) Neither CONSULTANT, nor any of CONSULTANT'S subcontractors performing any services on this Project, shall bid for, assist anyone in the preparation of a bid for, or perform any services pursuant to, any other contract in connection with this Project unless fully disclosed to and approved by the City Manager, in advance and in writing. CONSULTANT and any of its subcontractors shall have no interest, direct or indirect, in any other contract with a third party in connection with this Project unless such interest is in accordance with all applicable law and fully disclosed to and approved by the City Manager, in advance and in writing. Notwithstanding any approval given by the City Manager under this provision, CONSULTANT shall remain responsible for complying with Section 9(b), above.

(f) If CONSULTANT should subcontract all or any portion of the work to be performed or services to be provided under this Agreement, CONSULTANT shall include the provisions of this Section 9 in each subcontract and require its subcontractors to comply therewith.

(g) This Section 9 shall survive expiration or termination of this Agreement.

10. Recycling Program. In the event CONSULTANT maintains an office or operates a facility(ies), or is required herein to maintain or operate same, within the incorporated limits of the City of Fresno, CONSULTANT at its sole cost and expense shall:

- (i) Immediately establish and maintain a viable and ongoing recycling program, approved by CITY'S Solid Waste Management Division, for each office and facility. Literature describing CITY recycling programs is available from CITY'S Solid Waste Management Division and by calling City of Fresno Recycling Hotline at (559) 621-1111.

- (ii) Immediately contact CITY'S Solid Waste Management Division at (559) 621-1452 and schedule a free waste audit, and cooperate with such Division in their conduct of the audit for each office and facility.
- (iii) Cooperate with and demonstrate to the satisfaction of CITY'S Solid Waste Management Division the establishment of the recycling program in paragraph (i) above and the ongoing maintenance thereof.

11. General Terms.

(a) Except as otherwise provided by law, all notices expressly required of CITY within the body of this Agreement, and not otherwise specifically provided for, shall be effective only if signed by the Administrator or his/her designee.

(b) Records of CONSULTANT'S expenses pertaining to the Project shall be kept on a generally recognized accounting basis and shall be available to CITY or its authorized representatives upon request during regular business hours throughout the life of this Agreement and for a period of three years after final payment or, if longer, for any period required by law. In addition, all books, documents, papers, and records of CONSULTANT pertaining to the Project shall be available for the purpose of making audits, examinations, excerpts, and transcriptions for the same period of time. This Section 11(b) shall survive expiration or termination of this Agreement.

(c) Prior to execution of this Agreement by CITY, CONSULTANT shall have provided evidence to CITY that CONSULTANT is licensed to perform the services called for by this Agreement (or that no license is required). If CONSULTANT should subcontract all or any portion of the work or services to be performed under this Agreement, CONSULTANT shall require each subcontractor to provide evidence to CITY that subcontractor is licensed to perform the services called for by this Agreement (or that no license is required) before beginning work.

12. Nondiscrimination. To the extent required by controlling federal, state and local law, CONSULTANT shall not employ discriminatory practices in the provision of services, employment of personnel, or in any other respect on the basis of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation, ethnicity, status as a disabled veteran or veteran of the Vietnam era. Subject to the foregoing and during the performance of this Agreement, CONSULTANT agrees as follows:

(a) CONSULTANT will comply with all applicable laws and regulations providing that no person shall, on the grounds of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation, ethnicity, status as a disabled veteran or veteran of the Vietnam era be excluded from participation in, be denied the benefits of, or be subject to discrimination under any program or activity made possible by or resulting from this Agreement.

(b) CONSULTANT will not discriminate against any employee or applicant for employment because of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation, ethnicity, status as a disabled veteran or veteran of the Vietnam era. CONSULTANT shall ensure that applicants are employed, and the employees are treated during employment, without regard to

their race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation, ethnicity, status as a disabled veteran or veteran of the Vietnam era. Such requirement shall apply to CONSULTANT'S employment practices including, but not be limited to, the following: employment, upgrading, demotion or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. CONSULTANT agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provision of this nondiscrimination clause.

(c) CONSULTANT will, in all solicitations or advertisements for employees placed by or on behalf of CONSULTANT in pursuit hereof, state that all qualified applicants will receive consideration for employment without regard to race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, sexual orientation, ethnicity, status as a disabled veteran or veteran of the Vietnam era.

(d) CONSULTANT will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice advising such labor union or workers' representatives of CONSULTANT'S commitment under this section and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

### 13. Independent Contractor.

(a) In the furnishing of the services provided for herein, CONSULTANT is acting solely as an independent contractor. Neither CONSULTANT, nor any of its officers, agents or employees shall be deemed an officer, agent, employee, joint venturer, partner or associate of CITY for any purpose. CITY shall have no right to control or supervise or direct the manner or method by which CONSULTANT shall perform its work and functions. However, CITY shall retain the right to administer this Agreement so as to verify that CONSULTANT is performing its obligations in accordance with the terms and conditions thereof.

(b) This Agreement does not evidence a partnership or joint venture between CONSULTANT and CITY. CONSULTANT shall have no authority to bind CITY absent CITY'S express written consent. Except to the extent otherwise provided in this Agreement, CONSULTANT shall bear its own costs and expenses in pursuit thereof.

(c) Because of its status as an independent contractor, CONSULTANT and its officers, agents and employees shall have absolutely no right to employment rights and benefits available to CITY employees. CONSULTANT shall be solely liable and responsible for all payroll and tax withholding and for providing to, or on behalf of, its employees all employee benefits including, without limitation, health, welfare and retirement benefits. In addition, together with its other obligations under this Agreement, CONSULTANT shall be solely responsible, indemnify, defend and save CITY harmless from all matters relating to employment and tax withholding for and payment of CONSULTANT'S employees, including, without limitation, (i) compliance with Social Security and unemployment insurance withholding, payment of workers' compensation benefits, and all other laws and regulations governing matters of employee withholding, taxes and payment; and (ii) any claim of right or interest in CITY employment benefits, entitlements, programs and/or funds offered employees of CITY whether arising by reason of any common law, de facto, leased, or co-employee rights or other theory. It is acknowledged that during the term of this Agreement, CONSULTANT may be providing services to others unrelated to CITY or to this Agreement.

14. Notices. Any notice required or intended to be given to either party under the terms of this Agreement shall be in writing and shall be deemed to be duly given if delivered personally, transmitted by facsimile followed by telephone confirmation of receipt, or sent by United States registered or certified mail, with postage prepaid, return receipt requested, addressed to the party to which notice is to be given at the party's address set forth on the signature page of this Agreement or at such other address as the parties may from time to time designate by written notice. Notices served by United States mail in the manner above described shall be deemed sufficiently served or given at the time of the mailing thereof.

15. Binding. Subject to Section 16, below, once this Agreement is signed by all parties, it shall be binding upon, and shall inure to the benefit of, all parties, and each parties' respective heirs, successors, assigns, transferees, agents, servants, employees and representatives.

16. Assignment.

(a) This Agreement is personal to CONSULTANT and there shall be no assignment by CONSULTANT of its rights or obligations under this Agreement without the prior written approval of the City Manager or his/her designee. Any attempted assignment by CONSULTANT, its successors or assigns, shall be null and void unless approved in writing by the City Manager or his/her designee.

(b) CONSULTANT hereby agrees not to assign the payment of any monies due CONSULTANT from CITY under the terms of this Agreement to any other individual(s), corporation(s) or entity(ies). CITY retains the right to pay any and all monies due CONSULTANT directly to CONSULTANT.

17. Compliance With Law. In providing the services required under this Agreement, CONSULTANT shall at all times comply with all applicable laws of the United States, the State of California and CITY, and with all applicable regulations promulgated by federal, state, regional, or local administrative and regulatory agencies, now in force and as they may be enacted, issued, or amended during the term of this Agreement.

18. Waiver. The waiver by either party of a breach by the other of any provision of this Agreement shall not constitute a continuing waiver or a waiver of any subsequent breach of either the same or a different provision of this Agreement. No provisions of this Agreement may be waived unless in writing and signed by all parties to this Agreement. Waiver of any one provision herein shall not be deemed to be a waiver of any other provision herein.

19. Governing Law and Venue. This Agreement shall be governed by, and construed and enforced in accordance with, the laws of the State of California, excluding, however, any conflict of laws rule which would apply the law of another jurisdiction. Venue for purposes of the filing of any action regarding the enforcement or interpretation of this Agreement and any rights and duties hereunder shall be Fresno County, California.

20. Headings. The section headings in this Agreement are for convenience and reference only and shall not be construed or held in any way to explain, modify or add to the interpretation or meaning of the provisions of this Agreement.

21. Severability. The provisions of this Agreement are severable. The invalidity, or unenforceability of any one provision in this Agreement shall not affect the other provisions.

22. Interpretation. The parties acknowledge that this Agreement in its final form is the result of the combined efforts of the parties and that, should any provision of this Agreement be found to be ambiguous in any way, such ambiguity shall not be resolved by construing this Agreement in favor of or against either party, but rather by construing the terms in accordance with their generally accepted meaning.

23. Attorney's Fees. If either party is required to commence any proceeding or legal action to enforce or interpret any term, covenant or condition of this Agreement, the prevailing party in such proceeding or action shall be entitled to recover from the other party its reasonable attorney's fees and legal expenses.

24. Exhibits. Each exhibit and attachment referenced in this Agreement is, by the reference, incorporated into and made a part of this Agreement.

25. Precedence of Documents. In the event of any conflict between the body of this Agreement and any Exhibit or Attachment hereto, the terms and conditions of the body of this Agreement shall control and take precedence over the terms and conditions expressed within the Exhibit or Attachment. Furthermore, any terms or conditions contained within any Exhibit or Attachment hereto which purport to modify the allocation of risk between the parties, provided for within the body of this Agreement, shall be null and void.

26. Cumulative Remedies. No remedy or election hereunder shall be deemed exclusive but shall, wherever possible, be cumulative with all other remedies at law or in equity.

27. No Third Party Beneficiaries. The rights, interests, duties and obligations defined within this Agreement are intended for the specific parties hereto as identified in the preamble of this Agreement. Notwithstanding anything stated to the contrary in this Agreement, it is not intended that any rights or interests in this Agreement benefit or flow to the interest of any third parties.

28. Extent of Agreement. Each party acknowledges that they have read and fully understand the contents of this Agreement. This Agreement represents the entire and integrated agreement between the parties with respect to the subject matter hereof and supersedes all prior negotiations, representations or agreements, either written or oral. This Agreement may be modified only by written instrument duly authorized and executed by both CITY and CONSULTANT.

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IN WITNESS WHEREOF, the parties have executed this Agreement at Fresno, California, the day and year first above written.

CITY OF FRESNO,  
a California municipal corporation

SIMON & COMPANY, INC.,  
a District of Columbia corporation,

By: \_\_\_\_\_  
Bruce Rudd, Interim City Manager  
City Manager's Office

By: \_\_\_\_\_

ATTEST:  
REBECCA E. KLISCH  
City Clerk

Name: \_\_\_\_\_

Title: \_\_\_\_\_  
(if corporation or LLC, Board  
Chair, Pres. or Vice Pres.)

By: \_\_\_\_\_  
Deputy

By: \_\_\_\_\_

No signature of City Attorney required.  
Standard Document #ALL 1.1 has been  
used without modification, as certified by  
the undersigned.

Name: \_\_\_\_\_

Title: \_\_\_\_\_  
(if corporation or LLC, CFO,  
Treasurer, Secretary or Assistant  
Secretary)

By: \_\_\_\_\_  
Nicole R. Zieba  
Deputy City Manager

Any Applicable Professional License:  
Number: \_\_\_\_\_  
Name: \_\_\_\_\_  
Date of Issuance: \_\_\_\_\_

Addresses:

CITY:  
City of Fresno  
Attention: Bruce Rudd, Interim City Manager  
2600 Fresno Street  
Fresno, CA 93721  
Phone: (559) 621-7784  
FAX: (559) 621-7776

CONSULTANT:  
Simon & Company, Inc  
Attention: Mr. Len Simon, President  
1660 L Street, N.W., Suite 1050  
Washington, DC 20036  
Phone: (202) 659-2229  
FAX: (202) 659-5234

Attachments:

1. Exhibit A - Scope of Services
2. Exhibit B - Insurance Requirements
3. Exhibit C - Conflict of Interest Disclosure Form

## EXHIBIT "A"

SIMON AND COMPANY, INC. (hereinafter referred to as "CONSULTANT") will provide the CITY OF FRESNO (hereinafter referred to as "CITY") with federal affairs assistance. CITY will act as lobbyist employer and CONSULTANT will perform services on a contractual basis. Len Simon and /or his staff will work at the direction of the City Manager or his designee to achieve CITY'S goals.

### Scope of Service

CONSULTANT shall serve as legislative, administrative and regulatory representative for the CITY in Washington, D.C., and maintain liaison and monitoring the activities of all relevant Federal agencies and departments including, but not limited to: the White House, the Office of Management and Budget, the Department of Housing and Urban Development, the Department of Transportation, the Department of Commerce, the Department of Labor, the Department of Treasury, the Department of Interior, the Department of Justice, the Department of Health and Human Services, the Department of Energy, the Environmental Protection Agency, the Small Business Administration and General Services Administration.

CONSULTANT shall review all existing and future Federal policies and programs on an ongoing basis with particular attention as to how such policies and programs might affect CITY and its citizens, and report regularly to CITY by way of correspondence, information bulletins and by personal briefings concerning such Federal policy and program direction as may be relevant to CITY; such briefings to include regular meetings in CITY as appropriate.

CONSULTANT shall confer and consult with the Mayor, City Council and/or City Manager for the development of a Federal legislative policy.

CONSULTANT shall provide all requested detailed information which may be available from such Federal programs in which CITY may have an interest.

CONSULTANT shall review and comment upon any grant proposals CITY may wish to file with any Federal agency and provide such follow-up assistance as may be required in order to obtain the most favorable consideration for the CITY possible.

CONSULTANT shall provide technical assistance and guidance in the implementation of Federal statutes of concern to the CITY, including consultation with and assistance to members of the private sector whom the CITY may designate.

## EXHIBIT "A" (CONT'D.)

CONSULTANT shall maintain liaison with CITY's Congressional delegation and other Congressional committees, members and staff and keep them advised of CITY's position on legislative matters of concern to the CITY.

CONSULTANT shall enlist the assistance of CITY's Congressional delegation and other Congressional committees, members and staff in connection with any Federal agency matters affecting CITY's interests.

CONSULTANT shall maintain liaison with relevant national organizations such as National League of Cities, U.S. Conference of Mayors, the American Public Transit Association, the Airport Operators Council International and others relevant to CITY federal priorities.

CONSULTANT shall attend relevant conferences of the U.S. Conference of Mayors and National League of Cities, and such other municipal conferences as CITY may request.

CONSULTANT shall arrange appointments for the Mayor, the City Council and relevant CITY staff with appropriate Washington officials including key departments and agencies as well as Congressional members and staff, in relation to the activities enumerated above. Personal attendance by CONSULTANT shall be provided at such meetings.

CONSULTANT shall provide logistical and office support for the Mayor, members of the City Council and other authorized City personnel while on official business in Washington, D.C. in relations to any of the items in the contract.

### RATES AND FEES

Calendar Year	Base Contract	Expenses (up to)	Not to Exceed total
2010	\$55,000	\$5,000	\$60,000
2011	\$57,000	\$5,000	\$62,000
2012	\$59,000	\$5,000	\$64,000

## Exhibit B

**INSURANCE REQUIREMENTS**  
**Consultant Service Agreement between City of Fresno**  
**and SIMON AND COMPANY, INC**  
Federal Affairs Assistance  
PROJECT TITLE

### Minimum Scope of Insurance

Coverage shall be at least as broad as:

1. The most current version of Insurance Services Office (ISO) Commercial General Liability Coverage Form CG 00 01, which shall include insurance for "bodily injury," "property damage" and "personal and advertising injury" with coverage for premises and operations, products and completed operations, and contractual liability.
2. The most current version of Insurance Service Office (ISO) Business Auto Coverage Form CA 00 01, which shall include coverage for all owned, hired, and non-owned automobiles or other licensed vehicles (Code 1- Any Auto).
3. Workers' Compensation insurance as required by the California Labor Code and Employer's Liability Insurance.
4. Professional Liability (Errors and Omissions) insurance appropriate to CONSULTANT'S profession. Architect's and engineer's coverage is to be endorsed to include contractual liability.

### Minimum Limits of Insurance

CONSULTANT shall maintain limits of liability of not less than:

1. General Liability:
  - \$1,000,000 per occurrence for bodily injury and property damage
  - \$1,000,000 per occurrence for personal and advertising injury
  - \$2,000,000 aggregate for products and completed operations
  - \$2,000,000 general aggregate applying separately to the work performed under the Agreement
2. Automobile Liability:
  - \$1,000,000 per accident for bodily injury and property damage
3. Employer's Liability:
  - \$1,000,000 each accident for bodily injury
  - \$1,000,000 disease each employee
  - \$1,000,000 disease policy limit

4. Professional Liability (Errors and Omissions)

\$1,000,000 per claim/occurrence

\$2,000,000 policy aggregate

**Umbrella or Excess Insurance**

In the event CONSULTANT purchases an Umbrella or Excess insurance policy(ies) to meet the "Minimum Limits of Insurance," this insurance policy(ies) shall "follow form" and afford no less coverage than the primary insurance policy(ies).

**Deductibles and Self-Insured Retentions**

CONSULTANT shall be responsible for payment of any deductibles contained in any insurance policies required hereunder and CONSULTANT shall also be responsible for payment of any self-insured retentions. Any deductibles or self-insured retentions must be declared to, and approved by, the CITY'S Risk Manager or his/her designee. At the option of the CITY'S Risk Manager or his/her designee, either (i) the insurer shall reduce or eliminate such deductibles or self-insured retentions as respects CITY, its officers, officials, employees, agents and volunteers; or (ii) CONSULTANT shall provide a financial guarantee, satisfactory to CITY'S Risk Manager or his/her designee, guaranteeing payment of losses and related investigations, claim administration and defense expenses. At no time shall CITY be responsible for the payment of any deductibles or self-insured retentions.

**Other Insurance Provisions**

The General Liability and Automobile Liability insurance policies are to contain, or be endorsed to contain, the following provisions:

1. CITY, its officers, officials, employees, agents and volunteers are to be covered as additional insureds.
2. The coverage shall contain no special limitations on the scope of protection afforded to CITY, its officers, officials, employees, agents and volunteers.
3. CONSULTANT'S insurance coverage shall be primary and no contribution shall be required of CITY.

The Workers' Compensation insurance policy is to contain, or be endorsed to contain, the following provision: CONSULTANT and its insurer shall waive any right of subrogation against CITY, its officers, officials, employees, agents and volunteers.

If the Professional Liability (Errors and Omissions) insurance policy is written on a claims-made form:

1. The "Retro Date" must be shown, and must be before the effective date of the Agreement or the commencement of work by CONSULTANT.
2. Insurance must be maintained and evidence of insurance must be provided for at least 5 years after any expiration or termination of the Agreement or, in the alternative, the policy shall be endorsed to provide not less than a 5-year

discovery period. This requirement shall survive expiration or termination of the Agreement.

3. If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a "Retro Date" prior to the effective date of the Agreement, CONSULTANT must purchase "extended reporting" coverage for a minimum of 5 years following the expiration or termination of the Agreement.
4. A copy of the claims reporting requirements must be submitted to CITY for review.
5. These requirements shall survive expiration or termination of the Agreement.

All policies of insurance required hereunder shall be endorsed to provide that the coverage shall not be cancelled, non-renewed, reduced in coverage or in limits except after 30 calendar day written notice by certified mail, return receipt requested, has been given to CITY. Upon issuance by the insurer, broker, or agent of a notice of cancellation, non-renewal, or reduction in coverage or in limits, CONSULTANT shall furnish CITY with a new certificate and applicable endorsements for such policy(ies). In the event any policy is due to expire during the work to be performed for CITY, CONSULTANT shall provide a new certificate, and applicable endorsements, evidencing renewal of such policy not less than 15 calendar days prior to the expiration date of the expiring policy.

#### **Acceptability of Insurers**

All policies of insurance required hereunder shall be placed with an insurance company(ies) admitted by the California Insurance Commissioner to do business in the State of California and rated not less than "A-VII" in Best's Insurance Rating Guide; or authorized by CITY'S Risk Manager.

#### **Verification of Coverage**

CONSULTANT shall furnish CITY with all certificate(s) and **applicable endorsements** effecting coverage required hereunder. All certificates and **applicable endorsements** are to be received and approved by the CITY'S Risk Manager or his/her designee prior to CITY'S execution of the Agreement and before work commences.

**Exhibit C**

**DISCLOSURE OF CONFLICT OF INTEREST**

Federal Affairs Assistance  
PROJECT TITLE

		<b>YES*</b>	<b>NO</b>
1	Are you currently in litigation with the City of Fresno or any of its agents?	<input type="checkbox"/>	<input type="checkbox"/>
2	Do you represent any firm, organization or person who is in litigation with the City of Fresno?	<input type="checkbox"/>	<input type="checkbox"/>
3	Do you currently represent or perform work for any clients who do business with the City of Fresno?	<input type="checkbox"/>	<input type="checkbox"/>
4	Are you or any of your principals, managers or professionals, owners or investors in a business which does business with the City of Fresno, or in a business which is in litigation with the City of Fresno?	<input type="checkbox"/>	<input type="checkbox"/>
5	Are you or any of your principals, managers or professionals, related by blood or marriage to any City of Fresno employee who has any significant role in the subject matter of this service?	<input type="checkbox"/>	<input type="checkbox"/>
6	Do you or any of your subcontractors have, or expect to have, any interest, direct or indirect, in any other contract in connection with this Project?	<input type="checkbox"/>	<input type="checkbox"/>
* If the answer to any question is yes, please explain in full below.			

Explanation: \_\_\_\_\_  
 \_\_\_\_\_  
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\_\_\_\_\_  
 Signature  
 \_\_\_\_\_  
 (name)  
 \_\_\_\_\_  
 (company)  
 \_\_\_\_\_  
 (address)  
 \_\_\_\_\_  
 (city state zip)

Additional page(s) attached.