

# **CITY OF FIREBAUGH**

# OVERSIGHT BOARD FOR SUCCESSOR AGENCY TO THE CITY OF FIREBAUGH REDEVELOPMENT AGENCY

# MEETING AGENDA

**Location of Meeting:** 

Firebaugh Community Center 1655 13<sup>th</sup>, Firebaugh, CA 93622

Date/Time:

May 16, 2013/11:00 a.m.

CALL TO ORDER

ROLL CALL

Ron Manfredi, Employee of Former RDA (City) Representative

Elsa Lopez, County Board of Supervisor Representative Craig Knight, County Board of Supervisor Representative

Jack Minnite, City of Firebaugh Mayor's Appointed Representative

Becky Cline, Special District Representative

Russell Freitas, County Superintendent of Schools Representative

Ken Stoppenbrink, Chancellor of Ca Community College Representative

#### PLEDGE OF ALLEGIANCE

#### **CONSENT CALENDAR**

1. APPROVAL OF MINUTES - The Oversight Board meeting on April 18, 2013.

#### **BUSINESS ITEMS**

2. RESOLUTION NO. OB 13-07 - A RESOLUTION OF THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY APPROVING A CONTRACT WITH ROSENOW SPEVACEK GROUP, INC. TO PROVIDE CONSULTING SERVICES TO THE SUCCESSOR AGENCY IN FISCAL YEAR 2013-14.

**Recommended Action:** 

Oversight Board approves Res. No. OB 13-07.

3. RESOLUTION NO. OB 13-08 - A RESOLUTION OF THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY APPROVING A CONTRACT WITH ROSENOW SPEVACEK GROUP, INC. TO PREPARE THE LONG RANGE PROPERTY MANAGEMENT PLAN PURSUANT TO CALIFORNIA HEALTH & SAFETY CODE SECTION 34191.5

**Recommended Action:** 

Oversight Board approves Res. No. OB 13-08.

#### **ADJOURNMENT**

#### Certification of posting the Agenda

I declare under penalty of perjury that I am employed by the City of Firebaugh and that I posted this agenda on the bulletin boards at City Hall, May 15, 2013 at 5:00 p.m. by Rita Lozano, Deputy City Clerk.



# **CITY OF FIREBAUGH**

# OVERSIGHT BOARD FOR SUCCESSOR AGENCY TO THE CITY OF FIREBAUGH REDEVELOPMENT AGENCY

# **MEETING MINUTES**

**Location of Meeting:** 

**Andrew Firebaugh Community Center** 

1655 13th Street, Firebaugh, CA 93622

Date/Time:

April 18, 2013/11:00 a.m.

**CALL TO ORDER** 

Meeting called to order at 11:00 a.m.

ROLL CALL

PRESENT:

Becky Cline, Special District Representative

Jack Minnite, City of Firebaugh Mayor's Appointed Representative

Craig Knight, County Board of Supervisor Representative Elsa Lopez, County Board of Supervisor Representative

Ken Stoppenbrink, Chancellor of CA Community College Representative

Ron Manfredi, Interim City Manager;

ABSENT:

Russell Freitas, County Superintendent of Schools Representative

**OTHERS:** 

Pio Martin, Finance Director

#### PLEDGE OF ALLEGIANCE

Pledge of Allegiance was led by Board Member Cline.

#### **PUBLIC COMMENT**

None

#### CONSENT CALENDAR

1. APPROVAL OF MINUTES - The Oversight Board meeting on March 21, 2013.

Motion to approve minutes by Board Member Knight, second by Board Member Minnite, motion passed by 6-0 roll-call vote.

# **BUSINESS ITEMS**

2. RESOLUTION NO. 13-06 - A RESOLUTION OF THE OVERSIGHT BOARD OF SUCCESSOR AGENCY TO THE FIREBAUGH REDEVELOPMENT AGENCY GRANTING AN EASEMENT TO PACIFIC GAS & ELECTRIC COMPANY FOR THE PURPOSE OF INSTALLING AN UNDERGROUND UTILITY ALONG THE PORTION OF PROPERTY OF APN 008-080-428 & APN 008-140-35.

Motion to approve Resolution No OB 13-06 by Board Member Knight, second by Board Member Stoppenbrink, motion passed by 6-0 roll-call vote.

#### ADJOURNMENT

Motion to adjourn by Board Member Knight, second by Board Member Lopez, motion passed by 6-0 roll-call vote, meeting adjourned at 11:18 a.m.



# Staff Report

To:

Oversight Board to Successor Agency to the Firebaugh Redevelopment Agency

From:

Ron Manfredi, Interim City Manager

Meeting Date: May 16, 2013

Subject:

APPROVAL OF CONTRACTS WITH RSG TO PROVIDE REDEVELOPMENT DISSOLUTION CONSULTING SERVICES AND PREPARATION OF THE

LONG RANGE PROPERTY MANAGEMENT PLAN

#### RECOMMENDATIONS

1. Approve the attached Proposal for Consulting Services from RSG relating to Successor Agency matters

2. Approve the attached Proposal for Preparation by RSG of the Long Range Property Management

# **BACKGROUND**

As previously discussed the dissolution of the Firebaugh Redevelopment Agency will be a complicated and arduous task. Staff will require financial and management consulting services to help deal with the numerous deadlines and requirements of ABx1 26 and AB 1484.

# Redevelopment Dissolution Consulting Services

The City of Firebaugh and the Successor Agency to the Firebaugh Redevelopment Agency have been working with Rosenow Spevacek Group, Inc. ("RSG") to provide consulting services related to the dissolution of the former Firebaugh Redevelopment Agency since 2011. To date, RSG has assisted with:

- Operational startup activities to create the Successor Agency, Housing Successor Entity, and Oversight Board
- The first four Recognized Obligation Payment Schedules (ROPS) covering six month periods from January 2012 through December 2013
- The Successor Agency's Administrative Budget for Fiscal Years 2012-13 and 2013-14
- Five-Year Cash Flow Analyses to aid preparation of the ROPS and inform other planning activities
- A City Loan Agreement to cover shortfalls in prior ROPS periods
- Due Diligence Review advisory services
- Property and asset disposition services
- Review and analysis of contracts, agreements, and other documents
- Documents and presentations for City Council, Successor Agency, and Oversight Board Meetings
- Documents and presentations for meetings with State and County agencies
- Correspondence with State, County, and other agencies as needed
- General project advisory and management Services
- Legislative tracking, analysis, and advice
- Other services as needed

A new contract from administrative services is proposed in the amount of \$47,800 to continue providing consulting services in FY 2013-14. RSG will consult on all activities required by the Dissolution Act, which may include but are not limited to:

- Financial Planning and Transition Services, including preparation of Recognized Obligation Payment Schedules (ROPS), Administrative Budgets, and Cash Flows
- Asset Disposition Strategic Planning, including preparation of transfer documents for housing assets
- General Financial Advisory Services
- Project Advisory Services

Oversight Board Contract Approvals May 16, 2013 Page 2

- Project Management Services
- Meeting, Agenda, Staff Report Assistance for the City Council, Successor Agency, and Oversight Board
- Meeting Preparation and Attendance with State, County and other agencies as required
- Taxing Entity Consultations
- Monitoring of Legal Requirements and Agreements
- Legislative Analysis
- · Others Services as Designated

The fee stated in the proposal matches the amount approved by the Successor Agency and Oversight Board in the FY 2013-14 Administrative Budget. Costs will be paid by the Successor Agency out of the administrative cost allowance, which was placed on the ROPS 13-14A and was approved on April 11, 2013 by DOF.

Health & Safety Code Section 34177.3(b) states that successor agencies may create enforceable obligations to conduct the work of winding down the redevelopment agency subject to Oversight Board and DOF approval. The Successor Agency approved the proposed RSG Contract on May 6, 2013.

## Long Range Property Management Plan

Pursuant to California Health and Safety Code Section 34191.5, the Successor Agency must submit a Long Range Property Management Plan ("Plan") for the disposition of real property following oversight board approval. The Department of Finance must ultimately approve this Plan. The Plan must include an inventory of information for each property, and identify the ultimate use or disposition of each property. Permitted uses include the following:

- Retention of property for governmental use
- Retention of property for future development
- Sale of property
- Use of property to fulfill and enforceable obligation

Once the Plan is approved, the properties subject to disposition will be placed in a Community Redevelopment Property Trust Fund administered by the Successor Agency.

RSG will assist the Successor Agency in preparing this plan to meet the standards of AB 1484 and facilitate the transfer of properties efficiently. Preparation of this Plan will be completed on a time and material basis not to exceed \$10,500. The costs associated with preparing the Plan were listed on ROPS 13-14A and approved by DOF on April 11, 2013. The Successor Agency approved this contract with RSG on May 6, 2013.

#### FISCAL IMPACT: Unknown

#### Enclosures

- 1. Consulting Services Proposal from RSG dated May 1, 2013
- 2. Long Range Property Management Plan Proposal from RSG dated May 1, 2013

#### **RESOLUTION NO. OB 13-07**

A RESOLUTION OF THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY APPROVING A CONTRACT WITH ROSENOW SPEVACEK GROUP, INC. TO PROVIDE CONSULTING SERVICES TO THE SUCCESSOR AGENCY IN FISCAL YEAR 2013-14

WHEREAS, the Oversight Board of the Successor Agency to the Firebaugh Redevelopment Agency ("Oversight Board") has been established to direct the Successor Agency to the Firebaugh Redevelopment Agency ("Successor Agency") to take certain actions to wind down the affairs of the Redevelopment Agency in accordance with the California Health and Safety Code; and

WHEREAS, the Successor Agency desires to enter into a contract with Rosenow-Spevacek Group ("RSG") to provide consulting services related to the dissolution of the Former Firebaugh Redevelopment Agency through Fiscal Year 2013-14 as detailed in the proposal attached as Exhibit "A" ("RSG Contract"); and

WHEREAS, the RSG Contract is to be funded by the administrative cost allowance pursuant to Health & Safety Code Section 34171(b); and

WHEREAS, Health & Safety Code Section 34177(j)(3) requires proposals for arrangements for administrative and operations services provided by a city, county, or other entity to be submitted to the oversight board for its approval; and

WHEREAS, Health & Safety Code Section 34177.3(b) states that successor agencies may create enforceable obligations to conduct the work of winding down the redevelopment agency, including acquiring necessary professional administrative services; and

WHEREAS, the Successor Agency approved the proposed RSG Contract on May 6, 2013; and

WHEREAS, the Oversight Board desires to approve the RSG Contract.

# NOW, THEREFORE, THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY DOES HEREBY RESOLVE AS FOLLOWS:

**SECTION 1.** The RSG Contract is hereby approved.

**SECTION 2.** The Oversight Board hereby authorizes the City Manager to take such other and further action consistent with this resolution and sign and transmit any documents, as necessary, in order to implement this Resolution on behalf of the Successor Agency.

SECTION 3. The Oversight Board Secretary shall certify to the adoption of this Resolution.

The above and foregoing resolution was duly passed and adopted at a regular meeting by the Oversight Board of Successor Agency to the City of Firebaugh Redevelopment Agency, held on the 16th day of May, 2013, by the following vote:

AYES: NOES: ABSTAIN: ABSENT:	
APPROVED:	ATTEST:
Chairperson, Oversight Board	Secretary, Oversight Board

# EXHIBIT "A" RSG PROPOSAL FOR FY 2013-14 SUCCESSOR AGENCY CONSULTING SERVICES [Attached as a separate document]



ROSENOW SPEVACEK GROUP INC. T 714 541 4585 309 WEST 4TH STREET SANTA ANA, CA 92701-4502

F 714 541 1175 E INFO@WEBRSG.COM WEBRSG.COM

Via Electronic Mail

May 1, 2013

Mr. Ron Manfredi Interim City Manager CITY OF FIREBAUGH 1133 "P" St. Firebaugh, CA 93622

# PROPOSAL FOR SUCCESSOR AGENCY ADMINISTRATIVE CONSULTING SERVICES

Dear Mr. Manfredi:

RSG is pleased to present this proposed scope of work and budget to provide the Successor Agency to the Redevelopment Agency of the City of Firebaugh ("Successor Agency") administrative consulting services for the 2013-14 fiscal year. RSG has been working with the Successor Agency since the very beginning of the dissolution of the Firebaugh Redevelopment Agency in 2011. With RSG's assistance, the Successor Agency has overcome many hurdles and has fulfilled numerous state reporting requirements. RSG would like to continue to serve the Successor Agency in its capacity as Administrative Consultants and see the Successor Agency through to the end of this arduous process.

#### **SCOPE OF SERVICES**

The proposed Scope of Services is based upon our experience with the Successor Agency and upcoming tasks that we have identified. RSG is happy to discuss modifications to the scope as needed to satisfy the City's needs. RSG has identified the following tasks:

#### Task 1: Devise a Plan for the Use of Unexpended Bond Proceeds

After receiving a Finding of Completion, the Successor Agency will be allowed to use any unspent bond proceeds. RSG will assist the Successor Agency in developing a plan for use of their unspent bond proceeds.

#### Task 2: Budget and Cash Flow Work

The Successor Agency has faced many challenges throughout the dissolution process, not the least of which has been continued budget shortfalls during Recognized Obligation Payment Schedule periods. RSG will continue to maintain a working cash flow model for the Successor Agency to anticipate future budget shortfalls. In addition, RSG will assist the Successor Agency in working to close any budget gaps by employing the variety of methods outlined in AB 1484.

> COMMUNITY INVESTMENT & IMPROVEMENT LOCAL GOVERNMENT SOLUTIONS FINANCIAL ANALYSIS **REAL ESTATE & DEVELOPMENT** HOUSING

### Task 3: Complete ROPS 13-14B and 14-15A and accompanying Administrative Budgets

The Successor Agency must submit a Recognized Obligation Payment Schedule ("ROPS") to the Oversight Board and Department of Finance every six months. RSG will assist the Successor Agency in completing the two ROPS that will be addressed during the 2013-14 fiscal year. In addition, the Successor Agency must submit an annual administrative budget supporting the use of the \$250,000 annual administrative allowance allowed by law. RSG will assist the Successor Agency in preparing the annual administrative budget for fiscal year 2014-15, which will be submitted along with ROPS 14-15A.

## Task 4: Attend Meetings as Necessary

RSG will make a staff member available to the Successor Agency should they need assistance at any Successor Agency, Oversight Board meetings.

#### Task 5: Additional Administrative Services as Needed

RSG will assist the Successor Agency with any additional administrative tasks as they arise.

#### **TIMELINE**

RSG will begin this portion of its contract with the Successor Agency July 1, 2013 and will conclude June 30, 2014.

## **PROJECT TEAM**

Ms. Tara Howard, Senior Associate, will be the Project Manager, and will be assisted by Alexa Smittle, Senior Associate and Jane Carlson, Senior Analyst. Ms. Felise Acosta, Partner will be the principal in charge of this engagement. Additional staff may be assigned as needed.

#### **FEE PROPOSAL**

We will provide these services on a time-and-materials basis, with a not to exceed amount of \$47,800. The fee matches the amount approved by the Successor Agency, Oversight Board, and DOF in the FY 2012-13 Administrative Budget. Costs will be paid by the Successor Agency out of the RSG does not charge clients for mileage (except direct costs related to field surveys), parking, standard telephone/fax expenses, general postage or incidental copies. However, we do charge for messenger services, overnight shipping/express mail costs and teleconferencing services. We also charge for copies of reports, documents, notices, and support material in excess of five (5) copies. These costs are charged back at the actual expense plus a 10% surcharge.

RSG issues monthly invoices payable upon receipt, unless otherwise agreed upon in advance. Invoices identify tasks completed to date, hours expended and the hourly rate.

#### **HOURLY BILLING RATES:**

Principal/Director	\$ 210
Senior Associate	165
Associate	150

Senior Analyst	125
Analyst	115
Research Assistant	100
Technician	75
Clerical	60
Reimbursable Expenses	Cost plus 10%

We appreciate the opportunity to submit our proposal to the City and Successor Agency, and look forward to working with you again. If you have any questions, please do not hesitate to contact me at 714.316.2111.

Sincerely,

ROSENOW SPEVACEK GROUP, INC.

Yara & Howard

Tara Howard Senior Associate

#### **RESOLUTION NO. OB 13-08**

A RESOLUTION OF THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY APPROVING A CONTRACT WITH ROSENOW SPEVACEK GROUP, INC. TO PREPARE THE LONG RANGE PROPERTY MANAGEMENT PLAN PURSUANT TO CALIFORNIA HEALTH & SAFETY CODE SECTION 34191.5

WHEREAS, the Oversight Board of the Successor Agency to the Firebaugh Redevelopment Agency ("Oversight Board") has been established to direct the Successor Agency to the Firebaugh Redevelopment Agency ("Successor Agency") to take certain actions to wind down the affairs of the Redevelopment Agency in accordance with the California Health and Safety Code; and

WHEREAS, the Successor Agency desires to enter into a contract with Rosenow-Spevacek Group ("RSG") to prepare a Long Range Property Management Plan as required by California Health & Safety Code ("HSC") Section 34191.5 attached herewith as Exhibit "A" ("LRPMP Contract"); and

**WHEREAS**, the costs associated with preparation of the LRPMP were listed on Recognized Obligation Payment Schedule 2013-14A and approved by the Department of Finance on April 11, 2013; and

**WHEREAS**, Health & Safety Code Section 34177.3(b) states that successor agencies may create enforceable obligations to conduct the work of winding down the redevelopment agency; and

WHEREAS, the Successor Agency approved the proposed LRPMP Contract on May 6, 2013; and

WHEREAS, the Oversight Board desires to approve the LRPMP Contract.

# NOW, THEREFORE, THE OVERSIGHT BOARD TO THE SUCCESSOR AGENCY OF THE FIREBAUGH REDEVELOPMENT AGENCY DOES HEREBY RESOLVE AS FOLLOWS:

**SECTION 1**. The LRPMP Contract is hereby approved.

**SECTION 2**. The Oversight Board hereby authorizes the City Manager to take such other and further action consistent with this resolution and sign and transmit any documents, as necessary, in order to implement this Resolution on behalf of the Successor Agency.

**SECTION 3.** The Oversight Board Secretary shall certify to the adoption of this Resolution.

The above and foregoing resolution was duly passed and adopted at a regular meeting by the Oversight Board of Successor Agency to the City of Firebaugh Redevelopment Agency, held on the 16th day of May, 2013, by the following vote:

Chairperson, Oversight Board	Secretary, Oversight Board
APPROVED:	ATTEST:
ABSENT:	
NOES: ABSTAIN:	
AYES:	

# EXHIBIT "A" RSG PROPOSAL FOR LONG RANGE PROPERTY MANAGEMENT PLAN [Attached as a separate document]



ROSENOW SPEVACEK GROUP INC.
309 WEST 4TH STREET
SANTA ANA, CALIFORNIA
92701-4502

T 714 541 4585 F 714 541 1175 E INFO@WEBRSG.COM WEBRSG.COM

Via Electronic Mail

May 1, 2013

Mr. Ron Manfredi Interim City Manager CITY OF FIREBAUGH 1133 "P" St. Firebaugh, CA 93622

# PROPOSAL FOR LONG RANGE PROPERTY MANAGEMENT PLAN PURSUANT TO AB 1484

Dear Mr. Manfredi:

RSG is pleased to present this proposed scope of work and budget to provide the City of Firebaugh ("City") and the Successor Agency to the Redevelopment Agency of the City of Firebaugh ("Successor Agency") for creation of the Long Range Property Management Plan ("Plan") required by Assembly Bill 1484 ("AB 1484"). RSG has been serving as a trusted advisor to our clients for 33 years, but perhaps never more so than the last 20 months during which former redevelopment agencies, and now successor agencies, have been on a crazed and often unpredictable journey. With our assistance, RSG clients were some of the first in the State to adopt high-level disposition procedure policies to guide the decision making process of successor agencies and oversight boards. With the recent passage of AB 1484, the Successor Agency must now also submit a formal Plan for the disposition of real property. Both the Oversight Board and State Department of Finance must approve this Plan.

It is our understanding that the Successor Agency currently holds six properties that will be the subject of the Plan. The Plan must include an inventory of information for each property, and identify the ultimate use or disposition of each property. Permitted uses include the following:

- Retention of property for governmental use
- Retention of property for future development
- Sale of property
- Use of property to fulfill and enforceable obligation

Once the Plan is approved, the properties subject to disposition are placed in a Community Redevelopment Property Trust Fund administered by the Successor Agency. Given the challenges facing both the Successor Agency and the City, RSG understands that time is of the essence. The Plan proposed here is designed to meet the standards of AB 1484 and facilitate

the transfer of properties efficiently. Disposition procedures and policies in the Plan will be designed to allow for some discretion and flexibility, while preserving the intent of the law by creating a framework that facilitates the best possible outcome for all involved parties.

#### SCOPE OF SERVICES

The proposed Scope of Services is based upon AB 1484. RSG is happy to discuss modifications to the scope as needed to satisfy the City's needs. RSG has identified the following tasks.

#### Task 1: Kickoff Meeting

The RSG consulting team will meet with staff to collect information on the sites and discuss the Successor Agency's requirements and goals for site disposition and development. We believe this task may be accomplished via conference call.

# Task 2: Property Inventory Database

RSG will review available pertinent data and documentation to create the comprehensive database required by AB 1484 that will reflect the utilization and valuation of the Successor Agency properties, including the following:

- Location, site/parcel, and lot size
- General Plan and Zoning designation
- Sales/use history of property
- Environmental information to determine status
- Tenant status/potential for relocation obligations
- Original purpose for acquisition of property
- Title Reports (coordinate securing and review of title reports to determine encumbrances, easements, etc.)
- Date of acquisition
- Purchase price/value at time of acquisition
- Notations of any redevelopment plans which identifies subject properties
- Fund type to acquire property (i.e., tax exempt bonds, tax increment)
- Any contracts for lease or other encumbrance of the property
- Site constraints and policies (adjacent uses, design, density, environmental setting, transportation corridor and infrastructure capacity)
- Potential for transit-oriented development
- History of proposals for use where applicable

Where applicable, RSG would consult with appropriate staff and legal counsel to ensure adequate understanding of specific policies, standards, and/or conditions that must guide disposition, such as a judgment or settlement agreement.

#### Task 3: Abbreviated Market Analysis (if needed)

If recent market value information is not readily accessible through recent appraisals or other documentation, RSG will collect information on the local real estate market for the area to determine reasonable sales values that may be achieved from those properties that would be disposed of on the open market. Our data will be analyzed and summarized in tables and charts for inclusion in the Plan.

## Task 4: Prepare & Present the Strategic Asset Disposition and Marketing Plan

RSG will prepare a streamlined Plan, consisting of an executive summary, the required parcel database to satisfy the requirements of Section 34191.5(c)(1), an abbreviated market analysis outlining reasonable expectations for sale revenues, and disposition procedures that may be adopted by the Successor Agency and/or the Oversight Board. The document will provide a text narrative for all pertinent properties that indicate the Successor Agency's intentions for disposition, land use planning objectives, and a brief summary determining the potential for properties to target transit-oriented development. The Plan would rely heavily on visuals such as tables and charts for clarity.

#### **TIMELINE**

The Successor Agency should receive exclusive Redevelopment Property Tax Trust Fund ("RPTTF") monies on June 1, 2013 to cover the costs of preparing the Plan. This money can be expended starting July 1, 2013. We anticipate scheduling a kickoff meeting in July 2013 and completing the Plan within 30-60 days from the kickoff meeting.

#### **PROJECT TEAM**

Ms. Tara Howard, Senior Associate, will be the Project Manager, and will be assisted by Alexa Smittle, Senior Associate and Jane Carlson, Senior Analyst. Ms. Felise Acosta, Partner will be the principal in charge of this engagement. Additional staff may be assigned as needed.

#### **FEES**

We will provide these services on a time-and-materials basis, with a not to exceed amount of \$10,500. This engagement was listed on the Successor Agency's Recognized Obligation Payment Schedule covering the period July to December 2013 and was approved by the California Department of Finance in the amount of \$35,000. This contract will be applied to the4 total allocation for property disposition. As such, funding will be provided by property tax revenue in the form of RPTTF.

RSG does not charge clients for mileage (except direct costs related to field surveys), parking, standard telephone/fax expenses, general postage or incidental copies. However, we do charge for messenger services, overnight shipping/express mail costs and teleconferencing services. We also charge for copies of reports, documents, notices, and support material in excess of five (5) copies. These costs are charged back at the actual expense plus a 10% surcharge.

RSG issues monthly invoices payable upon receipt, unless otherwise agreed upon in advance. Invoices identify tasks completed to date, hours expended and the hourly rate.

#### **HOURLY BILLING RATES:**

Principal/Director	\$ 210
Senior Associate	165
Associate	150
Senior Analyst	125

Analyst	115
Research Assistant	100
Technician	75
Clerical	60
Reimbursable Expenses	Cost plus 10%

We appreciate the opportunity to submit our proposal to the City and Successor Agency, and look forward to working with you again. If you have any questions, please do not hesitate to contact me at 714.316.2111.

Sincerely, ROSENOW SPEVACEK GROUP, INC.

Yara & Howard

Tara Howard Senior Associate