

Delia M. Jimenez

Senior Acquisition Agent

Education	<ul style="list-style-type: none"> • Project Management Certification, Univ. of California Irvine Extension, 2010-2011 • Six Sigma Black Belt, Univ. of California Irvine Extension, 2014
License(s)	<ul style="list-style-type: none"> • Six Sigma Lean Green Belt, Univ. of California Irvine Extension, 2013 • CA RE License No. 02033162, Issue 6/5/2017, Exp. 6/4/2021
Affiliations	<ul style="list-style-type: none"> • Member, International Right of Way Association (IRWA), Chapter 67
Languages	<ul style="list-style-type: none"> • Bilingual: Fluency in Spanish
Experience	<ul style="list-style-type: none"> • Initial Year in Industry 2008

Overview

Delia Jimenez has established an extensive track record as a comprehensive real estate and land rights leader and subject matter expert in the area of government land regulations. She is an accomplished right of way agent of real property rights and associated licensure and compliance processes, offering more than 15 years of key experience. She is skilled in contract negotiation and administration and has a proven ability to work with leaders, clients, municipalities and government agencies to integrate the land management function within the overall business operating strategy. She is consistently sought as an expert on risk identification, strategy development, and solution implementation in acquisition programs. Areas of expertise include: Right of Way Acquisitions, Pipeline Operation & Construction, Contract Negotiations, Land Analysis, Real Estate Management, Land Rights Interpretation, Appraisal & Valuation. In 2011, Ms. Jimenez was recognized by Southern California Edison as an Emerging Leader.

Experience/Project Examples

Land Specialist, Southern California Gas Company, Pico Rivera, CA, (2018 – 2019), Southern California Gas Company, Distribution Integrity Maintenance Program (DIMP)

Advises the Gas Transmission and Gas Distribution Departments with issues involving property rights for operating facilities. Performs land management and land acquisition work necessary to facilitate the construction, operation and maintenance of pipeline facilities, including but not limited to acquiring property rights through negotiations with property owners, obtaining rights for access on land of various public agencies, managing and preserving existing property rights necessitated by pipeline facility relocations and street vacations, securing encroachment agreements to protect facilities, managing the disposition of property rights no longer necessary or useful to the operation of the utility and determining the ease of collecting proposed relocation requests from third parties. Reviews routes for new pipelines, property plats, legal descriptions, permits and engineering drawings. Consults with, and provides work direction to, appraisers, surveyors and legal consultants. Analyzes and makes determinations on property rights. Determines cost allocation of third-party requests to SoCalGas to relocate its facilities. Negotiates terms with land owners and prepares all related agreements.

Land Advisor (Contractor) – Southern California Gas Company, Pico Rivera, CA (Bender Rosenthal Inc., 2018), SoCal Gas Distribution Integrity Maintenance Program (DIMP)

Managed research and acquisition activities associated with the preparation of permanent easements, temporary easements and quitclaim documents for pipeline facilities. Researched property ownership including but not limited to state and county records. Communicated with property owners to negotiate easements and compensation if necessary. Researched and prepared comparable sales for internal property rights valuation estimates. Competent in Real Quest, Land Vision, Google Earth Pro, Internal & External GIS. Knowledgeable in reading tax maps, tract maps and record of surveys. Clear understanding of land and legal descriptions. Ability to read legal documents, i.e. Grant deeds, quitclaims. Knowledge of easements and their components.



Right of Way Agent, Land Management, Southern Region, Southern California Edison Company (SCE), Rosemead, CA, 2013 – 2016

Managed SCE's land rights for third party uses such as Consents, Grant-Outs, Acquisitions, Licenses, Leases, Temporary Entry Permits, Encroachment Agreements, Joint Use Agreements (JUA), Permits, Quitclaims, Land Use Restriction Agreements (LURA), and Memorandum of Understanding (MOU) on SCE fee owned and easement property. Providing functional assistance, support, and guidance in all facets of the Right of Way disciplines, naturally assuming the lead Right of Way Agent role within all regions of Land Management. Negotiated and implemented acquisition management and property rights strategies according to government regulation and company policy. Served as key client interface ensuring positive experiences for clients, tenants, consultants and municipalities. Improved cycle time to issue licenses for land management by 50% as a member of Six Sigma cross-collaboration team, analyzing data, streamlining process, and developing recommendations. Oversaw more than 150 license and lease accounts with contracts exceeding \$3,000,000. Collected over \$250,000 in overdue licensing payments. Subject Matter Expert for process flow and development to ensure compliance with Secondary Land Use regulations.

Land Service Agent, (SCE), Federal Lands, 2010 – 2013

Represented SCE in coordination of efforts between government agencies such as BLM, USFS, BIA, ACOE, USN, California State Lands, other utilities, internal environmental teams, local public affairs, private property owners, under short time constraints and politically sensitive situations in order to find solutions to complex obstacles. Managed real property rights related to permitting, leases, consents, encroachments, relocation requests and permit renewals on federal lands. Served as the primary contact with Federal agencies in the negotiation and administration of land contract agreements. Performed queries and gathering data utilizing GIS, SAP, Field Inventory Maps (FIM), and other online applications to create reports for management. Prepared land surveys and rights checks.

Land Service Assistant, (SCE), Federal Lands, 2008 – 2010

Brought onboard permanently to leverage strong combination of customer service, support, and technology capabilities. Adeptly supported agents with contract negotiations and permit acquisitions involving federal agencies and tribal lands. Provided notable assistance in the configuration of SAP to produce various reports and manage work orders and notifications. Tasked with managing over 2,000 government land contracts in REFX module. Assisted agents with the preparation rights checks and land surveys. Created, extracted, and managed WMS Work Orders, notifications and various reports in SAP. Utilized robust awareness to provide expert feedback in property rights and feasibility studies and conducted analyses of potential impact of government regulations on corporate facilities.

Industry Training and Expertise

IRWA Courses:

- 100 – Principles of Land Acquisition
- 213 – Conflict Management
- 215 – Right of Way Acquisition for Pipeline Projects
- 421 – The Valuation of Partial Acquisitions
- 700 – Introduction to Property/Asset Management
- 802 – Legal Aspects of Easements
- 900 – Principles of Real Estate Engineering





Neidy Pinuelas, SR/WA, R/W-RAC Senior Relocation Agent

Education	• Bachelor of Science in Criminal Justice/Management, University of Phoenix
License(s)	• CA RE License: In Progress
Affiliations	• Member, International Right of Way Association (IRWA), Chapter 57 • IRWA Chapter 57: Relocation Chair 2016-2017, • Prof. Development Committee 2017-2018
Languages	• Bilingual: Fluency in Spanish
Experience	• Initial Year in Industry 2005

Overview

Neidy Pinuelas is a highly experienced Senior Right of Way Professional (SR/WA) with 15 years of key relocation experience with the California Department of Transportation in Local Programs, Project Coordination, Excess Lands and Planning and Management. She has extensive experience representing the Department in dealings with property owners, tenants, members of the public and government agencies. She has supervised, coordinated, directed and planned the work of a staff of Right of Way Agents and has been responsible for a variety of property management activities throughout District 7, encompassing Los Angeles and Ventura Counties. She has managed the most complex property management issues and provided assistance to staff in all property management functions. In addition, she has ensured Right of Way Certification procedures for project delivery. She possesses thorough knowledge of state and federal laws, rules, regulations and policies pertaining to relocation and is one of The ROW Company's key relocation experts.

Experience

Senior Right of Way Agent, California Department of Transportation, Los Angeles, CA, 04/2018 – 10/2019
Supervised, coordinated, directed and planned the work of a staff of Right of Way Agents and Support Staff for a variety of property management activities throughout District 7. Properties managed include: improved and unimproved residential, commercial and industrial land being held for the 710 corridor and historic residential properties. She has handled the most complex property management issues and provided assistance to the property management staff in all property management functions. She has supervised, directed and planned work related to State Lessees for the District. She is able to multitask, make clear recommendations, and set priorities. She provides translation services to Spanish speaking displacees. She has represented District 7 Right of Way Property Service by making presentations at public meetings and attending meetings relating to public outreach, maintenance and tenancy issues, and other complex issues.



Associate Right of Way Agent, California Department of Transportation, San Bernardino, CA, 04/2005 – 04/2018
 Knowledge based in Relocation, Acquisition, Appraisals, Local Programs, Project Coordination, Excess Lands, Planning and Management. Extensive public contact representing the Department in dealings with property owners, tenants, members of the public and government agencies. Determined own work schedule to achieve project deadlines. Able to work independently and as a team. Able to multitask, make clear recommendations, and set priorities. Provide translation services to Spanish speaking displaced. Attend meeting with our local partners. Attend public information meetings during the evening hours. Review draft cooperative agreements and local agency progress. Ensure procedures of the Right of Way Certification essential for project delivery. Responsible for full preparation of the Right of Way contract and memorandum of settlement. Secure, examine, analyze, and interpret title and property reports as to the effects of title encumbrances on property to be acquire. Make interpretation of appraisals for land and improvements; read & interpret maps, legal documents, and engineering plans; learn and apply condemnation and real property laws. Acquired various property interest from members of the public for Transportation projects. Prepared escrow documents and relationship with escrow company to ensure transactions will close within a reasonable time frame. Provide relocation assistance to residential and business displaced for Transportation projects. Knowledge of state and federal laws, rules, regulations, and policy pertaining to Relocation. Inspect replacement housing for conformance to decent, safe, and sanitary requirements. Calculate, analyze, prepare, and approve relocation claims including determination of rent and purchase differentials. Obtain, verify and review inventory, moving bids, and other documents connected to the purchase and/or reestablishment of replacement property. Prepare written appraisal reports and valuation studies for properties for Transportation project. Monitor operating expenses and expenditures. Prepare spreadsheet in Excel to track budget. Monitor various mainframes reports and input accurate information in a timely manner.

Industry Training and Expertise

National Highway Institute

Courses: Business Relocation under the Uniform Act

Appraisal Institute Association

Courses: 100 Appraisal Principles, 101 Appraisal Procedures

California Department of Transportation

Designation: Right of Way Professional, Level II

Certificate: Changing Lanes to Supervision

Certificate: Team Leadership and Effective Partnering

Local Assistance Training-Federal Aid Series

California Real Estate License School, Online, californialicense.com

Courses: Real Estate Appraisal, Real Estate Principles, Real Estate Practice





Caltrans

Right of Way Agent Certificate Program

The California Department of Transportation

Division of Right of Way and Land Surveys

Proudly Presents this Certificate of Completion to

Neidy Pinuelas

*In recognition of extensive training and development efforts
to qualify for the designation of Right of Way Professional, Level II*

A blue ink signature of Malcolm Dougherty.

Malcolm Dougherty
Director

A blue ink signature of Jennifer S. Lowden.

Jennifer S. Lowden
Chief

September 25, 2015

25D-170



Roberto Corrales Senior Relocation Agent

Education	<ul style="list-style-type: none"> B.A. Business Administration, Mira Costa College - in progress
License(s)	<ul style="list-style-type: none"> Nan McKay & Associates, Inc– Certified Inspector, Section 8 HCV Housing Quality Standards. U.S. Department of Housing and Urban Dev. § CA RE License 01792885, Issue 2/15/07, Exp. 11/12/19
Affiliations	<ul style="list-style-type: none"> Member, International Right of Way Association (IRWA), Chapter 57
Languages	<ul style="list-style-type: none"> Bilingual: Fluent in Spanish
Experience	<ul style="list-style-type: none"> Initial Year in Industry 2001 Joined ROWCO 2019

Overview

Mr. Corrales has developed extensive experience in eminent domain right of way land acquisition and relocation, land rights, utility easements and permitting, HUD public housing, project based and low-income housing subsidy programs. He is proficient and knowledgeable of the Uniform Relocation Assistance and Real Property Acquisition Policies Act, as amended (URA), CPUC General Order 95 and General Order 128, California Relocation Act (CRAL) and the Relocation Assistance and Real Property Acquisition (Guidelines), local housing subsidy programs and Rent Stabilization Ordinance (RSO). Mr. Corrales has extensive experience with applicable federal, state, tribal and local governmental laws and regulations relative to easements and permits for telecommunications and utilities. He is a skilled instructor on public housing programs, Section 8 housing subsidy programs, HUD's Housing Quality Standards and Tenant's & Landlord's Rights and Responsibilities.

Experience/Project Examples

Right of Way Agent, Tech Providers Inc. /Cox Communications, March 2016–Present

Responsible for the coordination and management of joint pole application agreements allowing the company to utilize public rights of way for the installation and operation of telecommunication network. Coordinate and manage the utility construction permit application process at the local city and county level, as well as, other regulatory agencies such as Caltrans and utility companies. Document, monitor and update the pole application and permit progress in the right of way database from project inception, construction, reconciliation and close out. Research and provide APN, subdivision or parcel maps as needed to both the planning department and permit contractors. Input, maintain and update the workflow in BID as well as upload all related right of way documents, pole applications, permits and invoices for availability to all departments and outside contractors. Read and interpret engineering drawings, survey maps, etc. and investigate routes and scope of existing and potential sites. Assess overall project design and conduct visual inspection to identify potential right of way issues such as failed poles, rail road crossings, highway crossings, easements, encroachments, etc. Prepare documents for obtaining permits, rights of entry, contracts, easements, encroachments, licenses, leases, options to purchase, etc. as necessary to acquire adequate rights for facilities. Update and maintain a weekly right of way project tracker for assigned workload including scheduling, forecasting and tracking of right of way tasks and milestones to meet project deadlines. Responsible for the preparation and submission of contractor invoices and maintain a detailed log of all disbursed payments. Attend and participate in departmental and team meetings to discuss project milestones and deadlines as well as resolving project issues, design plans and propose cost effective alternate routes.



Project Manager, Del Richardson & Associates, Inc., June 2015–Feb 2016

Responsible in coordinating the delivery of right of way services for the Nevada Department of Transportation's Neon Project. Coordinate consulting services and serve as a liaison between the consulting firms, displacees, and state, federal and local municipalities. Deliver right of way services as per applicable federal, state, tribal and local governmental laws and regulations including the Uniform Relocation Assistance and Real Property Acquisition Policies Act, as amended (URA) and the Federal Highway Administration. Monitor all facets of daily operations which include client cultivation, marketing, risk management, staff management and recruitment, cost and budget management and contract negotiations. Established professional networks and participate in professional societies.

Right of Way Agent, Optica Network Technologies, LLC, August 2012–July 2014

Negotiate the acquisition of right-of-way easements as necessary to accommodate the construction, operation, and maintenance of company utility, in such a manner to minimize litigation. Initiate contact with public agencies and property owners or their representatives in person, by telephone or mail. Explain the process associated with telecommunication and utility construction and operation. Serves as liaison between internal departments, including partner utility companies, telecommunication companies, engineers, surveyors, corporate clients, municipalities and property owners in support of installation of telecommunication system on existing power lines. Knowledge of applicable federal, state, tribal and local governmental laws and regulations relative to right of way easements, permitting, acquisition, installation, maintenance and management of telecommunication and utilities. Research property records to determine ownership of selected land parcels designated on engineering drawings as preferred or alternate routes. Examine physical or electronic tax and deed records to trace ownership, depending on county jurisdiction. Prepare right-of-way easement agreements specifying terms and conditions for both public agencies and property owners to grant permanent easements enabling company to install, operate, test, inspect, repair, maintain, replace and protect utility/fiber optic cable. Research, review, prepare, analyze, and interpret all land and right-of-way related parcel maps, engineering drawings, encumbrances, agreements, easements, leases, legal descriptions, title reports, survey plats, permits, licenses, as-built and construction plans.

Project Manager/Independent Consultant, RC Professional Group, October 2010–August 2012

Directly responsible in coordinating every aspect of all projects including real property land acquisition, relocation, interim property management from conception through completion. Monitor all facets of daily operations which include client cultivation, marketing, risk management, staff management and recruitment, cost and budget management and contract negotiations.

Relocation Project Manager, Paragon Partners, Ltd. 2008–2010

Managed and operated a satellite office in Riverside, CA and was responsible for the development of new business in the assigned region. Managed several land projects in the Inland Empire for the City of Riverside, San Bernardino County, City of Fontana, Riverside County Economic Development Agency, San Bernardino Housing Authority. Provided residential tenant relocation assistance services for the City of Los Angeles (First Street Bridge Project), MTA - Metropolitan Transportation Authority, Exposition Light Rail and real property acquisition services for the Los Angeles County Sanitation District in Lancaster. Managed large mobile home park residential relocations for the Economic Development Agency of the County of Riverside in Thermal, CA and the City of San Pablo, San Pablo, CA. Project Manager for the Scattered Sites Disposition program for the Oakland Housing Authority.

Project Manager, Del Richardson & Associates, Inc. 2001–2008

Project Manager for relocation activities for both residential and business cases on new school projects for the Los Angeles Unified School District. Responsible for the coordination and delivery of consulting services and served as a liaison between the consulting firms, displacees, municipalities, governmental and public agencies. Project Manager of the Housing Locator Pilot program with the Community Development Commission's Housing Authority of the County of Los Angeles. Directed the delivery of housing relocation services to Section 8 public housing voucher holders and the successful placement into suitable replacement housing. Project Manager responsible for the permanent relocation of residential households from Housing Authority of the City of Los Angeles project based owned buildings. Responsible for the Los Angeles Housing Department Lead Abatement Program and the management of temporary residential tenant relocation services for the duration of lead removal. Monitored project activities, trained and supervised staff, performed Community Outreach functions, served as a liaison between the consulting firm and Public Agencies.





Angelica Luna Senior Relocation Agent

Education	<ul style="list-style-type: none"> B.S., Business Administration; Management & Human Resources, California State Polytechnic University
License(s)	<ul style="list-style-type: none"> Notary Public, State of California, No. 2241839 Member, International Right of Way Association (IRWA), Chapter 1
Affiliations	<ul style="list-style-type: none"> CA RE License 0174551, Issue 4/12/06, Exp. 04/11/22
Languages	<ul style="list-style-type: none"> Bilingual: Fluent in Spanish
Experience	<ul style="list-style-type: none"> Initial Year in Industry 2004

Overview

Angelica Luna is an experienced right of way agent with superior expertise managing a multitude of tasks simultaneously to ensure project completion within agency timelines. She is a resourceful team player with experience cultivating client rapport, leading projects, training new hires, property negotiation, and providing relocation advisory services. Well versed in Federal and State regulations in regard to relocation and acquisition assistance services. Her professional accomplishments include: Mentoring agents in Housing Community Development's title documents and relocation process for mobile homes; Mentoring support staff in use and structure of real estate acquisition documents; Interfacing with agents to ensure regulation compliancy and quality services to contracting agencies; Explanation of business relocation programs and recommended payments for displaced owners; Lead speaker for public community meetings; Preparation of Right of Way Certifications for transportation projects; Managed Project Management Group (PMG) staff and various task requests.

Experience/Project Examples

Senior Right of Way Agent, Overland, Pacific and Cutler, LLC, Riverside, CA (2010-2019), LINC Housing, Seasons at Ontario Project

Worked with senior population for tax credit units for a temporary relocation rehab project. Consulted regularly with client, construction manager and on-site manager in preparation of plans, acted as Project Manager & Senior Agent. Explained relocation/MOU program and check requests for temporary moves.

City of San Bernardino, Carousel Mall

Acted as project manager and provided oversight of overall project coordination. Responsible for public meeting to explain relocation program to 18 retail business owners. Responsible for negotiating with client and claimant, review F&E inventory and payment recommendations.

City of San Diego, De Anza Cove & Aglio Class Action Project

Provide services to class members due to closure of Mobile Home Park under court ordered ruling. Responsible for claims administration, advisory assistance, trust account administration, and check processing services for 600+ cases.

Interim Supervisor for Project Management Group (PMG)

Managed authors of tasks/PMG staff to ensure accuracy in all deliverables for various task requests. Coordinated with HR and Project Managers on hire process and trained new hires. Analyzed task requests and monitored efficient delivery of all tasks, while managing divergent personalities.



Housing Authority of the County of San Bernardino, Golden Apartments Project

Surveyed residents for rehabilitation project and speaker at public meetings. Managed project and trained agents of preparation of comparable housing analysis and claim preparation. Compiled weekly status reports and processed claims for check processing.

San Diego Housing Commission, Parkcrest Fumigation, Parkcrest Elevator Project

Local and Federally funded temporary relocation projects. Assisted with relocation advisory services for rehabilitation and voluntary permanent relocations. Coordinated the distribution of information with claimants and vendors at community meetings.

Chelsea Investment Corporation, Mission Gorge Business Relocation

Enacted relocation advisory services for a future affordable housing project, requiring the permanent displacement of retail business occupants. Assisted with actual moves and recommendations of in-lieu payments.

Jamboree Housing Corporation, Woodglen Preservation Project

Surveyed 180 units for a temporary relocation rehab project with permanent voluntary relocations. Explanation of relocation/MOU program and check requests for temporary moves.

Housing Authority for San Bernardino County, On-Call Relocation Services

Provided on-call relocation consulting services for public housing units being removed from the County's inventory or transferred to non-profits. Responsible for 335 households that qualify for permanent relocation under disposition guidelines.

Riverside County Transportation Commission, SR-91 Corridor Improvement Project

Project focusing on increasing capacity and reducing congestion on 14 miles of SR-91 and 6 miles along the I-15. Assisted Risk Management team to identify, assess, and prioritize mitigation, approaches, and impacts. Aided Risk Manager in creation of risk mitigation plans for reduction of schedule and cost impacts. Prepared R/W certifications for Caltrans on behalf of RCTC.

Senior Right of Way Agent, Epic Land Solutions, Inc., Riverside, CA (2004-2010), Los Angeles Unified School District

Provided acquisition services on future school sites, which included the massive acquisition undertaking for 70 new school sites (over 150 parcels acquired). Negotiate and explain initial offer and relocations to property owners, including analysis of counter offers. Assisted homeowners/tenants in replacement site selection, identification, and calculation of compensable benefit payments. Obtained necessary right of way dedications, easements, right of entry permits, and temporary construction easements for street widening projects and grade separations. Coordination with moving companies, inspection of replacement housing sites, and extensive file documentation.





APPENDIX B

COMPANY CERTIFICATIONS

25D-175


Metro

 Los Angeles County
 Metropolitan Transportation Authority

 One Gateway Plaza
 Los Angeles, CA 90012-2952

 213.922.2000 Tel
 metro.net

CALIFORNIA UNIFIED CERTIFICATION PROGRAM

August 20, 2019

CUCP# 47336
Metro File #8332

 Mr. Micole Alfaro
16th & G Agency, Corp DBA The ROW Company
 1130 E. Green St.
 Pasadena, CA 91106

 Subject: Disadvantaged Business Enterprise Certification

Dear Mr. Micole Alfaro:

We are pleased to advise you that after careful review of your application and supporting documentation, the Los Angeles County Metropolitan Transportation Authority (Metro) has determined that your firm meets the eligibility standards to be certified as a Disadvantaged Business Enterprise (DBE) as required under the U.S. Department of Transportation (U.S. DOT) Regulation 49 CFR Part 26, as amended. This certification will be recognized by all of the U.S. DOT recipients in California. Your firm will be listed in the California Unified Certification Program (CUCP) database of certified DBEs under the following specific area(s) of expertise that you have identified on the NAICS codes form of the application package:

 NAICS 531210: OFFICES OF REAL ESTATE AGENTS AND BROKERS
 NAICS 531390: OTHER ACTIVITIES RELATED TO REAL ESTATE

Your DBE certification applies only for the above code(s). You may review your firm's information in the CUCP DBE database which can be accessed at the CUCP website at www.californiaucp.org. Any additions and revisions must be submitted to Metro for review and approval.

In order to ensure your continuing DBE status, you are required to submit an annual update along with supporting documentation. If no changes are noted, then your DBE status remains current. If there are changes, Metro will review to determine continued DBE eligibility. Please note, your DBE status remains in effect unless Metro notifies you otherwise.

Also, should any changes occur that could affect your certification status prior to receipt of the annual update, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify Metro immediately. Failure to submit forms and/or change of information will be deemed a failure to cooperate under Section 26.109 of the Regulations.

Metro reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. Your DBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records and documents by Metro.

Congratulations, and thank you for your interest in the DBE program. Should you have any questions, please contact us at (213) 922-2600. For information on Metro contracting opportunities, please visit our website at www.metro.net.

Sincerely,

 Shirley Wong
 Principal Certification Officer
 Diversity & Economic Opportunity Department



Metro

Los Angeles County
Metropolitan Transportation Authority

One Gateway Plaza
Los Angeles, CA 90012-2952

213.922.2000 Tel
metro.net

August 20, 2019

Metro File #8332

Mr. Micole Alfaro
16th & G Agency, Corp DBA The ROW Company
1130 E. Green St.
Pasadena, CA 91106

Subject: Small Business Enterprise Certification

Dear Mr. Micole Alfaro:

We are pleased to advise you that after careful review of your application and supporting documentation, the Los Angeles County Metropolitan Transportation Authority (Metro) has determined that your firm meets the eligibility standards to be certified as a Small Business Enterprise (SBE) as required under Metro's SBE Program. Your firm will be listed in Metro's SBE database of certified SBEs under the following specific areas of expertise:

NAICS 531210: OFFICES OF REAL ESTATE AGENTS AND BROKERS
NAICS 531390: OTHER ACTIVITIES RELATED TO REAL ESTATE

Your SBE certification is valid for five years from the date of this letter and applies only for the above NAICS code(s). Any additions and revisions must be submitted to Metro for review and approval.

In order to ensure your continuing SBE status, you are required to submit an annual update along with supporting documentation. If no changes are noted, then your SBE status remains current. If there are changes, Metro will review to determine continued SBE eligibility. Please note, your SBE status remains in effect unless Metro notifies you otherwise.

After the five-year certification period, your entire file will be reviewed in order to ascertain continued SBE certification status. You will be notified of the pending SBE status review and any documentation updates necessary prior to the expiration date.

Also, should any changes occur that could affect your certification status prior to receipt of the annual update application, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify Metro immediately.

Metro reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. Your SBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records, and documents by Metro.

Congratulations, and thank you for your interest in Metro's SBE Program. Should you have any questions, please contact us at (213) 922-2600. For information on Metro contracting opportunities, please visit our website at www.metro.net.

Sincerely,

Shirley Wong
Principal Certification Officer
Diversity & Economic Opportunity Department



Printed on: 10/18/2019 4:38:33 PM

To verify most current certification status go to: <https://www.caleprocure.ca.gov>

Office of Small Business & DVBE Services

Certification ID: 2016734**Legal Business Name:**
16th & G Agency, Inc.**Doing Business As (DBA) Name 1:**
The ROW Company**Doing Business As (DBA) Name 2:****Address:**
1130 E. Green St.
Pasadena
CA 91106**Email Address:**
malfaro@rightofwayco.com**Business Web Page:****Business Phone Number:**
626/864-3619**Business Fax Number:****Business Types:**
Service

Certification Type	Status	From	To
SB(Micro)	Approved	10/18/2019	10/31/2021

Stay informed! KEEP YOUR CERTIFICATION PROFILE UPDATED!

-LOG IN at [CaleProcure.CA.GOV](https://www.caleprocure.ca.gov)

Questions?

Email: OSDSHELP@DGS.CA.GOV

Call OSDS Main Number: 916-375-4940

707 3rd Street, 1-400, West Sacramento, CA 95605





APPENDIX C

SUBCONSULTANT QUALIFICATIONS/RESUMES

GUIDA SURVEYING, INC.
RIGHT-OF-WAY ENGINEERING AND SURVEYING
SERVICES

25D-180



September 25, 2020

The ROW Company
Michael Romo, SR/WA
Principal – Senior Project Manager
1130 E. Green Street
Pasadena, CA 91106

RE: Subconsultant Letter of Commitment to The ROW Company for the City of Santa Ana Water Resources Right of Way Acquisition Services

Dear Mr. Romo:

This letter confirms the commitment of Guida Surveying, Inc. (Guida) to The ROW Company (ROW) team to provide subconsultant services for the City of Santa Ana Water Resources Right of Way Acquisition Services contract. As a subconsultant, Guida would support all areas of the required services as directed by ROW, including land surveying services.

We look forward to a successful endeavor and are fully positioned to begin work with you on this contract. Should you have any questions or require additional information, please do not hesitate to contact the undersigned, who is authorized to obligate the firm.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bernie McNally", is positioned above the printed name.

Bernie McNally, PLS, Executive Vice President
Guida Surveying, Inc.

IRVINE OFFICE | 9241 Irvine Blvd, Suite #100, Irvine, CA 92618
OFFICE (949) 777-2000 | TOLL FREE 855-90GUIDA
WWW.GUIDAINC.COM





Guida Surveying, Inc. | Firm Profile

About Guida

Guida Surveying, Inc. (Guida) is a multi-disciplined land surveying firm that has provided project-based and on-call geomatics services throughout California since 1995. Guida has had a long history of providing skilled surveyors, field crews, and office personnel who have significantly contributed to this region's infrastructure growth. The firm offers a depth of staffing resources which can provide flexibility to accommodate working off hours, variable days, and locations, if needed.



Guida believes in building positive and long-term relationships with our clients; therefore, we make every effort to keep our time commitments without sacrificing quality and accuracy. With a high return rate of satisfied clients, Guida continues to offer the latest industry technology, while maintaining traditional company values. No matter the size of the project – big or small – we are confident in our ability to provide excellent services. Land surveying is our passion and we are proud to say we do it well.

Guida utilizes a blend of traditional methodologies with new and innovative technologies for the creation and delivery of the best and most accurate work products possible to our clients. We are constantly looking for new ways to utilize new equipment and software to help solve complex survey challenges and to save our clients time and money.

Guida employs over 90 team members in offices throughout California. This includes four offices in Southern California including Irvine (headquarters), Los Angeles, Inland Empire, and San Diego; and two Northern California offices including the Bay Area (Pleasanton) and the San Joaquin Valley (Fresno).

Guida is a certified Small Business Enterprise (Department of General Services) as well as certified Woman Owned Business Enterprise (California Public Utilities Commission). Additionally, the firm is registered with the Department of Industrial Relations under DIR #1000006862.





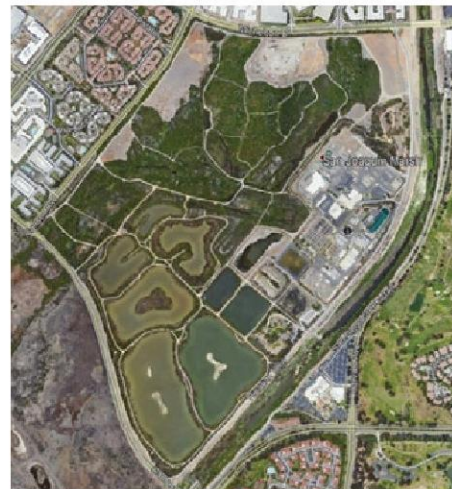
PROJECT EXPERIENCE

Irvine Ranch Water District, On-Call Land Surveying Services

Irvine, CA

For more than 20 years, Guida has been a trusted teaming partner to the IRWD, providing land surveying, mapping, and right of way engineering on numerous improvement projects. Services have included design and construction survey support for infrastructure sewer and water pipelines, pump stations, reservoirs, marsh redevelopment, and other facility improvements.

Design services include GNSS and other control surveys, topographic surveys and mapping, boundary surveys, cadastral and title research for right of way engineering support, preparation of legal descriptions and plats, and monumentation preservation. **Construction services** include constructability reviews, construction computations, construction staking for pipelines, appurtenances and new improvements, as-built surveys, earthwork quantities, monumentation, and the preparation of corner records. Guida's recent work includes:



Laguna Canyon Road Cathodic Protection and Roadway Improvements: This project included the update and replacement of cathodic protection and road improvements within the project area along Laguna Canyon Road. Guida provided design surveys which included cross sections of Laguna Canyon Road, inventory of the existing cathodic protection, water pipelines and appurtenances, construction computations and staking for the water and roadway improvements, and client coordination throughout construction.

Irvine Lake Pipeline North Conversion: This project improved the water pipelines within Jamboree and Santiago Canyon Roads to support the growing residential communities in North Irvine and Orange. Guida provided control surveys, design surveys, detailed topographic surveys, utility surveys and mapping, and digital terrain modeling. Guida also provided construction and as-built surveys on behalf of IRWD.

San Joaquin Marsh Redevelopment: This environmentally sensitive project (shown in the photo above) required field modifications and improvements to existing conditions. Guida provided control surveys, facilities aerial photogrammetric mapping and digital orthophoto production, conventional topographic surveys, quantity surveys to monitor earthwork import and export during construction, and a final as-built survey once the site modifications were complete.

Shady Canyon Road Infrastructure Pipelines: This project included the installation of 1.5 miles of sewer, reclaimed water, and domestic water pipelines within Shady Canyon Road. Guida provided control surveys, construction computations and surveys, monument preservation and perpetuation, and pre and post construction corner records.

Whiting Ranch Zone 9 Reservoir: This project included the installation of a new steel water reservoir and the associated pipelines and appurtenances at Whiting Ranch. Guida provided right of way retracements and staking for the project area, construction computations and staking, and client coordination throughout construction.

ADDITIONAL INFORMATION:	
REFERENCE: Joe McGhee, PE	CLIENT: Joe McGhee, PE





PROJECT EXPERIENCE

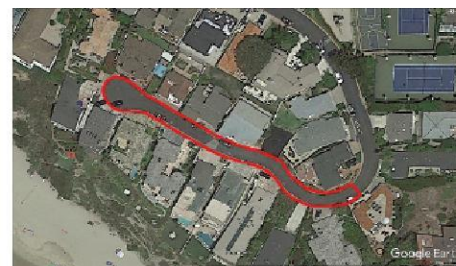
Project Manager, Engineering Capital Projects Irvine Ranch Water District 15600 Sand Canyon Avenue Irvine, CA 92618 (949) 453.5542 mcghee@irwd.com	Project Manager, Engineering Capital Projects Irvine Ranch Water District 15600 Sand Canyon Avenue Irvine, CA 92618 (949) 453.5542 mcghee@irwd.com
PROJECT FEE: N/A	PROJECT DATES: 06/99 - Ongoing

South Coast Water District, Wastewater Tunnel Phases 2 and 3

Laguna Beach, CA

South Coast Water District's (District) Tunnel Stabilization and Sewer Pipeline Replacement Project proposes to stabilize and update the existing 60-year-old, 2-mile tunnel beneath the bluff in South Laguna Beach. The tunnel will be enlarged from an average of 5 to 7 feet with the installation of a new 24-inch concrete encased pipeline.

Guida is providing the District with land surveying and mapping services to support the stabilization and pipeline replacement. The surveying services began with the establishment and verification of horizontal and vertical controls both on the exterior and interior of the tunnel. Guida was also tasked with verifying the tunnel alignment at the beginning of construction. During construction, Guida provide terrestrial LiDAR (laser scanning) of the interior of the tunnel to verify the tunnel alignment and create an as built of the tunnel and newly installed pipeline. Additionally, Guida provided laser scanning to monitor the bluffs and monitor any movement of the bluffs during construction activities.



Guida is currently providing monitoring of Bay Drive on top of the bluffs. Control was established outside the area of influence by construction to monitor any potential movement that may occur to the street and homes along Bay Drive. The monitoring is being performed on a regular basis with reports delivered to the District after each monitor visit. Finally, Guida is providing legal descriptions and plats for new tunnel easements to support the widening and acquisition of additional land for the tunnel improvements. These legal descriptions and plats are being prepared over the 150 affected parcels by phase 2 and 3 of the tunneling project.

ADDITIONAL INFORMATION:	
REFERENCE: South Coast Water District 31592 West St. Laguna Beach, CA 92651 Joe Sinacori 949.499.4555 JSinacori@scwd.org	CLIENT: South Coast Water District
PROJECT FEE: \$201,500	PROJECT DATES: 2018-Ongoing





Lisa Spivak, PLS

Survey Project Manager | Vice President, Technology Manager

About:

Years of Experience: 30

Years with Guida: 2

Education: B.S., Surveying Engineering, California State University, Fresno, Fresno, CA, 1991

Professional Registration/Certifications: Professional Land Surveyor #7177/CA/1995; Transportation Worker's Identification Card

Summary:

With 30 years of land surveying experience, Lisa has provided land surveying and mapping services including geodetic control surveys, boundary surveys, topographic design surveys, right of way engineering, land descriptions and plats, aeronautical surveys, and construction surveys to federal, state and local agencies and private development clients for projects including, but not limited to, roads and highways, heavy and light rail, airports, ports, parks, transmission lines, and commercial development. She has collaborated with various clients on award-winning rail, highway, and airport projects; managing staff resources, providing coordination, budget and schedule management, and overall quality control.

Project Experience:

City of Fontana, Foothill Boulevard Malaga Bridge, City of Fontana, CA: Lisa currently serves as project manager for this project with the City of Fontana to modify and improve the Malaga Bridge. As part of the design engineering team, Guida is leading the surveying and mapping services to support the project. Guida is providing horizontal and vertical control surveys, aerial mapping, topographic design surveys with conventional ground survey and terrestrial LiDAR methods, utility pothole surveys, right-of-way research, preliminary title reports, preliminary land net map, final right of way requirements, a final land net map, and legal descriptions.

San Bernardino County Transportation Authority (SBCTA), I-10/Mt. Vernon Avenue Interchange (PR/ED-PS&E) San Bernardino, CA: Lisa serves as survey project manager for Guida's design survey work for the PR/ED-PS&E phase of this project for SBCTA. The project improvements include replacing the existing four-lane Mt. Vernon Avenue overcrossing bridge structure with a six-lane bridge replacement structure, striped bicycle lane on the overcrossing, and addresses ADA access. Guida is providing horizontal and vertical control, aerial photogrammetric mapping, topographic design surveys with conventional ground survey, terrestrial LiDAR, utility pothole surveys, geotechnical bore hole surveys, right-of-way research and engineering, preliminary title reports, a Record of Survey Pre-Construction, appraisal maps, and legal descriptions. This project requires Caltrans coordination and oversight.

Caltrans District 8, Contract No. No. 08A2871, On-Call Right of Way Engineering Support Services, San Bernardino, CA: Lisa serves as contract manager for Guida's on-call with Caltrans District 8. Projects under this contract are of varying scope and size and include roadway rehabilitation, widening and/or realignment of existing facilities, relocation of existing facilities, and construction of new facilities. Guida's scope of work includes: right of way studies, cadastral/title research, land net surveys and mapping, right of way maps, appraisal maps, acquisition documents/deeds, resolutions of necessity, directors deeds, other deed documents, flag/stake right of way, monument preservation and perpetuation, right of way monumentation surveys, records of survey, trial exhibits, expert witness testimony, relinquishment and vacation maps, excess land deeds and maps, and right of way record maps. All services under this contract are at the direction of the





Caltrans Contract Manager and Caltrans Task Order Manager and will be prepared in accordance with the Caltrans Survey and Right of Way manuals as well as the latest release of the Caltrans CAD manuals and templates.

City of Fontana, On-Call Land Surveying Services, Fontana, CA: Guida was recently selected to provide the City of Fontana with on-call surveying and mapping services. Our contracted scope of work includes, but is not limited to, control surveys, boundary surveys, topographic surveys for design, construction surveys for city projects, monument preservation and perpetuation and right of way mapping and engineering to include the preparation of right-of-way plans and base maps, preparation of easement documents (Dedication, Vacation, and Quitclaim), title record research, and centerline and legal descriptions.

City of Colton, Mt. Vernon/UPRR Grade Separation, Colton, CA: Lisa served as survey project manager, managing a team of field and office personnel who were involved in the establishing survey controls, performing the topographic design surveys and boundary surveys, and performing the right of way engineering to support acquisitions for the project. The specific surveys included establishing horizontal and vertical controls that were consistent with the Caltrans I-10 control network, performing aerial photogrammetric mapping, performing detailed topographic surveys of the existing bridge, the railroad, and the roadways affected by the project improvements, performing underground utility surveys by identifying all surface visible indications of utilities and performing boundary surveys and analysis and an existing conditions Record of Survey over the entire project area. The survey tasks were completed on schedule and within the budgets provided to the client.

City of Moreno Valley, On-Call Land Surveying Services, Moreno Valley, CA: Lisa serves as project manager for Guida's on-call contract with the City of Moreno Valley. Scope of work under this contract includes design, construction, as-built surveys, preparation of legal description and plat maps, monument preservation/recordation and other surveying services. Some of the task orders on which Guida has worked under this contract include the Moreno-Alessandro Interim Facility Storm Drain Line H-2 Alessandro Boulevard at Oliver Street.

City of Pasadena, On-Call Surveying Services, Pasadena, CA: Lisa served as project manager for work providing land surveying services to the City of Pasadena on this multi-year as-needed contract. The scope of work under this contract included field and office land surveying work, including, but not limited to, subdivision map checking services, legal description preparation, boundary surveys, establishing right of way centerline, monumentation, and mapping services. The majority of this work was for private development projects.

City of Menifee, On-Call Surveying and Mapping Services, Menifee, CA: Lisa serves as project manager for this on-call surveying and mapping services contract. Guida's contracted scope of work includes, but is not limited to, boundary surveys, road alignment surveys, topographic surveys for design of city road and structure projects, construction surveys for city road and structure projects, and mapping/CAD services to include preparation of right-of-way plans and topographic base maps, GIS mapping surveys, preparation of easement documents (Dedication, Vacation, and Quitclaim), title record research, and centerline and legal descriptions. Guida has provided services on three task orders to date which include Newport Road (design surveys), McCall Boulevard (design surveys), and Encanto Neighborhood ADA (ADA surveys).





Justin Height, PLS

Project Manager

About:

Years of Experience: 34

Years with Guida: 2

Education: B.S., Surveying and Photogrammetry,
California State University, Fresno

Professional Registration/Certifications: Professional Land
Surveyor #6167/CA/1989; Professional Land Surveyor
#20712/NV/2010; Professional Land Surveyor
#16900/ID/2016

Summary:

Justin has more than 33 years of land surveying and mapping surveying experience. As Project Manager and Project Surveyor, Justin provides client and project management, coordination of field and office personnel and resources, performance of field and office surveying, quality control and final deliverables. Justin performs right-of-way engineering, boundary surveys and mapping, ALTA Surveys, obtaining and reviewing Preliminary Title Reports, cadastral and title research, plotting existing encumbrances, dedications and vacations, preparation of legal descriptions and plats, records of Survey, parcel maps, tract maps, lot-line adjustments, other land surveying services.

Project Experience:

City of Fontana, Foothill Boulevard Malaga Bridge, City of Fontana, CA: Justin serves as project surveyor for this project with the City of Fontana to modify and improve the Malaga Bridge. As part of the design engineering team, Guida is leading the surveying and mapping services to support the project. Guida is providing horizontal and vertical control surveys, aerial mapping, topographic design surveys with conventional ground survey and terrestrial LiDAR methods, utility pothole surveys, right-of-way research, preliminary title reports, preliminary land net map, final right of way requirements, a final land net map, and legal descriptions.

Caltrans District 8, Contract No. No. 08A2871, On-Call Right of Way Engineering Support Services, San Bernardino, CA: Justin serves as task order lead for Guida's on-call with Caltrans District 8. Projects under this contract are of varying scope and size and include roadway rehabilitation, widening and/or realignment of existing facilities, relocation of existing facilities, and construction of new facilities. Guida's scope of work includes: right of way studies, cadastral/title research, land net surveys and mapping, right of way maps, appraisal maps, acquisition documents/deeds, resolutions of necessity, directors deeds, other deed documents, flag/stake right of way, monument preservation and perpetuation, right of way monumentation surveys, records of survey, trial exhibits, expert witness testimony, relinquishment and vacation maps, excess land deeds and maps, and right of way record maps. All services under this contract are at the direction of the Caltrans Contract Manager and Caltrans Task Order Manager and will be prepared in accordance with the Caltrans Survey and Right of Way manuals as well as the latest release of the Caltrans CAD manuals and templates.

City of Lake Elsinore, Temescal Canyon Bridge over Temescal Wash Replacement Project PS&E, Lake Elsinore, CA: Justin serves as project surveyor for Guida's contract to provide surveying and topographic mapping services for the final design phase for a new 4-lane, 98-foot-wide, 375-foot-long bridge at the new alignment, along the realigned portion of existing Temescal Canyon Road. Guida's scope of work includes performing topographic surveys and providing cross-sections every 100 feet in the channel that covers the





proposed wash grading, roadway realignment and connection points to existing Temescal Canyon Roadway. Our scope also includes updating the survey to cover the recently graded areas westerly of Lake Street, for the purpose of more accurate HEC-RAS modeling; additional topography to support the design of the channel grading, slope protection, and storm drain facilities; providing an updated utility base plan based on information provided by the utility coordination subconsultant; and filing corner records and/or record of survey as required.

City of Rancho Cucamonga, Etiwanda Grade Separation (design), Rancho Cucamonga, CA: Justin serves as project surveyor for the design surveying services to reconstruct Etiwanda Avenue as a new grade separated roadway over the Southern California Regional Rail Authority (SCRRA) San Gabriel Subdivision. The project eliminates the existing at grade roadway crossing and construction a roadway overcrossing with two through lanes in each direction by elevating Etiwanda Avenue over the SCRRA railroad corridor from Whittram Avenue to Napa Street. Guida's scope of work includes providing aerial mappings support, BPS control, conventional topographic surveys, terrestrial scans, right of way establishment, and legal descriptions.

Los Angeles County Metropolitan Transportation Authority (METRO), I-5 North Managed Lanes PS&E, Los Angeles County, CA: Guida is providing surveying services for the I-5 North managed lanes plans specifications and estimates. Surveying services include validation of existing control, quality control of other surveys performed for the project, bridge surveys, monument perpetuation and preservation, oversight and assistance with mainline pavement and truck lane surveys, land net surveys and right of way engineering. Justin is serving as project surveyor and is responsible for performing the required office surveys, coordinated with field survey crews and performed quality control checks.

City of Fremont, Sabercat Bicycle/Pedestrian Bridge Project, Fremont, CA: Justin is currently serving as project surveyor for this project to provide a safe pedestrian and bicycle connection over I-680 from Ohlone College to the future Irvington BART station. In addition to the bridge structure, project features include new and improved trails, a pedestrian undercrossing of the UPRR/BART corridor, various road improvements, preparation for a future paleontological museum with associated parking area. Guida is providing surveying and mapping services including aerial mapping and imagery, design topographic surveys, land net surveys and right of way engineering, project control survey, map review submittal to Caltrans District 4, and preliminary land net surveys and research.





Maria Hall, PLS, PMP
Project Manager

About:

Years of Experience: 13

Years with Guida: <1

Education: B.S., Organizational Management, University of La Verne; A.S., Math and Science, Victor Valley College

Professional Registration/Certifications: Professional Land Surveyor #9300/CA/2016; Land Surveyor and Land Surveyor in Training Certifications, Santiago Canyon College; Project Management Certification, University of La Verne, Extended Learning; Contract Management and Project Management Certification, University of California, Irvine Extension; Computer Networking and Switching Systems, Certificate of Training, US Air Force Reserves

Summary:

Maria brings over 13 years of professional experience with project coordination and scheduling management on major transmission line, transportation, and high-profile projects involving survey, real estate transactions (analyzing and acquiring property rights, disposition, and condemnation), engineering, and underground investigations. Her roles have worked closely with and supported other project functions such as land acquisitions, land management, engineering, planning, construction, law, title, and valuation.

Project Experience:

San Bernardino County Transportation Authority (SBCTA), I-10/Mt. Vernon Avenue Interchange (PR/ED-PS&E) San Bernardino, CA: Maria serves as project surveyor for Guida's design survey work for the PR/ED-PS&E phase of this project for SBCTA. The project improvements include replacing the existing four-lane Mt. Vernon Avenue overcrossing bridge structure with a six-lane bridge replacement structure, striped bicycle lane on the overcrossing, and addresses ADA access. Guida is providing horizontal and vertical control, aerial photogrammetric mapping, topographic design surveys with conventional ground survey, terrestrial LiDAR, utility pothole surveys, geotechnical bore hole surveys, right-of-way research and engineering, preliminary title reports, a Record of Survey Pre-Construction, appraisal maps, and legal descriptions. This project requires Caltrans coordination and oversight.

Los Angeles Metropolitan Transportation Authority (METRO), Whittier Boulevard Improvements, Whittier, CA: Maria serves as survey manager for Metro's Whittier Boulevard Improvement Project. The project will improve Whittier Boulevard from Santa Fe Springs Avenue to Painter Avenue, upgrading sidewalks and curb ramps to meet ADA requirements, and installing painted and raised medians within Whittier Boulevard to improve traffic flow. Maria is responsible for coordinating field surveys, office surveys, developing land net mapping, preparing legal descriptions and plat maps for potential street easements and temporary construction easements, and developing topographic mapping, digital terrain models and land net mapping in MicroStation and InRoads formats.

Caltrans District 12, Right of Way Engineering and Land Surveys Office for Various Projects, Orange County, CA: Maria served as transportation surveyor for Caltrans District 12. In this role, Maria was responsible for all right of way relinquishment projects within the district, working closely with consultants when outsourcing survey and mapping work, and preparing scopes of work and providing review and input on task orders and deliverables. She was tasked with collecting, adjusting, analyzing, and extracting mobile terrestrial LiDAR scan





(MTLS) data using Trimble Business Center, PosPac, RiPROCESS, MicroStation, TopoDOT, and AutoCAD Civil3D. She prepared and delivered DTM surfaces for roadway design, performed research and boundary analysis for transportation survey projects, developed land net mapping, applied surveying principles in accordance with the California Professional Land Surveyors Act, revised and updated right of way mapping as design changes occurred, and maintained and updated right of way mapping server database in Google Earth.

City of Palm Desert, San Pablo Avenue Streetscape Improvement, Phase 2, Palm Desert, CA: Maria served as project surveyor for Guida's design surveying services in support of Phase 2 of the San Pablo Avenue Streetscape Improvement project in Palm Desert. San Pablo's second phase improvements are focused on the roadway between Fred Waring and Magnesia Falls Drive and include widened sidewalks, bike lanes, on-street parking, enhanced pedestrian crosswalks and lighting, landscaping, drainage and pavement improvements, improved utilities, and additional roundabouts at San Pablo and Magnesia Falls Drive and at San Pablo and the College of the Desert entrance. Guida's scope of work included establishing control, collecting spot elevations, plotting the right of way roadway and property lines, and preparing legal descriptions and plats to accompany easement documents.

Riverside County Transportation Commission, SR-91/I-15 Express Lanes Connector, Riverside, CA: Maria serves as project surveyor for the SR-91/I-15 Express Lanes Connector; a RCTC project in conjunction with Caltrans that links the I-15 Express Lanes to the SR-91 Express Lanes. Guida is currently providing the design-build team with control and surveying services to support the design of the connector and other improvements. This includes mobile LiDAR and terrestrial LiDAR surveys, topographic and utility surveys, and some right of way engineering to support easements within the railroad and flood control right of way. Guida will also be providing the design build-team with construction staking once the construction phase begins. Construction is planned to begin in 2021 with the connector opening by 2023.

City of Fremont, Sabercat Bicycle/Pedestrian Bridge Project, Fremont, CA: Maria is currently serving as project manager for this project to provide a safe pedestrian and bicycle connection over I-680 from Ohlone College to the future Irvington BART station. In addition to the bridge structure, project features include new and improved trails, a pedestrian undercrossing of the UPRR/BART corridor, various road improvements, preparation for a future paleontological museum with associated parking area. Guida is providing surveying and mapping services including aerial mapping and imagery, design topographic surveys, land net surveys and right of way engineering, project control survey, map review submittal to Caltrans District 4, and preliminary land net surveys and research.

Port of Los Angeles, SR-47 Improvement Project, Los Angeles, CA: Maria served as project surveyor for the design surveys for the SR-47 improvement project. The Port of Los Angeles is proposing to widen and improve the intersection of the SR-47 and Harbor Boulevard within the port limits. As part of the design engineering team, Guida provided LiDAR surveying services to support the development of PS&E. Guida provided horizontal and vertical control surveys tied to the Caltrans District 7 primary controls, LiDAR surveys over the project limits for the SR-47, on and off ramps, and secondary roads, supplemental topographic design surveys for utilities and quality control, developing a seamless point cloud model and topographic mapping.





BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS



This is to Certify that Pursuant
To the Provisions of Chapter 15, Division 3 of the Business and Professions Code

Maria Ann Hall

IS DULY LICENSED AS A

PROFESSIONAL LAND SURVEYOR

In The State of California, and is Entitled to all the Rights and
Privileges Conferred in Said Code

WITNESS OUR HAND AND SEAL

Certificate No. **L 9300**

This 25th day of May, 2016, at Sacramento, California.

BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS



Richard B. Moore

Richard B. Moore, P.L.S. – Executive Officer

Robert A. Stockton

Robert A. Stockton, P.E. – Board President

THIS CERTIFICATE IS THE PROPERTY OF THE STATE OF CALIFORNIA. IN THE EVENT OF ITS SUSPENSION, REVOCATION, OR INVALIDATION FOR ANY REASON IT MUST, UPON DEMAND, BE RETURNED TO THE BOARD FOR PROFESSIONAL ENGINEERS, LAND SURVEYORS, AND GEOLOGISTS.

PROPOSAL TO
CITY OF SANTA ANA, RFP 20-091



2172



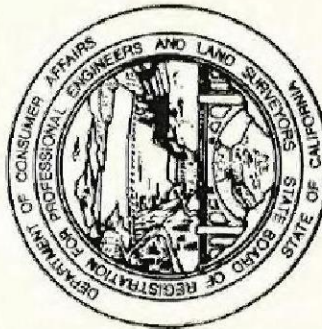
**STATE BOARD OF REGISTRATION
FOR PROFESSIONAL ENGINEERS
AND LAND SURVEYORS**



THIS IS TO CERTIFY THAT PURSUANT
TO THE PROVISIONS OF CHAPTER 15, DIVISION 3 OF THE BUSINESS AND PROFESSIONS CODE

Justin Patrick Wright

IS DULY LICENSED AS A
Professional Land Surveyor
IN THE STATE OF CALIFORNIA, AND IS ENTITLED TO ALL THE RIGHTS AND
PRIVILEGES CONFERRED IN SAID CODE



WITNESS OUR HAND AND SEAL
CERTIFICATE NO. **6167**

THIS **06th** DAY OF **October** **1988**
STATE BOARD OF REGISTRATION
FOR PROFESSIONAL ENGINEERS
AND LAND SURVEYORS

Harlene Stump
EXECUTIVE OFFICER
Anthony Haylock
PRESIDENT

THIS CERTIFICATE IS THE PROPERTY OF THE STATE OF CALIFORNIA AND IN THE EVENT OF ITS SUSPENSION, REVOCATION OR INVALIDATION FOR ANY REASON
IT MUST UPON DEMAND BE RETURNED TO THE STATE BOARD OF REGISTRATION FOR PROFESSIONAL ENGINEERS AND LAND SURVEYORS.

QAL-57 (REV. 1-87)

PROPOSAL TO
CITY OF SANTA ANA, RFP 20-091





BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS

This is to Certify that Pursuant
To the Provisions of Chapter 15, Division 3 of the Business and Professions Code

Lisa Marie Henstridge Spivak

IS DULY LICENSED AS A

PROFESSIONAL LAND SURVEYOR

In The State of California, and is Entitled to all the Rights and
Privileges Conferred in Said Code

WITNESS OUR HAND AND SEAL

Certificate No. **L 7177**

This 14th day of July, 1995, at Sacramento, California.

BOARD FOR PROFESSIONAL ENGINEERS,
LAND SURVEYORS, AND GEOLOGISTS



Richard B. Moore *Eric C. Johnson*

Richard B. Moore, P.L.S. – Executive Officer

Eric C. Johnson, P.E. – Board President

THIS CERTIFICATE IS THE PROPERTY OF THE STATE OF CALIFORNIA. IN THE EVENT OF ITS SUSPENSION, REVOCATION, OR INVALIDATION FOR ANY REASON
IT MUST, UPON DEMAND, BE RETURNED TO THE BOARD FOR PROFESSIONAL ENGINEERS, LAND SURVEYORS, AND GEOLOGISTS.

PROPOSAL TO
CITY OF SANTA ANA, RFP 20 - 091



INTEGRA REALTY RESOURCES (IRR)

APPRAISAL SERVICES

25D-194

IRR - Orange County Office Profile

Overview of Expertise
Mission Statement
Key Personnel
Core Competencies
Significant Assignments
Client List
Key Personnel Qualifications
Corporate Profile
Competitive Advantage
Contact Us

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Overview of Expertise

Integra Realty Resources – Orange County provides real estate valuation and consulting services for a broad range of property types, addressing diverse client needs. Our clients include governmental agencies at the local, state and federal levels, law firms, investment advisory firms, corporations, developers, lenders, investors, and other professionals concerned with the value, use, and feasibility of real property.

Integra Realty Resources – Orange County was formed as a result of acquiring the former Kiley Company in 2019. Founded in 1990, The Kiley Company has grown into one of the leading appraisal firms in Southern California. Our senior managing director, Rick Donahue, returns to Integra to lead the office. Prior to re-joining Integra Realty Resources - Orange County, he was most recently part of a new Right-of-Way valuation team at Cushman & Wakefield. He has previously managed appraisal offices for Cushman & Wakefield, Grubb & Ellis/Landauer, and CRWilson & Associates; as well as being a partner in his own Orange County - based firm; Schmitz, Riach & Donahue. Donahue's experience includes right-of-way valuation, general and special purpose real estate appraisals, litigation support, portfolio valuations, investment analysis, condemnation consulting, due diligence investigation, lease-by-lease analysis, highest and best use studies, market studies, and feasibility analysis. He also specializes in non-profit and institutional property valuation in addition to a wide variety of investment grade real estate.

Principal Markets Served

Primary California Counties

Orange County
Los Angeles
Riverside
San Bernardino
Santa Barbara
Ventura

Secondary California Counties

San Diego
Fresno
Inyo
Kern
Madera
Mono
San Luis Obispo
Tulare

2

Integra Realty Resources Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Mission Statement

Our mission is to provide the highest level of client service found in real estate appraisal and consulting throughout Southern California.

To accomplish this, we strive to:

- Communicate with our clients to understand their specific needs and to report our findings in a meaningful and timely manner.
- Maintain and enhance staff education and office resources necessary to thoroughly understand the real estate markets where we practice.
- Conduct our analyses and report our conclusions in a manner that is unbiased and consistent with our professional ethics and standards.
- Use technology for continuous improvement in client service.
- Work as a team with an open sharing of ideas and information, recognizing that helping any member of the firm ultimately benefits the entire group.
- Encourage our members to fulfill their personal aspirations regarding family involvement, as well as community and professional services.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Key Personnel

Management

J. Richard Donahue, MAI, FRICS
Senior Managing Director
rdonahue@irr.com

Beth B. Finestone, MAI, AI-GRS, FRICS, CRE
Executive Director–Principal
bfinestone@irr.com

Senior Analysts

Stephanie Kavanaugh
skavanaugh@irr.com

Meredith McDonald
mmcdonald@irr.com

Paul Kim
pkim@irr.com

Robert Willette, CCIM
rwillette@irr.com

Analysts

Cathy Williams
Cathy.williams@irr.com

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Core Competencies

Real Estate Valuation and Appraisal
Counseling, Special Studies, and Review Services
Dispute Analysis and Litigation Support
Public Agency and Right of Way Services

Real Estate Valuation and Appraisal

- The firm is experienced in the appraisal of investment-grade properties, including office buildings, shopping centers, industrial developments, hotels and motels, apartment and condominium complexes, mobile home parks, and industrial and residential subdivision acreage. We are also experienced in specialty property types, including auto dealerships, restaurants, gas stations, churches, school and colleges, parking structures, agricultural property, mitigation land, waterfront property, shipping terminals and residential estates.

Counseling, Special Studies, and Review Services

- Many clients find our tailored counseling services to be a cost-effective way to generate reliable information and advice which is specific to their needs. This can include gathering and reporting detailed information relating to supply and demand characteristics, market research based on predefined parameters, and examining alternatives in investment or transaction decisions.
- We perform specialized studies, including market demand, feasibility, highest and best use, reuse analysis, potential value diminution (from both internal and external influences), the valuation of partial interests, and the study of damages and benefits that may arise in condemnation matters.
- We provide both field and desktop reviews of appraisal reports (or other studies). If appropriate or necessary, our review services can be supplemented with an independent investigation of market conditions or comparable data which may not have been included in the original appraisal.

Dispute Analysis and Litigation Support

- Our senior managing director, Rick Donahue, is qualified in superior and federal courts in Orange and Los Angeles Counties on real estate valuation issues.
- Other examples of our litigation support services include:
 - ♦ Field and/or desktop review of appraisal reports to determine the objectivity of the investigation, the adequacy of the data developed, and the consistency with accepted appraisal practices (including the appraisal practices set forth in the USPAP).
 - ♦ Working with legal counsel to develop effective areas of cross-examination for appraisal and valuation witnesses.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Core Competencies

- ◆ Preparation of graphic and demonstrative exhibits (including charts, graphs, aerial photographs, and videotape) to be used with the presentation of expert testimony.

Public Agency and Right of Way Services

- We service a wide range of public agency clients, including state, federal and local governmental agencies as well as school districts, public utilities, and transit authorities. Our public agency services include:
 - ◆ Eminent domain valuations
 - ◆ Appraisals of partial takes
 - ◆ Appraisals of full takes
 - ◆ Easement valuations
 - * Temporary construction easements
 - * Aerial easements
 - * Subway easements
 - * Conservation easements
 - ◆ Analysis and reports purposed to *Uniform Standards of Federal Land Acquisitions* (the Yellow Book)

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)



Santa Ana River Crossing @ I-405, Santa Ana

Appraised aerial rights and temporary construction easements in the river bed required for freeway widening over the Santa Ana River in Orange County for OCTA. One of several dozen jobs completed for the widening on Interstate 405 between Rossmore and Santa Ana.



Westmont College, Montecito

Valuation of an existing private college campus containing 451,520 square feet of gross building area. The improvements were constructed phases between 1915 and 2011. The gross site area is 112.49 acres, or 4,900,064 square feet. The subject campus has operated for many decades as Westmont College. Appraisal was completed for financing purposes.



Santa Ana Transit Terminal, Santa Ana

Appraisal of the fee simple interest in the abandoned Santa Ana Transit Terminal (SATT), as well as a leased fee interest in (1) air space above a 17,440 square foot portion of the SATT (2) surface and air space over a 5,796 square foot portion and (3) the adjacent parking structure. The air and surface rights are occupied by a seven story office building subject to the terms and conditions of an Air Space Lease agreement with OCTA.



Coventry Court Apartments, Tustin

Valuation of a Seniors apartment complex located in the Tustin Legacy master-planned community within the city of Tustin, CA. It consists of a 240-unit multi-family complex having a gross building area of 350,490 square feet and a net rentable area of 241,600 square feet. Appraisal completed for bond financing and valuation of tax credits.

7

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)



Rosecrans/Marquardt Grade Separation Project

Appraised fee acquisition, permanent easements and temporary construction easements to facilitate the construction and operation of the grade separation improvements at the intersection of Rosecrans Avenue and Marquardt Avenue at the BNSF right-of-way.



I-405 Freeway Widening Project

Appraised several dozen fee acquisition, permanent easements and temporary construction easements for the widening of the San Diego (I-405) Freeway between State Route 73 (SR-73) and Interstate 605 (I-605). The widening includes the addition of one general purpose lane in each direction on I-405 from Euclid Street to the I-605 interchange, plus tolled express lanes in each direction of I-405 from SR-73 to SR-22 east.



Bristol Street Widening Project

Appraisal of numerous full and partial acquisitions of single-family and commercial properties for the widening of Bristol Street in Santa Ana.



123 Ground Leased Residential Lots, Monarch Bay, Dana Point

After being appointed as the Third (Neutral) Appraiser by both the land owner and the homeowner association, we appraised 123 ground leased lots in the private Monarch Bay community for the purpose of estimating market value of the lots. The purpose of the appraisal was for potential negotiations between both sides to sell the land at an agreed upon discount to the home-owners.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)



Bel Air Presbyterian Church, Brentwood

A large church campus containing 86,690 square feet of building area, highlighted by a 39,157 square foot sanctuary that seats 1,400 persons. Parking for 850 persons is provided on both sides of Mulholland Drive. The church sits on 22.02 acres, with 6.88 acres located on the south side of Mulholland Drive used entirely for parking. The land is zoned RE-15 (north side) and RE-40 (south side), both being very low density residential designations. Appraisal completed for financing purposes



Honda World, Westminister

The subject property consists of a full service automobile dealership located in Westminister, California. The property is leased to Honda World. The contiguous Lexus dealership on the same land parcel was not a part of this valuation. The dealership contained 47,116 total square feet. The buildings sit on three non-contiguous sites on either side of 23rd Street measuring 181,632 square feet (4.17 acres), zoned C-2 by the city of Westminister. While the land area on the south side of 23rd Street is improved with buildings and a sales lot, this valuation includes only the value of the underlying land. Valuation was completed for lease renewal purposes.



LA+USC County Medical Center, Los Angeles

Appraisal of three buildings and a central plant that are part of the larger LAC+USC Medical Center. The buildings total 1,499,198 SF and were completed in 2008. They include an eight-story, 691,352-square-foot Inpatient Tower, licensed for 600 acute-care beds; a five-story, 429,351-square-foot Diagnostic and Treatment Center; a seven story, 324,624-square-foot, Clinic Tower (outpatient building), and a 53,871-square-foot, subterranean Central Plant. The building towers are connected on Levels 1, 3, 4 and 5. The buildings are situated on 20.05 acres at the southeastern portion of the larger 55.53-acre LAC+USC medical campus. Appraisal completed for bond financing.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)



I-5 Widening Project, Mission Viejo/ Laguna Niguel

Appraisal of 15 properties located along the I-5 in Mission Viejo and Laguna Niguel for a freeway widening project. Appraised values included fee acquisitions, permanent easement and temporary construction easements, as well as full acquisitions of two gas stations. Property types included commercial, office, retail, industrial and two auto dealerships.



SR-91 Corridor Improvement Project, Corona

Appraisal of 10 properties for acquisition by the Riverside County Transportation Commission, in partnership with the State of California Department of Transportation, for the 10-year plan for the SR-91 Corridor Improvement Plan. The purpose of the appraisals was to develop an opinion of the fair market value of the larger parcels and proposed acquisitions. Many involved a full before and after valuation with calculations of severance damages.

Appraisal review of dozens of acquisitions NOT performed by the Kiley Company



Proposed Redevelopment of retail center, Garden Grove/Stanton

Valuation of a proposed redevelopment of an 80,000 square foot retail center. The developer proposed the redevelopment to include major tenant space, front pad buildings, ground leases and inline shop space. Total building square footage at the completion of renovation was 150,000 square feet.



Casa Grande, San Juan Capistrano

Appraisal of a 42 acre agricultural preserve and custom home lot approved for a 21,516 SF home in the heart of San Juan Capistrano. Appraisal required for estate planning purposes

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)



Gale Tech Center—Parcel 3, Industry

Class B - Industrial Warehouse, known as Gale Tech Center - Parcel 1, containing 43,356 gross square feet, located in the City of Industry. The appraisal was made for litigation purposes with both a current date of value and a retrospective 2009 date of value.



Beverly Hills High School, Beverly Hills

Valuation of an iconic 1, 2 and 4-story high school campus that contains 705,837 square feet of gross building area situated on a 1,090,559 square foot (25.04 acres) site. Appraisal was made in conjunction with our valuation of sub-surface rights related to METRO's Purple Line Subway Extension.



Tejon Ranch

Valuation of 266,000 acres for valuation of potential Conservation Easement dedication on behalf of both the Tejon Ranch Conservancy and the California Wildlife Conservation Board.



Riverview West Marketplace, Santa Ana

Valuation of Riverview West Marketplace, the western portion of a community center anchored by Wal-Mart (not a part of this appraisal), El Super food store, Ross Dress-for-Less, Radio Shack, Payless Shoes and Discount Giant. The appraisal was performed for loan financing.



One Pelican Hill Road, Newport Beach

Identified as Villa del Lago, the (then) partially completed 17,000 sf villa set on 12.47 acres. The site included a cascading lake of over one acre, tennis court, stable and riding ring, putting green, pool pavilion, wine cave, a 14 car garage, an indoor pool, high-tech theater, gym and sauna & wine cellar. The property was appraised for litigation purposes in an effort to keep it out of bankruptcy proceedings.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Significant Assignments

(Completed by the former Kiley Company or J. Richard Donahue, MAI)

While we have highlighted a few of the more unique jobs we have completed in the previous pages, **ALL** assignments are considered significant to us. While we are fortunate to have experience in a variety of unique valuation assignments, we also appraise the more traditional and straightforward properties as well.



8-Unit Apartment Building, Santa Monica

Valuation of a recently constructed 8-unit apartment building in Santa Monica, CA for financing purposes.



Single Tenant industrial Building, Lake Forest

Market study performed to determine market rent for a 13,061 SF single-tenant warehouse building in Lake Forest.



Free-standing Restaurant Tustin, CA

Valuation of a Mimi's restaurant in Tustin, CA for portfolio management purposes.



Single Family Residence Emerald Bay, Laguna Beach, CA

While we do not appraise single family homes for lending purposes, we are asked to value residential homes for litigation, estate or eminent domain purposes.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Client List

Cities	Attorneys & Law Firms	Other Public Agencies and Related Consultants
Anaheim	Allen Matkins	Bender Rosenthal, Inc.
Bakersfield	Atkinson, Andelson, Loya, Ruud & Romo	California Department of Fish and Wildlife
Baldwin Park	Beck & Christian, LLP	California Department of Transportation (CALTRANS)
Cathedral City	Best Best & Krieger, LLP	California High-Speed Rail Authority
Glendale	Borton Petrini, LLP	California Wildlife Conservation Board
Hawaiian Gardens	Brobeck Phleger & Harrison	Epic Land Solutions, Inc.
Indian Wells	Brown Rudnick, LLP	HDR Engineering, Inc.
Inglewood	Feld Law Group	Housing Authority of San Bernardino
Irvine	Ferruzzo & Ferruzzo	Housing Authority of the County of San Bernardino
La Canada/Flintridge	Gibson Dunn & Crutcher	Irvine Ranch Water District
Laguna Hills	Hagen, O'Connell & Hval, LLP	Hollywood Community Housing Corporation
Lake Forest	Hart, King & Coldren	Los Angeles County Department of Beaches & Harbors
Los Angeles County Executive Office	John D. Miller, Esq.	Los Angeles County Metropolitan Transportation Authority (METRO)
Los Angeles	Kent G. Snyder, Esq.	Los Angeles Department of Water & Power (DWP)
Moreno Valley	Morrison & Foerster	Los Cerritos Wetlands Authority
Newport Beach	Law Offices of Theodore J. Foliani	Morongo Indian Tribe
Orange County	Law Offices of C. Tucker Cheadle	Omnitrans
Orange	Loeb & Loeb	Orange County Transportation Authority (OCTA)
Paramount	Mirman, Bubman & Nahmias, LLP	Overland, Pacific & Cutler, LLC
Pico Rivera	Musick, Peeler & Garrett LLP	Paragon Partners Ltd.
Pomona	Newmeyer & Dillion	Port of Long Beach
Redondo Beach	Nossaman, Guthner, Knox & Elliott	Port of Los Angeles
Rialto	O'Melvary & Myers, LLP	Riverside County Flood Control District
Riverside	Ostendorf Tate Barnett, LLP	Riverside County Transportation Commission (RCTC)
San Clemente	Rogers & Harris	San Bernardino County Transportation Authority - SBCTA
San Juan Capistrano	Rutan & Tucker	San Bernardino County Economic Development Agency
Santa Ana	Snell & Wilmer	Santa Gabriel Valley Water District
Santa Barbara County	Turner & Williams	Southern California Edison Company
Stanton	Tuttle & Taylor	The Conservation Fund
Tustin	Urland, Morello, Dunn & Maynard	U.S. Postal Service
Upland	Varner & Brandt, LLP	Wildlife Conservation Board
Yorba Linda	Voss, Cook & Thel	
Westminster	Wilner, Narwitz & Kline	
	Winthrop Couchot	
	Wilson Turner Kosmo, LLP	
	Wolf, Rifkin, Shapiro, Schulman & Rabkin, LLP	
	Woodruff, Spradlin & Smart	
	Wright Kim Douglas Law	

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Client List

Financial Institutions, Fund Managers and Related Entities

Aldrich, Eastman & Wallich
Allstate Investment Funds
AMB Institutional Realty Advisors
AVIVA Capital Management
Bank of America
BankAmerica Realty Investors
Bank of California
Bank of Montreal
Bank of New York
Bank of Newport
Bank of the West
Broadway Federal Bank
California Bank & Trust
California Department of Insurance
California Plan for Church Finance
California Republic Bank
CalPERS
Cathay Bank
Central Pacific Bank
Chinatrust Bank
Chino Valley Bank
Church Development Fund
Citigroup
City National Bank
Column Financial
Comerica Bank
Commercial Bank
Competrol Real Estate
Copley Real Estate Advisors
East-West Bank
Farmers & Merchants Bank
Federal Deposit Insurance Corp.
First Fidelity Bank
First Foundation Bank
First National Bank of Chicago
Fuji Bank
Golden State Bank
Great West Life
Hokkaido Takushoku Bank
Holland Park Services
Housing Capital Company
IBM Retirement Fund
ING
Integon Life Insurance
Invesco Realty Advisors
Johnson Capital
JP Morgan Chase

Financial Institutions, Fund Managers and Related Entities (Cont.)

La Salle Bank Corporation
LACERA
Lincoln N.C. Realty Fund
McMahon Real Estate Advisors
Morgan Stanley
Mortgage and Realty Trust
Nano Banc
Nationwide Insurance Company
Nations Bank
North Carolina Dept. of Insurance
NorthMarq Capital
Orange County Credit Union
Pacific First Mortgage
Pacific Mercantile Bank
Pacific Telesis Group
Pacific Western Bank
PCD/Sammis Industrial Fund
Phoenix Mutual
Plaza Bank
PM Realty Advisors
PNC Real Estate Finance
Poppy Bank
Preferred Bank
ProAmerica Bank
P.P.M. America
Prudential Mortgage Capital Co.
RBC Builder Finance
RREEF Funds
Santa Clara Valley Bank
Sanwa Business Credit Corp.
Stancorp Financial Group
Sun Life Insurance Company
Sunwest Bank
TCW Realty Advisors
TIAA
The Boston Company
The Private Bank of California
Trammell Crow Co. Employees
Umpqua
Union Bank
Universal Bank
US Bank
USF&G Realty Advisors
Valley Republic Bank
Wedbush Bank
Wells Fargo Bank NA
Wells Fargo Real Estate Fund
WestCap Corporation

Corporations & Development Companies

Anaheim Mercedes
ARCO
Bentall Development
Brandywine Development
Business Properties, Inc.
California Property Specialists
Catellus Development Corp
Catellus Residential Group
CBRE Capital Markets, Inc.
Century Life of America
Corman Leigh Communities
Del Webb Corporation
Embassy Suite Hotels
Equiva Services
Exxon Corporation
Fieldstone Development
First Regional Capital Advisors
Ford Motor Land
Forecast Homes
Gerald Hines Interests
Golden West Equities Properties
Granite Homes
Greystone Homes
Griffin/Related Properties
Heller Real Estate
Howard Hughes Properties
Interstate Consolidated Industry
Irvine Land Management
Kaiser Development Company
Koll Company
Land Grant Development
Landmark Hotels
Low Income Investment Fund
MacPherson Automotive
Mark IV Properties
McDonnell Douglas Realty
Melia Homes
Mercy House
McGaw Inc.
Paragon Homes
Pepsi Bottling Co.
Polygon Homes
Public Storage
Rite Aid Corporation
Sakioka Farms
Shell Oil Company
Spectrum Land Services
Tuttle Click Automotive
Union Oil Company
Union Pacific Realty
USAA Real Estate Company

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Client List

Non-Profit Organizations

Alhambra True Light Presbyterian Church
 First Presbyterian Church of San Gabriel
 Jess Ranch Community Church
 Los Angeles County YMCA
 Orange County YMCA
 Orange County Rescue Mission
 Roman Catholic Diocese of Orange County
 Southwest California Synod, ELCA

School Districts and Educational Institutions

Colton Joint Unified School District
 Huntington Beach Unified School District
 Los Angeles Unified School District
 Redlands Unified School District
 San Jacinto Unified High School District
 Snowline Joint Unified School District
 University of Southern California

Integra Realty Resources Orange County

2151 Michelson Drive
 Suite 205
 Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Key Personnel Qualifications

J. Richard Donahue, MAI, FRICS



Mr. Donahue, Senior Managing Director of Integra Realty Resources – Orange County, has provided real estate appraisal services in Southern California continuously since 1977. Mr. Donahue has previously held management positions at Cushman & Wakefield, Grubb & Ellis/ Landauer, CRWilson & Associates and Landauer Associates. From 1992 to 1999, Mr. Donahue was a Principal in the firm of Schmitz, Riach & Donahue before leaving to open Integra's original Orange County office. Mr. Donahue rejoined Integra to manage the office when Beth Finestone, Managing Director for and a principal of Integra Realty Resources– Los Angeles, acquired the former Kiley Company; a long-established and highly regarded valuation firm based in Orange County.

Property types which he has appraised include office buildings, shopping centers, industrial buildings, apartment and condominium complexes (including affordable housing projects), subdivisions, mobile home parks, hotels, motels, restaurants, healthcare properties, religious facilities, golf courses, car washes, schools and colleges, parking structures, transit-oriented development projects, shipping terminals and other types of waterfront property, industrial, commercial and residential acreage, agricultural land, mountainous and hillside acreage, beachfront homes and utility and transportation corridors (in fee and as easements), designated open space, and single-family residences including beachfront homes and major estates.

He holds a Bachelor of Arts in History from the California State Polytechnic University, Pomona. He is a past instructor of the Appraisal Institute's USPAP course and seminars, has provided more than 30 years of volunteer service to the Appraisal Institute, and served as President of the Southern California Chapter of the Appraisal Institute and a member of the organization's National Board of Directors; serving on the Executive Committee and Chair of the Audit Committee. The Southern California Chapter recently recognized Mr. Donahue with the Bert L. Thornton Professional Service Award in recognition of *"many years of unselfish dedication to the Appraisal Institute and its professional goals and for exemplary conduct displayed during his professional career"*.

Mr. Donahue has given expert testimony in federal and superior courts. He also provides appraisal reviews and consultation services when needed.

Beth B. Finestone, MAI, AI-GRS, FRICS, CRE



Ms. Finestone, Managing Director for and a principal of Integra Realty Resources – Orange County has been with the firm since 2004 and has been appraising in Southern California since 1981. She has specialized in valuation and consulting services related to public agency and right-of-way clients and for major, investment-grade commercial properties, e.g., office, industrial, retail, multi-family, land, and special purpose properties, for over 30 years. Ms. Finestone also has expertise in valuing large tracts of land for mitigation and other purposes, including conservation easements.

Ms. Finestone previously held senior positions with Finestone & Associates and Cushman & Wakefield of California. At Finestone & Associates from 1996 through 2003, she specialized in real estate appraisal, valuation and consulting services with focus on preparation of appraisals for industrial, commercial, and special purpose properties. This focus included consultation services, due diligence work, litigation support, and expert witness designation.

At Cushman & Wakefield of California, Inc. from 1983 through 1996, Ms. Finestone was in the Orange County Appraisal Services Group, specializing in real estate valuation and consulting. By the end of her tenure, she was responsible for the management the Orange County Valuation Advisory Services Group, including preparation and review of appraisal reports, business development, consulting and litigation work, management and coordination of multi-property assignments and national accounts, professional staff development, and support staff supervision.

Ms. Finestone's services include a wide range of specialized studies including value diminution (from both internal and external influences), market demand, feasibility, severance damages and project benefits, investment analysis, assessment allocation, reuse analysis, and the valuation of partial interests including leasehold, leased fee, possessory interests, and minority interests. She has acted as a review appraiser for many public agency clients, such as Orange County Transportation Authority, Orange County Unified School District, and the City of Ontario.

16

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Competitive Advantage



Client Satisfaction

Integra is committed to streamlining the management and delivery of assignments so our clients have confidence and direct contact with the appropriate individuals.

100% Valuation and Counseling

Integra's personnel, resources, data and techniques are focused exclusively on valuation and counseling. We do not offer other conflicting services, and we are independent and have only one interest in mind: The Client.

Industry Leasing Research

Integra, through its proprietary database - DataPoint - provides in-depth analytics throughout the US. This unrivaled database is compiled from more than 100,000 valuation assignments across multiple markets.

Elite Professionals

Integra has over 165 MAIs and more than 30 CREs, more than any other company. With Integra, you get the broadest national coverage with over 60 offices throughout North America and over 900 'best in class' valuers.

Integra Realty Resources
Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty



Contact Us

Integra Realty Resources Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

OrangeCounty@irr.com
www.irr.com/orangecounty

Integra Realty Resources Corporate Headquarters

7800 East Union Avenue
Suite 400
Denver, CO 80237

T 212.575.2935
F 646.424.1869

info@irr.com
www.irr.com

Integra Realty Resources Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949.591.8150

www.irr.com/orangecounty





J. Richard (Rick) Donahue, MAI
Senior Managing Director

Integra Realty Resources – Orange County

Professional Expertise

Mr. Donahue has been involved in the appraisal of real estate and business properties for over 35 years. Valuation and consulting assignments have encompassed a wide variety of purposes including right-of-way acquisition, tax dissolution, leased fee & leasehold interest, easements, and current value portfolio appraisals and reviews. Clients served include public agencies, developers, investors, banks, portfolio advisors, utility companies, attorneys, fund advisors, non-profit companies, and private parties. Mr. Donahue's experience includes appraisal, litigation support, portfolio valuations, investment analysis, condemnation consulting, due diligence investigation, lease-by-lease analysis, highest and best use studies, market studies, and feasibility analysis. Mr. Donahue is qualified as an expert witness in several Orange and L.A. County Courts.

Memberships, Licenses, Professional Affiliations and Education

- Appraisal Institute, Member (MAI), No. 7420
 - o Past Member of the National Board of Directors and Executive Committee
 - o Past Chair of the Audit Committee
 - o Past President of the Southern California Chapter
- Former Instructor: USPAP and AI Business Ethics courses
- IR/WA, Member
- California State Certified General Real Estate Appraiser, License No. AG008427

Other Accomplishments and Awards

- **Appraisal Institute:** Mr. Donahue is the recipient of the Bert L. Thornton Award, given by the Southern California Chapter of the Appraisal Institute for Outstanding Service to the Appraisal Profession.

MAJOR REAL ESTATE APPRAISAL AND CONSULTING ASSIGNMENTS

- **California High Speed Rail Authority, Multiple Properties.** Appraisal of multiple parcels in Fresno County for acquisition purposes in conjunction with the proposed High-Speed Rail Project. Also review of multiple appraisals of acreage to be acquired for mitigation and conservation easement purposes.



- **Southern California Edison, Santa Barbara Reliability Project.** Appraisal of fee acquisitions and overhead transmission line and footing easements for properties along existing 66kv sub-transmission facilities within existing and new utility right-of-way between the existing Santa Clara sub-station in Ventura County and the existing Carpinteria Substation in the city of Carpinteria in Santa Barbara County. Tejon Ranch. Valuation of compensation for the permanent easement for overhead transmission lines and anchor strips along the west side of Castic Lake in Lebec.
- **SANBAG, Barton Road Project.** Appraisal of multiple parcels in Grand Terrace in Riverside County for acquisition purposes in conjunction with the proposed Barton Road Widening Project. I-215 Remnant Parcels. Appraisal of multiple parcels along Interstate 215 in San Bernardino for disposition purposes following completion of the I-215 Widening Project.
- **Riverside County Transportation Commission (RCTC), 91 Freeway Corridor Improvement Project.** Review of third-party appraisals involving full and partial acquisition of properties being acquired for widening of the 91 Freeway.
- **Nevada Department of Transportation (NDOT), Project NEON Interstate 15 Widening.** Review of third-party appraisals prepared for this Las Vegas project on behalf of NDOT to insure compliance with Nevada Right-of-Way and USPAP compliance.
- **City of Bakersfield/Caltrans, Centennial Corridor.** Review of third-party appraisals involving full and partial acquisition of properties being acquired for construction of the Centennial Corridor in Bakersfield.
- **Los Angeles County, LAC+USC Medical Complex.** Valuation of 1,499,175 SF medical complex in Los Angeles for bond financing purposes. LAC+MLK Hospital. Valuation of a 294,275 SF portion of the larger Martin Luther King Medical Complex for determination of market rent and bond financing.
- **Los Angeles County Department of Beaches and Harbors.** Appraisal of multiple leased fee and leasehold improvements in Marina Del Rey for purposes of establishing ground rent payment on marina owned land and water.
- **Port of Los Angeles, Berth 400.** Valuation of 500-acre berth in the Port of Los Angeles for ground rent renewal purposes.
- **Port of Long Beach, World Trade Center site.** Valuation of a ground leased parcel for potential disposition purposes. Schuler Heim Bridge; valuation of aerial rights adjacent to Schuler Heim Bridge.
- **Los Angeles County Metropolitan Transportation Authority (LA METRO).** Highway 710 Expansion. Performed a feasibility Pricing Analysis for possible expansion from Alhambra to Pasadena to determine potential acquisition costs to LA METRO. Wilshire Western Subway Access Site. Appraisal for acquisition of a subway portal and development site in Los Angeles, CA. Japanese Village. Valuation of sub-surface rights in conjunction with the Regional Connector Project. Westside Extension. Multiple appraisals including full acquisition and temporary construction easements for the extension of the subway system through the west side of Los Angeles.
- **State of California Wildlife Conservation Board, Tejon Ranch.** Valuation of 266,000 acres for conservation easement valuation. Bolsa Chica Lower Mesa. Appraisal for acquisition purposes of 114 acres of conservation land in Huntington Beach, CA.
- **City of Newport Beach, Waterfront Encroachment Study.** Pricing analysis to determine annual fees to property owners encroaching on waterfront/oceanfront parcels in the city of Newport Beach.



Beth B. Finestone, MAI, AI-GRS, FRICS, CRE

Experience

Ms. Finestone, Executive Director and owner of **Integra Realty Resources – Orange County** (IRR – Orange County), opened the firm on August 1, 2019, by purchasing Elizabeth M. Kiley, Inc. dba Kiley Co. At IRR – OC Ms. Finestone is responsible for the day to day operations of the firm, including all financial aspects of the Company, as well as staff development, quality control and business development. Ms. Finestone prepares appraisal reports on properties with complex valuation issues and acts as a consultant for many of her long-term clients.

Ms. Finestone is also the Managing Director for **Integra Realty Resources – Los Angeles** (IRR – Los Angeles), a separately owned and operated company from IRR – OC. Ms. Finestone has been an appraiser with IRR – Los Angeles since 2004 and has been appraising in Southern California since 1981. She has specialized in valuation and consulting services related to public agency clients and for major, investment-grade commercial properties, e.g., office, industrial, retail, multifamily, land, and special purpose properties, for over 35 years. Ms. Finestone has also been very active in the appraisal of land, both entitled and unentitled. She has been involved in the appraisal of open space land, land for mitigation purposes and valuing various types of land for conservation easement purposes.

Ms. Finestone was the past president in 2019 for the Southern California Chapter of the Appraisal Institute (SCCAI), the largest Appraisal Institute chapter in the United States. She also holds the AI-GRS designation of the Appraisal Institute. In addition, she is a fellow of the RICS (past board member) and is also a member of the CRE and of the IRWA. She has been honored locally for her professional accomplishments. In May 2009, she was a *Los Angeles Business Journal* nominee for Executive of the Year – Women Making a Difference. In October 2006 Ms. Finestone was honored as one of Real Estate Southern California's 2006 Women of Influence for contributions to commercial real estate and devotion to community enrichment.

Ms. Finestone's clients include public agencies, right of way firms, lenders, institutional investors, major corporations, law firms, and individual property owners. Her services include a wide range of specialized studies including value diminution (from both internal and external influences), market demand, feasibility, severance damages and project benefits, investment analysis, assessment allocation, reuse analysis, and the valuation of partial interests including leasehold, leased fee, possessory interests, and minority interests.

Professional Activities

Member: Appraisal Institute (MAI No. 7973)
 Designation: Appraisal Institute – General Review Specialist (AI-GRS)
 Fellow: Royal Institution of Chartered Surveyors (FRICS No. 1259538)
 Member: The Counselors of Real Estate (CRE No. 13807)
 Member: International Right of Way Association
 License: California State Certified General Real Estate Appraiser No. AG004030

Expert Testimony

Ms. Finestone is qualified as an expert witness in real estate matters and has testified before:

- Superior Courts: Los Angeles and Orange Counties
- Arbitration Hearings: Los Angeles County
- Tax Appeal Boards: Los Angeles and San Diego Counties

Education

M.B.A., Pepperdine University

B.S., Kinesiology, University of California, Los Angeles

Ms. Finestone is currently certified by the Appraisal Institute's program of continuing education for its designated members. She has successfully completed multiple courses and other requirements of the MAI designation through the Appraisal Institute and American Institute of Real Estate Appraisers.

bfinestone@irr.com – 949-591-8150

Integra Realty Resources Orange County

2151 Michelson Drive
Suite 205
Irvine, CA 92612

T 949-591-8150

www.irr.com/orangecounty



CALIFORNIA UNIFIED CERTIFICATION PROGRAM (CUCP)



DEPARTMENT OF TRANSPORTATION

OFFICE OF BUSINESS AND ECONOMIC OPPORTUNITY
1823 14th STREET
SACRAMENTO, CA 95811
Phone: (916) 324-1700
FAX: (916) 324-1862
TTY: 711

December 6, 2019

Beth Finestone
Elizabeth M. Kiley, Inc.
DBA Integra Realty Resources – Orange County
2151 Michelson Drive, Suite #502
Irvine, CA 92612

Firm ID: 47599

Subject: Disadvantaged Business Enterprise (DBE) Certification Approval

Dear Ms. Finestone:

I am pleased to advise you that after careful review of your application and supporting documentation, the California Department of Transportation (Caltrans) has determined that your firm meets the eligibility standards to be certified as a Disadvantaged Business Enterprise (DBE) as required under the U.S. Department of Transportation's Code of Regulation 49 CFR Part 26, as amended. This certification is also recognized by all USDOT agencies in California.

Your firm will be listed in the California Unified Certification Program (CUCP) database of certified DBEs under the following specific area(s) of expertise that you have identified on the NAICS Codes form of the application package:

NAICS Category Codes	Description
531320	Offices of Real Estate Appraisers

Work Category Codes	Description
H6531	Real Estate Appraisers and Brokers



Ms. Beth Finestone
December 6, 2019
Page 2

Firm ID: 47599

Your DBE certification applies only for the above code(s). You may review your firm's information in the CUCP DBE database which can be accessed at Caltrans' website at www.dot.ca.gov/hq/bep/find_certified.htm. Any additions and revisions must be submitted to Caltrans for review and approval.

In order to assure continuing DBE status, you must submit a No Change Declaration form (which will be sent to you), along with supporting documentation. Based on your annual submission that no change in ownership and control has occurred, or if changes have occurred, they do not affect your firm's DBE standing, the DBE certification of your firm will continue until or unless it is removed by our agency.

Also, should any changes occur that could affect your certification status prior to receipt of the No Change Declaration, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify us immediately. Failure to submit forms and/or change of information will be deemed a failure to cooperate under Section 26.109 of the Regulations.

Caltrans reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. DBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records, and documents by Caltrans.

For information on DBE contracting opportunities, please visit our website at <http://www.dot.ca.gov/hq/esc/oe/>.

Congratulations, and thank you for your interest in the DBE Program. I wish you every business success and look forward to hearing from you if I may be of any assistance to you in this regard.

Sincerely,



MARYLEE MIGLINO
Office Chief
Certification Branch



[Skip to Main Content](#)[Back To Query Form \(licenseForm.htm\)](#)

Search Returned 1 Records

Thu Jan 09 16:17:20 PST 2020

Query Criteria

Certification Types: DBE

Firm ID: 47599

Firm ID	47599
DBA Name	INTEGRA REALTY RESOURCES-ORANGE COUNTY
Firm Name	ELIZABETH M. KILEY INC.
Address Line1	2151 MICHELSON DR. SUITE 205
Address Line2	
City	IRVINE
State	CA
Zip Code1	92612
Zip Code2	
Mailing	
Address Line1	
Mailing	
Address Line2	
Mailing City	
Mailing State	
Mailing Zip	
Code1	
Mailing Zip	
Code2	
Certification	DBE
Type	
E-Mail	bfinestone@irr.com
Contact Name	BETH B. FINESTONE
Area Code	714
Phone Number	665-6515
Extension	
Alt Area Code	818
Alt Phone	451-9261
Number	
Extension	
Fax Area Code	
Fax Phone	
Number	
Agency Name	DEPARTMENT OF TRANSPORTATION
Counties	19; 30; 33; 36; 37;
Districts	07; 08; 11; 12;



DBE NAICS 531320;
ACDBE NAICS
Work Codes H6531 REAL ESTATE APPRAISERS & BROKERS;
Licenses REA Real Estate Appraiser;
Trucks
Gender F
Ethnicity CAUCASIAN
Firm Type DBE




Metro

 Los Angeles County
 Metropolitan Transportation Authority

 One Gateway Plaza
 Los Angeles, CA 90012-2952

 213.922.2000 Tel
 metro.net

December 2, 2019

Metro File #8461

 Ms Beth Finestone
 Elizabeth M. Kiley Inc. DBA Kiley Company
 2151 MICHELSON DR. #205
 IRVINE, CA 92612

 Subject: Small Business Enterprise Certification

Dear Ms Beth Finestone:

We are pleased to advise you that after careful review of your application and supporting documentation, the Los Angeles County Metropolitan Transportation Authority (Metro) has determined that your firm meets the eligibility standards to be certified as a Small Business Enterprise (SBE) as required under Metro's SBE Program. Your firm will be listed in Metro's SBE database of certified SBEs under the following specific areas of expertise:

 NAICS 531320: OFFICES OF REAL ESTATE APPRAISERS
 NAICS 541199: ALL OTHER LEGAL SERVICES
 NAICS 541990: ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES

Your SBE certification is valid for five years from the date of this letter and applies only for the above NAICS code(s). Any additions and revisions must be submitted to Metro for review and approval.

In order to ensure your continuing SBE status, you are required to submit an annual update along with supporting documentation. If no changes are noted, then your SBE status remains current. If there are changes, Metro will review to determine continued SBE eligibility. Please note, your SBE status remains in effect unless Metro notifies you otherwise.

After the five-year certification period, your entire file will be reviewed in order to ascertain continued SBE certification status. You will be notified of the pending SBE status review and any documentation updates necessary prior to the expiration date.

Also, should any changes occur that could affect your certification status prior to receipt of the annual update application, such as changes in your firm's name, business/mailling address, ownership, management or control, or failure to meet the applicable business size standards or personal net worth standard, please notify Metro immediately.

Metro reserves the right to withdraw this certification if at any time it is determined that it was knowingly obtained by false, misleading, or incorrect information. Your SBE certification is subject to review at any time. The firm thereby consents to the examination of its books, records, and documents by Metro.

Congratulations, and thank you for your interest in Metro's SBE Program. Should you have any questions, please contact us at (213) 922-2600. For information on Metro contracting opportunities, please visit our website at www.metro.net.

Sincerely,

 Shirley Wong
 Principal Certification Officer
 Diversity & Economic Opportunity Department


SUPPLIER CLEARINGHOUSE CERTIFICATE OF ELIGIBILITY

CERTIFICATION EXPIRATION DATE: March 26, 2022

The Supplier Clearinghouse for the Utility Supplier Diversity Program of the California Public Utilities Commission hereby certifies that it has audited and verified the eligibility of:

***Elizabeth M. Kiley, Inc. DBA Integra Realty Resources - Orange County
Women Business Enterprise (WBE)***

pursuant to Commission General Order 156, and the terms and conditions stipulated in the Verification Application Package. This Certificate shall be valid only with the Clearinghouse seal affixed hereto.

Eligibility must be maintained at all times, and renewed within 30 days of any changes in ownership or control. Failure to comply may result in a denial of eligibility. The Clearinghouse may reconsider certification if it is determined that such status was obtained by false, misleading or incorrect information. Decertification may occur if any verification criterion under which eligibility was awarded later becomes invalid due to Commission ruling. The Clearinghouse may request additional information or conduct on-site visits during the term of verification to verify eligibility.

This certification is valid only for the period that the above firm remains eligible as determined by the Clearinghouse. Utility companies may direct inquiries concerning this

Certificate to the Clearinghouse at (800) 359-7998 in Los Angeles.

VON: 7EN00025

DETERMINATION DATE: March 26, 2019



HENNESSY & HENNESSY, LLC.
APPRAISAL REVIEW SERVICES

25D-223

Company Experience

For more than 40 years, Hennessey & Hennessey's primary emphasis has been appraisal for eminent domain purposes for public agencies, specializing in appraising properties for negotiated acquisitions and litigation. Hennessey & Hennessey has a complete understanding of the process and complexity involved in eminent domain law. This ensures that our reports meet the requirements of the law and the guidelines of the review agency, and provide a useful tool with comprehensive information for the acquisition agent, particularly in cases of partial acquisitions.

Hennessey & Hennessey has appraised properties for disposition purposes, budgetary estimates, market studies, negotiations, estate planning, franchise fee negotiations, and litigation matters, and has reviewed appraisals prepared by other firms for similar projects. Hennessey & Hennessey also has assisted in the preparation of right of way cost estimates for project study reports and has provided expert testimony in court cases.

Our work includes appraising all types of real property – commercial, retail, office, mixed use, industrial, multi-family and single-family residential, agricultural, and special use properties, and vacant land. We also produce narrative appraisals for full and partial acquisitions of vacant and improved parcels along freeway, railroad, flood control and easement corridors. Many of our appraisals are for multiple-parcel right of way projects.

With this background of varied appraisal experience and knowledge of appraisal review requirements in accordance with USPAP and federal requirements, Hennessey & Hennessey is well qualified to review appraisals. We have completed hundreds of appraisal reviews similar in nature and complexity to the appraisal assignments listed above.

To document our ability to perform the types of assignments to be completed under the proposed contract and the expertise of our staff and subcontractors, brief descriptions of previously completed appraisals and appraisal reviews are presented below. The key personnel responsible for the completion of these projects will be performing the services to be assigned under the proposed contract.

Appraisal Review Experience

- **San Gabriel Valley Council of Governments - Montebello Grade Separation Project - 2018-current.** Reviewed more than 30 appraisals to determine their accuracy and compliance with state and federal guidelines.

Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano

- **I-10 Improvement Project - 2018- current.** Reviewed more than 200 appraisals to determine their accuracy and compliance with state and federal guidelines.

Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano

- **I-405 Improvement Project - 2016- current.** Reviewed more than 300 appraisals to determine their accuracy and compliance with state and federal guidelines.

Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano

- **Redlands Passenger Rail Project - 2017- 2019.** Reviewed ±40 appraisals to determine their accuracy and compliance with state and federal guidelines.

Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano



- **I-215 - Placentia Avenue Interchange Project - 2017- current.** Reviewed 6 appraisals to determine their accuracy and compliance with state and federal guidelines.
Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano
- **91 - Corridor Improvement Project - 2011-2014.** Appraised or reviewed appraisals prepared by other firms for more than 120 properties. The appraisals included full and partial acquisitions of single- and multi-family residences, railroad and flood control corridors, industrial office and commercial buildings, service stations, and vacant land.
Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano
- **I-215 Barton Road Interchange Improvement Project - 2015.** Reviewed 40 appraisals to determine their accuracy and compliance with state and federal guidelines.
Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Susan D. Taylor; and Joseph S. Montano
- **I-15/I-215 Devore Junction/Goods Movement Improvement Project - 2012-2014.** Reviewed 62 appraisals prepared by other firms to determine their accuracy and compliance with state and federal guidelines. The property types included open space, horse stables, residential, industrial, commercial, and railroad and flood control corridors.
Key Personnel: Sharon A. Hennessey, MAI, SR/WA, AI-GRS; Barbara L. Zachry, MAI; and Joseph S. Montano

4. Staff

Sharon A. Hennessey, MAI, SR/WA, AI-GRS

Proposed position: Project Manager/Senior Appraiser; valuation analysis and expert witness testimony

Sharon A. Hennessey shall act as Project Manager under the proposed agreement. Ms. Hennessey has more than 30 years of experience appraising real property with an emphasis on eminent domain and litigation appraisals. Her work has included appraisals of all types of real estate, including industrial, commercial, retail, office, mixed use, and residential properties, as well as unimproved land, for full and partial acquisitions for right of way purposes.

Ms. Hennessey has appraised properties for right of way projects for the cities of Anaheim, Lake Forest, Ontario, Riverside, Santa Ana, and Upland. She has also completed appraisal assignments for the Riverside County Transportation Commission, the Orange County Transportation Authority, the Eastern Foothills Transportation Corridor Agencies, and water and school districts, as well as property and right of way acquisition and engineering firms.

Ms. Hennessey is qualified as an expert witness in the Superior Court of Orange County. She holds MAI and AI-GRS designations from the Appraisal Institute and the SR/WA designation from the International Right of Way Association. She is a California Certified General Real Estate Appraiser (No. AG003323). Ms. Hennessey is a Senior Member, a Past President, and a former member of the Board of Directors of the International Right of Way Association. She holds a Bachelor of Arts degree from the University of California at Berkeley.

In addition to performing the necessary valuation tasks and report preparation, Ms. Hennessey will be the designated Project Manager and Primary Contact for all assignments under this contract. She will have full management, scheduling, and financial responsibility for performance of the assigned projects. She has a thorough understanding of the complexities of these types of projects and the importance of building and maintaining rapport and a cooperative working relationship with all agencies involved.



Joseph S. Montano

Proposed position: Administrative Assistant; research, data collection, field work

Mr. Montano joined Hennessey & Hennessey in 1999. He has assisted in appraising properties for right of way projects in the cities of Anaheim, Garden Grove, Lake Forest, Riverside, and Santa Ana, as well as for the Riverside County Transportation Commission, the Orange County Transportation Authority, and water and school districts. He will provide data collection and field work services for assignments under this contract.

5. References**City of Anaheim**

Mr. Randy Saldana
Development Services
200 S. Anaheim Blvd, Suite 276
Anaheim, CA 92805
(714) 765-5186
Project function: Real Property

Riverside County Transportation Commission

Ms. Gina Gallagher
Project Manager
P.O. Box 12008
Riverside, CA 92502
(951) 787-7141
Project function: Project Manager

Orange County Transportation Authority

Mr. William Mock
550 S. Main Street
P.O. Box 14184
Orange, CA 92863
(714) 560-5758
Project function: Project Manager

Overland, Pacific & Cutler, Inc.

Mr. Brian Everett
President & CEO
3750 Schauffele Avenue, Suite 150
Long Beach, CA 92808
(562) 304-2000
Project function: President & CEO



Printed on: 9/15/2017 10:01:29 AM

To verify most current certification status go to: <https://www.caleprocure.ca.gov>

Office of Small Business & DVBE Services

Certification ID: 1769942**Legal Business Name:**

HENNESSEY & HENNESSEY

Doing Business As (DBA) Name 1:

HENNESSEY & HENNESSEY

Doing Business As (DBA) Name 2:**Address:**

17602 17th Street, Suite 102-246

TUSTIN

CA 92780-7915

Email Address:

hhllc@ca.rr.com

Business Web Page:**Business Phone Number:**

714/730-0744

Business Fax Number:

714/730-0221

Business Types:

Service

Certification Type**Status****From****To**

SB(Micro)

Approved

09/14/2017

09/30/2019

Stay informed! KEEP YOUR CERTIFICATION PROFILE UPDATED!**-LOG IN at [CaleProcure CA GOV](https://www.caleprocure.ca.gov)****Questions?****Email: OSDSHELP@DGS.CA.GOV****Call OSDS Main Number: 916-375-4940****707 3rd Street, 1-400, West Sacramento, CA 95605**

CALIFORNIA UNIFIED CERTIFICATION PROGRAM DISADVANTAGED BUSINESS ENTERPRISE CERTIFICATE

HENNESSEY & HENNESSEY LLC

17602 17TH ST., SUITE 102, BOX 246
TUSTIN, CA 92780

Owner: SHARON A. HENNESSEY
Business Structure: LIMITED LIABILITY
PARTNERSHIP

This certificate acknowledges that said firm is approved by the California Unified Certification Program (CUCP) as a Disadvantaged Business Enterprise (DBE) as defined by the U.S. Department of Transportation (DOT) CFR 49 Part 26, as may be amended, for the following NAICS codes:

NAICS Code(s) * Indicates primary NAICS code

* 531320 Offices of Real Estate Appraisers

Work Category Code(s)

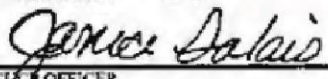
116531 REAL ESTATE APPRAISERS & BROKERS

Licenses

CERTIFYING AGENCY:

DEPARTMENT OF TRANSPORTATION
1823 14TH STREET, MS 79
SACRAMENTO, CA 95811 0000
(916) 324-1700

UCP Firm Number: 38014


CUCP OFFICER

January 14, 2010

It is CUCP's policy and objective to promote and maintain a level playing field for DBEs in California on Federal-aid contracts. We ensure nondiscrimination in the award and administration of U.S. DOT assisted contracts based on the requirements of 49 CFR Parts 21 and 26.



HENNESSEY & HENNESSEY LLC

A California Limited Liability Company
Real Estate Appraisers

17602 17th Street, Suite 102-246 • Tustin, California 92780-7915
(714) 730-0744 • fax (714) 730-0221
e-mail: hhlc@ca.rr.com

Sharon A. Hennessey, MAI, SR/WA, AI-GRS
Certified General Real Estate Appraiser

MAI Designated Member of the Appraisal Institute
AI-GRS Designated Member of the Appraisal Institute

Senior Member, International Right of Way Association

Joseph A. Hennessey, SR/WA (1928-2016)
Senior Member, International Right of Way Association

Qualifications of Sharon A. Hennessey, MAI, SR/WA, AI-GRS

Experience	1984 to present	Hennessey & Hennessey LLC, Independent Fee Appraiser - Appraise vacant land, commercial, industrial, residential, rights of way, and special purpose properties for governmental agencies, corporations, law firms, and private parties.
License		Certified General Real Estate Appraiser, State of California License No. AG 003323
Expert Witness		Qualified as an expert witness in the Orange County Superior Court
Professional Affiliations		MAI Designated Member of the Appraisal Institute, Certificate No. 11108 AI-GRS Designated Member of the Appraisal Institute Senior Member of the International Right of Way Association, Registration Number 3975 President of Chapter 67 International Right of Way Association, 1990 International Director of Chapter 67, International Right of Way Association, 1991 Membership Chairman, International Right of Way Association, 1992 and 1993 Hospitality Chairman, Southern California Chapter Appraisal Institute, 1993 and 1994, 1995, 1996, and 1997 Co-Education Chairman, Southern California Chapter Appraisal Institute, 1998, 1999, 2000, 2001
Education		Bachelor of Arts - University of California, Berkeley Partial List of Continuing Education: Appraisal Institute USPAP - 1986, 1993, 2000, 2004, 2006, 2008, 2012, 2010, 2014 Business Practice and Ethics - 2011, 2015 Federal and California Statutory and Regulatory Law - 2015 Review Theory - General - 2014 Complex Litigation Case Studies - 2013 Litigation Appraising: Specialized Topics and Applications - 2013 The Appraiser as an Expert Witness - 2000, 2013 Valuation of Detrimental Conditions - 2011 Appraisal Curriculum Overview - 2010 Hotel/Motel Valuation - 1997 International Right of Way Association 403 Easement Valuation - 1990, 2013 104 Standards of Practice for the Right of Way Professional - 2012 103 Ethics and the Right of Way Profession - 1992, 2004, 2008 206 Presentation Skills - 1992 203 Communications in RE Acquisition - 1991 214 Skills of Expert Testimony - 1990 Highest & Best Use and Market Analysis - 1996 Advanced Applications - 1996 The Appraisers Complete Review - 1996 Advanced Income Capitalization - 1993 Report Writing and Valuation Analysis - 1989 Case Studies in Real Estate Valuation - 1988 Capitalization Theory & Techniques, Parts A and B - 1987 Real Estate Appraisal Principles - 1985 Basic Valuation Procedures - 1985 101 Principles of Real Estate Acquisition - 1989 401 Appraisal of Partial Acquisitions - 1988 901 Interpreting Engineering Drawings - 1986 902 Property Descriptions - 1986 801 Land Titles - 1986



City of Santa Ana

- **Warner Avenue Widening Project (Main Street to Grand Ave).** Appraised 6 partial acquisitions consisting of industrial and commercial properties. Year completed: 2020. Client: City of Anaheim; Kenny Nguyen, Senior Civil Engineer; phone: (714) 647-5600
- **22 Remnant Parcels.** Appraised 22 parcels excess to the City's needs to establish their market value for disposition purposes. Year completed: 2019. Client: City of Santa Ana; Sean Thomas, Senior Civil Engineer; phone: (714) 647-5655

City of Anaheim

- **Lincoln Avenue Widening Project (East Street to Evergreen Street).** Appraised 12 partial acquisitions consisting of single-family, multi-family, and commercial properties, and a school site. Year completed: currently in progress. Client: City of Anaheim; Rudy Emami, Public Works Director; phone: (714) 765-4311
- **±6,745-Square-Foot Portion of City-Owned Land.** Appraised a parcel of land excess to the City's needs for disposition purposes. Year completed: 2019. Client: City of Anaheim; Randy Saldana, Development Services - Real Property; phone: (714) 765-5186
- **Street Easement Abandonment.** Appraised a portion of a public street under consideration to be abandoned by the City of Anaheim for disposition purposes. Year completed: 2019. Client: City of Anaheim; Randy Saldana, Development Services - Real Property; phone: (714) 765-5186
- **±20,000-Square-Foot Portion of OCFCD-Owned Land.** Appraised a remnant parcel of Orange County Flood Control District land that the District proposes to sell to the City. Year completed: 2019. Client: City of Anaheim; Randy Saldana, Development Services - Real Property; phone: (714) 765-5186
- **State College Boulevard and La Palma Avenue Intersection Improvement Project.** Appraised 6 partial acquisitions of commercial properties as required by the project. Year completed: 2017. Client: City of Anaheim; Rudy Emami, Public Works Director; phone: (714) 765-4311
- **South Street Sidewalk Gap Closure Project.** Appraised 4 partial acquisitions of 3 industrial properties and 1 residential triplex as required by the project. Year completed: 2016. Client: City of Anaheim; Rudy Emami, Public Works Director; phone: (714) 765-4311

Orange County Transportation Authority (OCTA)

- **SR-55 Improvement Project.** Appraised 15 properties for freeway widening purposes. The appraisals included full and partial acquisitions of industrial, office and commercial buildings, a hotel, and vacant land. Year completed: 2020. Client: OCTA; Daniela Borbe, Project Manager; phone: (562) 755-4297
- **1510-1520 W. Lincoln Avenue, Anaheim.** Appraised commercial land for decision-making purposes. Year completed: 2018. Client: OCTA; William Mock, Project Manager; phone: (714) 560-5758



- **Placentia Avenue Grade Separation Excess Land.** Appraised 3 commercial land parcels for potential disposition as excess land. Year completed: 2018. Client: OCTA; William Mock, Project Manager; phone: (714) 560-5758
- **Avenida Pico, San Clemente, I-5 HOV Widening.** Appraised 10 properties, including a post office, service stations, a fast food restaurant, 2 churches, a duplex, and residential land for road widening purposes. Year completed: 2014. Client: OCTA; Delia Ramirez, Project Manager; phone: (714) 560-5492

HDR Engineering

- **San Gabriel Valley Council of Governments Montebello Grade Separation Project.** Reviewed ± 14 appraisals to determine their accuracy and compliance with state and federal guidelines. Year completed: currently in progress. Client: HDR; Timothy Green, Project Manager; phone: (951) 320-7300
- **Redlands Passenger Rail Project.** Reviewed ± 40 appraisals to determine their accuracy and compliance with state and federal guidelines. Year completed: 2019. Client: HDR; Timothy Green, Project Manager; phone: (951) 320-7300

Riverside County Transportation Commission (RCTC)

- **I-215 - Placentia Avenue Interchange Project.** Reviewed 6 appraisals to determine their accuracy and compliance with state and federal guidelines. Year completed: 2020. Client: RCTC, Gina Gallagher, Project Manager; phone: (951) 787-7968
- **SR-91 Corridor Improvement Project.** Appraised or reviewed appraisals prepared by other firms for more than 120 properties. The appraisals included full and partial acquisitions of single-family and multi-family residences; railroad and flood control corridors; industrial, office, and commercial buildings; service stations; and vacant land. Year completed: 2014. Client: RCTC, Gina Gallagher, Project Manager; phone: (951) 787-7968

Overland, Pacific & Cutler LLC

- **I-10 Improvement Project.** Reviewed 209 appraisals to determine their accuracy and compliance with state and federal guidelines. Year completed: 2019. Client: Overland, Pacific & Cutler LLC, Ramie Dawit, Project Manager; phone: (951) 683-2353
- **I-405 Improvement Project.** Reviewed more than 350 appraisals to determine their accuracy and compliance with state and federal guidelines. Year completed: 2019. Client: Overland, Pacific & Cutler LLC, Daniela Borbe, Project Manager; phone: (949) 951-5263



Approach to Scope of Work for Appraisal Review Services

1. Discuss the assignment with the appraiser and city if necessary, to gain an understanding of the appraisal problem, including identifying the real estate and real property rights to be valued, any potential legal issues, other assumptions and limiting conditions, the intended use and user, and the definition of fair market value. If any legal issues exist, the review appraiser will request a legal opinion from the city's legal counsel.
2. Conduct a field investigation of the subject property with the appraiser if practical. If not practical, the field investigation will be conducted independently. Verify planning and zoning designations with the city, and tax information with the county taxing authority.
3. Read the entire appraisal. Fact check the subject property information and the comparable sales data. For full acquisitions, review the analysis of the fair market value. In regard to partial acquisitions, review the value of the larger parcel and the analysis of the part acquired, with specific attention to any damage and/or benefits that may accrue to the remainder by reason of the acquisition and construction of the project in the manner proposed. The appraisal will be examined to assure that it meets applicable appraisal requirements. Request changes and/or corrections from the appraiser, if required.
4. The appraisal review report will be based on nationally recognized appraisal standards and techniques, including those established by the Uniform Standards of Professional Appraisal Practice (USPAP) and the Uniform Appraisal Standards for Federal Land Acquisition. The appraisal review shall comply with the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, as amended, and implemented by 49 CFR Part 24; Chapter 16, of Title 1, Division 7 of the California Government Code, the State of California Relocation Assistance and Real Property Acquisition Guidelines (Title 25, California Code of Regulations Ch 6, Art 1, Section 6000 et seq.); and the California Eminent Domain Law, Code of Civil Procedure section 1230.010 et seq., when applicable.
5. If the appraisal report cannot be recommended, discuss with the city the possibility of obtaining an additional appraisal. When necessary, the review appraiser will develop our own opinion of recommended value with documentation.
6. The appraisal review report will include a signed certification of the recommended value of the property that explains the basis for the recommendation. Any damages or benefits to the remainder will be identified in the statement.
7. Provide the appraisal review report electronically to the client.



DESMOND MARCELLO & AMSTER (DMA)

**GOODWILL APPRAISAL SERVICES + FURNITURE,
FIXTURES, MACHINERY AND EQUIPMENT
APPRAISAL SERVICES (FF&E)**

FIRM PROFILE

Since 1968, DM&A has provided clients in both the public and private sectors with expertise in the valuation of closely-held businesses, professional practices, and tangible and intangible assets, such as furniture, fixtures, machinery and equipment (FFM&E), and goodwill.

DM&A has completed thousands of goodwill loss appraisals under the Goodwill Loss Statute, §1263.510 of the California Eminent Domain Law, for both government agencies and private parties. The valuation analysts at DM&A work in conjunction with condemning agencies, business owners, attorneys, relocation agents, acquisition agents, developers, FFM&E appraisers, and real estate appraisers to provide defensible goodwill loss opinions. Since the enactment of the California Eminent Domain Law of 1976, DM&A has been a leader in providing litigation support for goodwill loss condemnation cases. DM&A has vast experience with the loss of goodwill, and FFM&E appraisal aspects of right-of-way issues for public works projects.

FFM&E appraisal has been an integral part of DM&A's services for over 20 years. Our capability for valuation of assets under §1263.205 of the California Code of Civil Procedure reflects the depth of our experience with the statute and breadth of the industry knowledge.

DM&A's Goodwill Valuation Department consists of six appraisers. The FFM&E Department consists of a dedicated project manager and a sub-consultant who has worked with DM&A for many years. This multi-disciplinary capability enables DM&A to address complex valuation issues involving both appraisal disciplines. The size of our professional staff also enables DM&A to accommodate large projects and tight deadlines. DM&A has the capability and flexibility to adjust to projects ranging from emergency turnaround status to extremely complex in nature. Our collaborative business approach allows DM&A to have a level of quality control and responsiveness that is unique in our market.

DM&A can assist clients in various phases of a project, from early planning through final resolution in court proceedings. Major categories of services include budgetary estimates, comprehensive appraisals for eminent domain proceedings, review of reports, and litigation support, including expert testimony. DM&A's appraisers have testified at deposition and at trial on many occasions, with our experts having been involved in most of the published cases involving loss of business goodwill.

DM&A's approach to the appraisal process is thorough, collaborative, and professional. Our appraisers recognize the importance of a detailed approach to any assignment, and are cognizant of our role as representing our clients. Our professionals have extensive experience in interviewing business owners, and make efforts to address their concerns and needs. DM&A has bilingual professionals to interface with business owners speaking Spanish. DM&A's qualifications are the result of experience gained in the preparation of thousands of appraisals of tangible and intangible assets in a wide range of industries and business types. In addition, each staff member has extensive experience in the eminent domain and property acquisition process, and detailed understanding of relevant statutory and case law.

DM&A's appraisal reports fully comply with the Uniform Standards of Professional Appraisal Practice (USPAP) and applicable regulatory and professional procedures. Our appraisers have completed coursework on USPAP and regularly attend seminars/webinars to keep up to date on USPAP and industry issues.



DM&A Project Experience**Appraisal assignments:**

Budget Mini Storage (Goodwill and FFM&E) – 1997
 Burger Delight (Goodwill and FFM&E) – 1997
 MAS Auto & Truck Repair (Goodwill and FFM&E) – 1997
 Diamond Camshaft (FFM&E) – 2000-2001
 Metro Market (FFM&E) – 2000-2001
 Hacienda Bar (FFM&E) – 2000-2001
 Empire Records & Graphics (FFM&E) – 2000-2001
 Liberia Hispanico Americano (FFM&E) – 2000-2001
 Low Frequency (FFM&E) – 2000-2001
 Three Deuces Bar (FFM&E) – 2000-2001
 You Name It Printing (FFM&E) – 2000-2001
 Easy Cellular (FFM&E) -2000-2001
 North American Computer School (FFM&E) – 2000-2001
 Principles of Faith Church (FFM&E) – 2001
 Rancho Liquor (Goodwill and FFM&E) – 2004-2005
 American Legion Fontana Post #262 (FFM&E) – 2005
 Pizza Hut (Goodwill and FFM&E) – 2006
 The Palms Mortuary (Goodwill and FFM&E) – 2006-2008
 Multiple Billboards (Goodwill and FFM&E) – 2006-2007
 Charley's Tastee Shop (FFM&E) – 2006

Appraisal assignments

13 FFM&E Appraisals - 2005-2006



Recent Projects

City of Ontario Bon View Avenue to Grove – Environmental Development Area Project Segment 2 2019-2020 FFM&E appraisal of three auto repair businesses, a church, a law office, and a medical office
Riverside County Transportation Commission SR-91 Corridor Improvement Project 2011-2018 DM&A completed approximately 40 fixtures and equipment appraisals and 12 loss of goodwill appraisals pertaining to hotels, self-storage facilities, office buildings, beverage distribution center/warehouse, cabinetry store, mobile home park, sports bar, motorsports dealership, boat product store, property management company, equipment rental store, and various restaurants and retail operations. DM&A completed these appraisals during this phase for both full and partial acquisitions. DM&A's experts provided expert witness testimony at deposition and arbitration.
San Bernardino County Transportation Authority 2019 Goodwill appraisals of a motel and a Denny's
San Bernardino Unified School District Archibald Avenue Improvement Project 2020 Goodwill appraisal of a motel
City of Rancho Cucamonga Etiwanda Avenue Grade Separation Project 2019 FFM&E and goodwill appraisal of a hydraulics company



TECHNICAL APPROACH - GOODWILL APPRAISAL SERVICES

In performing business valuation/goodwill loss appraisal services to the City, DM&A will perform the necessary research, investigation, and analysis to provide written appraisal reports in compliance with the standards of the Uniform Standards of Professional Appraisal Practice (USPAP) as it pertains to business valuations. DM&A takes the following steps in the goodwill valuation process:

- Communicate with the City management and/or representatives to ascertain the scope of the assignment and provide responsive proposals for each task order;
- Communicate with the subject business and/or representatives to commence the data gathering process;
- Review and analyze the financial statements of the subject business, including internal income statements and balance sheets as well as tax returns;
- Interview the owners and/or managers of the subject business and/or a review of deposition transcripts. Such interviews/depositions are intended to provide DM&A with a thorough understanding of the business' products, operations, management, employees, marketing, competition, and industry, as well as an understanding of recent financial trends and outlook;
- Conduct site and area inspections of both the subject location and the business' relocation site, if applicable;
- Review leases and other contracts pertinent to the business' operations;
- Coordinate with other professionals, such as fixtures and equipment appraisers, real estate appraisers, and relocation consultants, to avoid duplication of compensation;
- Research the business' industry, economic factors affecting the business, and the marketplace for sales of businesses similar to the subject;
- Advise relocation consultant regarding the suitability of potential relocation sites and consult on which site(s) will result in the least goodwill loss;
- Investigate the impacts of the taking and/or of relocation, if applicable, on the business' revenues and profits in the "after" condition taking into consideration potential betterment;
- Implement valuation methods, such as the Income Approach (i.e., Discounted Cash Flow Method, Capitalization of Cash Flow Method) and Market Approach (i.e., Discretionary Cash Flow Multiplier Method, EBITDA Multiplier Method), to determine the value of the business' goodwill in both the before condition and in the after condition. The selection of the appropriate methods depends on the nature of the business and its marketplace in light of DM&A's market research;
- Prepare of a valuation report in compliance with USPAP and in accordance with California Code of Civil Procedure sections 1263.320 and 1263.510-1263.530 and California eminent domain law;
- Attend any required meetings or conferences with the client regarding appraisal questions;
- Provide expert testimony and litigation support, as required; and
- Maintain files in accordance with USPAP.



TECHNICAL APPROACH – FURNITURE, FIXTURES, MACHINERY AND EQUIPMENT APPRAISAL SERVICES

In providing furniture, fixtures, machinery and equipment appraisal services to City, DM&A will perform the necessary research, investigation, and analysis to provide written appraisal reports in compliance with the standards of the Uniform Standards of Professional Appraisal Practice (USPAP), California eminent domain law, California Code of Civil Procedures section 1230.010, the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970, and Public Law 91-646 (the Uniform Act) as they pertain to furniture, fixtures, machinery and equipment valuations. Marcus Pigrom will serve as project manager. Enno Palm-Leis will assist as necessary. DM&A's work will encompass steps including, but not limited to, the following:

- Communicate with the City management to ascertain the scope of the assignment and provide responsive proposals for each task order;
- Coordinate with relocation agents, acquisition agents, and attorneys;
- Prepare a complete inventory of the assets at the subject business location. This inventory includes make, model, and serial number (if applicable) of all items, a description of the assets as well as observation of their age, condition, method of installation, if any, and photographs;
- Review any documentation pertaining to the assets provided by the business owner and/or manager, such as invoices, depreciation schedules, and construction contracts;
- Interview business owners and/or managers;
- Research the marketplace for each of the assets identified on-site. Such research includes reference to a variety of publications, as well as discussions with individuals knowledgeable about the market for the assets;
- Coordinate with other appraisers to avoid duplication of compensation;
- Apply valuation methods including the Market Approach and Cost Approach to the subject assets;
- Prepare the appraisal report for submission, including replacement cost new, depreciated value and salvage value in place;
- Maintain files in accordance with USPAP; and
- Provide expert testimony and litigation support, as required.



MADELEINE MAMAUX, CFA, ASA
PARTNER

Ms. Mamaux will serve as the Project Manager for all business goodwill appraisal assignments.

Ms. Mamaux began her business valuation career as a financial analyst at DM&A from 1989 to 1991. Having earned an MBA and gaining significant analytical experience in the investment industry, she rejoined DM&A in 1997 as a valuation manager. Ms. Mamaux became a principal at the firm in 2001, and has been a Partner since 2007.

Ms. Mamaux's experience in business valuation has focused on the appraisal of goodwill loss in eminent domain matters across California. She has prepared hundreds of loss of goodwill appraisals and spoken on numerous occasions regarding the appraisal of goodwill loss under California's Code of Civil Procedure. In addition, she has prepared valuations of businesses for purposes including estate tax, partnership and corporate dissolution, shareholder buyouts, strategic planning, and financing. Ms. Mamaux has appraised businesses across the retail, manufacturing, industrial, and agricultural sectors, including billboards, restaurants, medical offices, gas stations, and auto repair.

During her years away from DM&A, Ms. Mamaux analyzed investment opportunities in fixed-income securities for Teachers' Insurance and Annuity Association (TIAA), the nation's largest private pension fund. She also held an analytical position at Fitch Investors Service, an international bond-rating agency, where she was responsible for assigning credit ratings to large multinational companies.

Ms. Mamaux has provided testimony in Los Angeles Superior Court and in arbitration proceedings. A Chartered Financial Analyst, she is a member of the CFA Institute and the Los Angeles Society of Financial Analysts. Additionally, Ms. Mamaux is a Senior Member of the American Society of Appraisers in the Business Valuation discipline and a member of the International Right of Way Association.

Ms. Mamaux graduated magna cum laude with a bachelor's degree from Claremont McKenna College. She majored in economics and mathematics and was elected to Phi Beta Kappa. She holds a master's degree in business administration from The Wharton School of the University of Pennsylvania, graduating with distinction with a degree in finance. Ms. Mamaux's court and deposition testimony is available upon request.

MARCUS R. PIGROM, ASA
SENIOR MANAGER – FURNITURE, FIXTURES, MACHINERY & EQUIPMENT

Mr. Pigrom will serve as Project Manager for all FFM&E appraisal assignments.

Mr. Pigrom joined Desmond, Marcello & Amster in 2005 as an FFM&E appraiser and became Senior Manager and head of the department in 2009. He has successfully completed hundreds of appraisal assignments in connection with eminent domain proceedings. His appraisal experience includes a wide variety of business types in the manufacturing, retail, and service sectors. Representative projects include the appraisal of mobile homes, industrial machinery and equipment, retail shopping centers, distribution facilities, restaurants, billboards, and service stations. His experience in eminent domain includes coordinating appraisal activities with real estate appraisers to avoid duplication of compensation and making determinations of equipment classifications under California Code of Civil Procedure §1263.205.



Mr. Pigrom has prepared fixture and equipment appraisals for numerous agencies across California including Caltrans, Los Angeles Metropolitan Transportation Authority, Riverside County Transportation Commission, City of Corona, San Gabriel Valley Council of Governments/Alameda Corridor East, City of Santa Ana Public Works, and Orange County Transportation Authority. Having testified at deposition and at trial as an expert witness regarding FFM&E valuation, Mr. Pigrom assists attorneys with litigation support services in his area of expertise. Prior to joining DM&A, he had more than two years of experience managing plant operations at a local bottling company.

Mr. Pigrom has given presentations to International Right of Way Association (IRWA) chapters throughout California. The subjects of the presentations have included *Acquiring Commercial Property: When Appraisal and Relocation Issues Overlap*, *Date of Value*, *Mixed-Use Property Acquisition*, and *Valuation of Fixtures and Equipment Under Eminent Domain Law*.

Mr. Pigrom is an Accredited Senior Appraiser (ASA) of the American Society of Appraisers in the Machinery and Technical Specialties discipline and a member of the IRWA. Mr. Pigrom has not been disciplined in the last five years, or at any point, as an appraiser by any government agency or professional association.

Mr. Pigrom graduated from Loyola Marymount University in June 2002 with a bachelor's degree in business administration with an emphasis in business law and a minor in history. Mr. Pigrom's court and deposition testimony is available upon request.





APPENDIX D

FORMS

25D-241

Appendix
ATTACHMENT 4-1: NON-COLLUSION AFFIDAVIT CERTIFICATIONS

WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES

RFP NO.: 20-091

NON-COLLUSION AFFIDAVIT
 (Title 23 United States Code Section 112 and
 Public Contract Code Section 7106)

To the CITY OF SANTA ANA DEPARTMENT OF PUBLIC WORKS

In accordance with Title 23 United States Code Section 112 and Public Contract Code 7106 the BIDDER declares that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the BIDDER has not directly or indirectly induced or solicited any other BIDDER to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived or agreed with any BIDDER or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the BIDDER has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the BIDDER or any BIDDER, or to fix any overhead, profit, or cost element of the bid price, or of that of any other BIDDER, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the BIDDER has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

Note: The above Non-collusion Affidavit is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this Non-collusion Affidavit. BIDDERS are cautioned that making a false certification may subject the certifier to criminal prosecution.

Signed *Michael Kono*

State of California

County of _____

Subscribed and sworn to (or affirmed) before me on this ____ day of _____, 20__, by _____, proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

SEE ATTACHED
 NOTARIAL CERTIFICATE
 dated 10-2-20

 Notary Public Signature

 Notary Public Seal

City of Santa Ana RFP 20-091
 Page A5-1



CALIFORNIA JURAT**(CALIFORNIA GOVERNMENT CODE § 8202)**

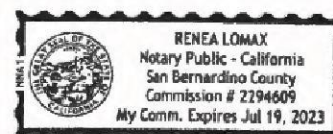
A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA
COUNTY OF San Bernardino

Subscribed and sworn to (or affirmed) before me on this 2nd day of October, 2020
by Michael Steven Romo _____, proved to me on the basis of
(Name of Signer(s))
satisfactory evidence to be the person(s) who appeared before me.

Renea Lomax
Signature of Notary Public

(Notary Seal)

**ADDITIONAL OPTIONAL INFORMATION****Description of Attached Document**

Title or Type of Document: _____ Document Date: _____

Number of Pages: _____ Signer(s) Other Than Named Above: _____

Additional Information: _____

revision date 01/01/2015



Appendix

ATTACHMENT 4-2: NON-LOBBYING CERTIFICATION

The prospective participant certifies, by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

1. No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence any officer or employee of any federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant loan, loan or cooperative agreement, the undersigned shall complete and submit a "Disclosure of Lobbying Activities".

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 imposed by Section 1352, Title 31, U. S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The prospective participant also agrees by submitting his or her bid or proposal that he or she shall require that the language of this certification be included in all lower tier subcontracts, which exceed \$100,000 and that all such sub recipients shall certify and disclose accordingly.

Firm 16th & G Agency Corp DBA The ROW Company

Signed and Printed Name: Michael Romo Michael S. Romo SR/WA

Title President

Date October 1, 2020



Appendix
ATTACHMENT 4-3: NON-DISCRIMINATION CERTIFICATION

The undersigned consultant or corporate officer, during the performance of this contract, certifies as follows:

1. The Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, 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. The Consultant agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
2. The Consultant shall, in all solicitations or advertisements for employees placed by or on behalf of the Consultant, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.
3. The Consultant shall send to each labor union or representative of workers with which he/she has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the Consultant's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The Consultant shall comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
5. The Consultant shall furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his/her books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation, to ascertain compliance with such rules, regulations, and orders.
6. In the event of the Consultant's non-compliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, the contract may be canceled, terminated, or suspended in whole or in part and the Consultant may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulations, or order of the Secretary of Labor, or as otherwise provided by law.
7. The Consultant shall include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted



by rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontract or purchase order as the administering agency may direct as means of enforcing such provisions, including sanctions for noncompliance; provided, however, that in the event the Consultant becomes involved in, or is threatened with, litigation with a sub-consultant or vendor as a result of such direction by the administering agency, the Consultant may request that the United States enter into such litigation to protect the interests of the United States.

8. Pursuant to California Labor Code Section 1735, as added by Chapter 643 Stats. 1939, and as amended,

No discrimination shall be made in the employment of persons upon public works because of race, religious creed, color, national origin, ancestry, physical handicaps, mental condition, marital status, or sex of such persons, except as provided in Section 1420, and any consultant of public works violating this Section is subject to all the penalties imposed for a violation of the Chapter.

Signed: Michael Romo Michael S. Romo SR/WA
 Title: President
 Firm: 16th & G Agency Corp DBA The ROW Company
 Date: October 1, 2020



Appendix ATTACHMENT 5 REFERENCES

WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES RFP NO.: 20-091

List and describe fully the contracts performed by your firm which demonstrate your ability to provide the supplies, equipment or services included in the scope of the proposal specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

Reference

Customer Name: Spitzer and Associates Contact Individual: Candy Spitzer
Address: 302 Cypress Creek Lane Phone Number: (512) 633-7349
Wimberley, Texas 78676
Facsimile Number: _____
Contract Amount: \$750,000.00 Year: 2020

Description of supplies, equipment, or services provided:

Subconsultant services: Residential and commercial reloaction assistance services.

Reference

Customer Name: City of Moreno Valley, Public Works Contact Individual: Anna Chacon
Address: 14177 Frederick St., Moreno Phone Number: (951) 413-3155
Valley, CA 92553
Facsimile Number: _____
Contract Amount: \$100,000.00 Year: 2020

Description of supplies, equipment, or services provided:

On-Call professional right-of-way services.

Reference

Customer Name: San Bernardino County Transportation Authority Contact Individual: Paula Beauchamp P.E.
Address: 1170 W. Third Street, 2nd Floor Phone Number: (909) 884-8276
San Bernardino, CA 92410
Facsimile Number: _____
Contract Amount: \$35,000.00 Year: 2020

Description of supplies, equipment, or services provided:

Consultant oversight, QA/QC services.

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**



EXHIBIT C

COMPENSATION

Fee Proposal including hourly rates if applicable

FEE SCHEDULE

**Appendix
ATTACHMENT 2
FEE SCHEDULE**

**WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES
RFP NO.: 20-091**

Certification – I certify that I have read, understand and agree to the terms and conditions of this Request for Proposals. I have examined the Scope of Services (Appendix: Attachment 1) and I am familiar with the scope of work. I am familiar with all the existing conditions and limitation that may affect work requests. I understand and agree that I am responsible for reporting any errors, omissions or discrepancies to the City for clarification prior to the submission of my proposal.

Proposer Item Price – Pricing must be inclusive of all costs, including but not limited to, direct and indirect costs for labor, overhead, incidental supplies, travel, mileage, fuel and taxes.

Fee Proposal:

In addition to Section IV.B.3 (Submittal Requirements: Fee Proposal) fee schedule shall be structured as follows:

The fee proposal shall include the firm's standard hourly fee schedule, and/or project fee schedule where applicable and as outlined in this this documents. A list of all positions and hourly rates required to perform the services described herein. A more detailed scope of work will be provided when/if a specific project or Task Order proposal is requested of a consultant.

Other Terms and Conditions:

1. The project will be implemented in compliance with the City of Santa Ana's policies, as well as Prevailing Wages and State/Federal Requirements.
2. The City regards the inclusion of California based designs, engineering, and construction professionals, facilities, and services as part of the Team to be highly desirable, but not mandatory.
3. The City reserves the right to amend this Request for Proposal by addendum prior to the final dates of submission.
4. All reports, proposals, or other data or materials, which are submitted, shall become the sole property of the City of Santa Ana with the exception of the confidential Financial Capacity information and fee proposals.
5. All products used or developed in the execution of any contract resulting from this request will remain in the public domain at the completion of this project.



6. The City has an affirmative action program. The purpose of the affirmative action program is to encourage certified minority business enterprises and women business enterprises. All submitting firms must have established affirmative action programs approvable by the City. During the RFP stage, all firms will need to complete a "Certification of Non-Discrimination by Contractors" for each firm on their team.
7. Project work will be subject to compliance monitoring and enforcement by the Department of Industrial Relations. No contractor or subcontractor may be listed on a proposal for a Public Works project unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5. No contractor or subcontractor may be awarded a contract for public works on a Public Works project unless registered with the Department of Industrial Relations pursuant to Labor Code section 1725.5. Contractor or subcontractor means a firm, corporation, partnership, or association who will be substantially responsible or will engage in the performance of any contract for public works project, subject to labor compliance program as determined by the Department of Industrial Relations.

The undersigned bidder agrees to furnish all labor, tools, material and supplies, and to sustain all expense incurred in doing the work for the items included herein and in accordance with the contract documents and these provisions and City, State and Federal requirements.



Proposer shall submit hourly rates schedule, which shall include but not limited to, direct and indirect costs for labor, for staff per job classification, material, equipment rates, overhead, incidental supplies, travel, mileage, and fuel. Any special materials will be purchased by the contractor only after discussed and authorized by the City projects manager or designee in writing.

Prior to commencement of services, Contractor shall provide separate quotes, upon request by the City, which shall be approved by the City's Public Works Agency.

Note: **This contract is subject to prevailing wages.**

16th & G Agency Corp DBA The ROW Company		
COMPLETE LEGAL NAME OF COMPANY		TAXPAYER I.D. NO.
1130 E Green Street	Pasadena CA	91106
BUSINESS ADDRESS STREET	CITY/STATE	ZIP CODE
x <i>Michael Romo</i>	Michael S. Romo SR/WA	President
SIGNATURE OF AUTHORIZED AGENT	NAME (PRINT)	TITLE
mromo@rightofwayco.com		(909) 488-9500
EMAIL ADDRESS		PHONE NUMBER
		PW-LR-1000562761
		DIR REGISTRATION NUMBER
	CSLB NUMBER	



Labor Classification	Hourly Loaded Rate	Brief Description of Duties
Project Manager, Broker	\$165/hour	Responsible for all levels of service and for staff including licensed agents as well as managing project, budgets and sub consultants.
Acquisition/Relocation Manager	\$125/hour	Manages complex tasks and works closely with PWA project management in the planning and administration of project services. Responsible for all activities of Senior Right of Way Agents and Agents.
Utility Manager	\$125/hour	Responsible for delivery of Utility activity including communication with all utilities, sending out claim letters, preparing report of investigation to determine liability, issuing Notice to Owners for City Review, drafting utility agreements when necessary.
Railroad Coordinator/ Right of Way Certification Agent	\$110/hour	Responsible for all Railroad activities including C&M agreements, Flagging Agreements, CPUC applications and other related railroad matters. Responsible for drafting R/W Certifications when necessary, coordinating with Caltrans Right of Way and addressing comments for final approval.
Project Coordinator	\$55/hour	Sets up files, arranges meetings, documents minutes of meetings, supports agents and managers with various activities in preparation of acquisition and relocation meetings with owners and displacees, collects information from agents to update status reports for Project Manager review.
QA/QC Manager	\$125/hour	Reviews all processes, documents including agreements, deeds, legal descriptions, administrative settlements, relocation claims for accuracy and compliance.
Senior Right of Way Agent – Acquisition/Relocation	\$110/hour	Responsible for the more complex negotiations, drafting offer packages, reviewing appraisals, securing settlements, documenting negotiations, also handles the more complex relocations including business relocations.
Right of Way Agent – Acquisition/Relocation	\$90.00	Responsible for the less complex acquisitions and relocations including residential relocations, prepares offer packages, eligibility notices, relocation claims.
Office assistant	\$40/hour	Assists Project Coordinator and to deliver projects. Assists with administrative tasks such as making photocopies and phones.





SOUTHERN CALIFORNIA | SURVEY AND MAPPING RATE SHEET

Rates effective through June 30, 2021

HOURLY RATES

LABOR DESCRIPTION	HOURLY RATE
Principal	\$255.00
Senior Project Manager	\$228.00
Project Manager	\$203.00
Project Surveyor	\$178.00
Survey Analyst	\$150.00
Survey Technician	\$125.00
Project Coordinator	\$ 95.00

Field Survey Rates by Prevailing Wage Classification*

1-Person Survey Crew	\$188.00
2-Person Survey Crew	\$300.00
3-Person Survey Crew	\$433.00

*1-, 2-, and 3-person survey crews are inclusive of survey vehicles, conventional and GPS survey equipment, and associated survey tools, safety equipment, etc.

MINIMUM HOURLY CHARGE (PREVAILING WAGE ONLY)

Office classifications will be billed based on the hours worked, no minimum hourly charge. Field classifications will be billed on an hourly basis with a minimum of 4, 6, and 8 hours in accordance with prevailing wage requirements.

ESCALATION

Non-represented classifications will escalate annually, all field rates will escalate in accordance with the International Union of Operating Engineers, Local 12.

OVERTIME

Straight time will be billed for all work performed on-site up to 8 hours each day, Monday through Friday. Overtime will begin after 8 hours, Monday through Friday and on Saturdays. Double time will begin after 12 hours and on Sundays and holidays. The overtime/double labor rates will include:

Overtime (on-site over 8 hours Mon-Fri and Sat)	1.5 times the hourly base rate
Sundays and Holidays	2.0 times the hourly base rate
Nighttime Non-Overtime	1.5 times the hourly base rate

OTHER DIRECT COSTS

1. Reimbursable costs including but not limited to delivery or messenger charges, additional reprographic costs, utility agency research fees, permits, title company fees, etc., shall be billed at cost plus 15%.
2. Mileage will be billed at the approved IRS rate.
3. Subconsultant fees shall be billed at cost plus 15%.
4. Costs related to specialty survey requirements, i.e. traffic control, specialty safety equipment, etc. will be billed cost plus 15%.
5. Expenses for any special equipment and/or requests shall be at the approval of the client.

SOUTHERN CALIFORNIA LOCATIONS

LOS ANGELES 444 W Ocean Blvd, Suite 800, Long Beach, CA 90802 | ORANGE COUNTY 9241 Irvine Blvd, Suite 100, Irvine, CA 92618
INLAND EMPIRE 424 E. Vanderbilt Way, Suite B, San Bernardino, CA 92408 | SAN DIEGO 380 State Place, Escondido, CA 92029
TOLL FREE 855-90GUIDA | WWW.GUIDAINC.COM

2021-2020 So Cal local 12 rates approved by R4 05-27-20



PROPOSAL TO
CITY OF SANTA ANA, RFP 20-091

25D-254

Hourly Rate Schedule

Integra Realty Resources - Orange County

Key Personnel		
Name	Job Function	Fully Burdened Hourly Rate 2020
Rick Donahue, MAI, FRICS	Senior Managing Director	\$375
Rick Donahue, MAI, FRICS	Court Related	\$450
Beth Finestone, MAI, AI-GRS, FRICS, CRE	Executive Director	\$375
Beth Finestone, MAI, AI-GRS, FRICS, CRE	Court Related	\$450
Other Directors/Senior Consultants	Consultants	\$245
Robert Willette, CCIM	Senior Real Estate Appraiser	\$245
Stephanie L Kavanaugh	Senior Real Estate Appraiser	\$200
Meredith McDonald	Senior Real Estate Appraiser	\$200
Paul Kim	Senior Real Estate Appraiser	\$200
Cathy Williams	Real Estate Appraiser	\$160
	Real Estate Analyst	\$125

Other Labor Charges		
Name	Job Function	Fully Burdened Hourly Rate 2020
Christine White	Project Manager/Admin.	\$80



HENNESSEY & HENNESSEY LLC

A California Limited Liability Company
Real Estate Appraisers

17602 17th Street, Suite 102-246 • Tustin, California 92780-7915
(714) 730-0744
e-mail: hhllc@ca.rr.com

Joseph A. Hennessey, SR/WA (1928-2016)
Senior Member, International Right of Way Association

Sharon A. Hennessey, MAI, SR/WA, AI-GRS
Certified General Real Estate Appraiser
MAI Designated Member of the Appraisal Institute
AI-GRS Designated Member of the Appraisal Institute
Senior Member, International Right of Way Association

2020 Rates/ Schedule of Fees

Senior Appraisers	\$265.00 per hour
Appraisal Analysts	\$130.00 per hour
Administrative Assistants	\$75.00 \$130.00 per hour
Court Testimony	\$350.00 per hour



Rate Schedule
Desmond, Marcello & Amster

<u>Title</u>	<u>Staff Member</u>	<u>Standard Rate</u>	<u>Depo/Court Appearance Rate</u>
GOODWILL			
Partner	Madeleine Mamaux	\$325	\$400
Principal	Ricardo Goñi	250	350
Manager	Kevin Blair	225	325
Analyst	Silvia Tauber	140	N/A
FIXTURES & EQUIPMENT			
Senior Manager	Marcus Pigrom	225	325
Appraiser	Enno Palm-Leis	150	N/A



AGREEMENT TO PROVIDE ON-CALL RIGHT OF WAY ACQUISITION SERVICES FOR THE CITY OF SANTA ANA

THIS AGREEMENT is made and entered into on this 15th day of December, 2020 by and between Clarkland Resources, Inc., a California corporation (“Consultant”), and the City of Santa Ana, a charter city and municipal corporation organized and existing under the Constitution and laws of the State of California (“City”).

RECITALS

- A. The City desires to retain a consultant having special skill and knowledge in the field of right of way acquisition services on an as needed basis.
- B. Consultant represents that Consultant is able and willing to provide such services to the City.
- C. In undertaking the performance of this Agreement, Consultant represents that it is knowledgeable in its field and that any services performed by Consultant under this Agreement will be performed in compliance with such standards as may reasonably be expected from a professional consulting firm in the field.

NOW THEREFORE, in consideration of the mutual and respective promises, and subject to the terms and conditions hereinafter set forth, the parties agree as follows:

1. SCOPE OF SERVICES

On an on-call basis, and at the City’s sole discretion, Consultant shall perform the services described in the scope of work that was included in RFP No. 20-091, which is attached as Exhibit A, and as more specifically delineated in Consultant’s proposal, which is attached as Exhibit B and incorporated in full.

2. COMPENSATION

- a. City neither warrants nor guarantees any minimum or maximum compensation to Consultant under this Agreement. Consultant shall be paid only for actual services performed under this Agreement at the rates and charges identified in Exhibit C. Consultant is one of four (4) consultants selected to provide right of way acquisition services on an on-call basis under RFP 20-091. The total compensation for these services provided by all such consultants selected under RFP 20-091 shall not exceed the shared aggregate amount of \$550,000 during the term of the Agreement, including any extension periods.
- b. Payment by City shall be made within 45 days (forty-five) days following receipt of proper invoice evidencing work performed, subject to City accounting procedures. Payment need not be made for work, which fails to meet the standards of performance set forth in the Recitals, which may reasonably be expected by City.

3. TERM

This Agreement shall commence on the date first written above and terminate on December 14, 2023, unless terminated earlier in accordance with Section 17, below. The term of this Agreement may be extended for two 1-year periods upon a writing executed by the City Manager and City Attorney.

4. PREVAILING WAGES

Consultant is aware of the requirements of California Labor Code Section 1720, et seq., and 1770, et seq., as well as California Code of Regulations, Title 8, Section 16000, et seq., ("Prevailing Wage Laws"), which require the payment of prevailing wage rates and the performance of other requirements on "public works" and "maintenance" projects. If the services being performed are part of an applicable "public works" or "maintenance" project, as defined by the Prevailing Wage Laws, and the total compensation is \$1,000 or more, Consultant agrees to fully comply with such Prevailing Wage Laws. Consultant shall defend, indemnify and hold the City, its elected officials, officers, employees and agents free and harmless from any claim or liability arising out of any failure or alleged failure to comply with the Prevailing Wage Laws.

5. INDEPENDENT CONTRACTOR

Consultant shall, during the entire term of this Agreement, be construed to be an independent contractor and not an employee of the City. This Agreement is not intended nor shall it be construed to create an employer-employee relationship, a joint venture relationship, or to allow the City to exercise discretion or control over the professional manner in which Consultant performs the services which are the subject matter of this Agreement; however, the services to be provided by Consultant shall be provided in a manner consistent with all applicable standards and regulations governing such services. Consultant shall pay all salaries and wages, employer's social security taxes, unemployment insurance and similar taxes relating to employees and shall be responsible for all applicable withholding taxes.

6. OWNERSHIP OF MATERIALS

This Agreement creates a non-exclusive and perpetual license for City to copy, use, modify, reuse, or sublicense any and all copyrights, designs, and other intellectual property embodied in plans, specifications, studies, drawings, estimates, and other documents or works of authorship fixed in any tangible medium of expression, including but not limited to, physical drawings or data magnetically or otherwise recorded on computer diskettes, which are prepared or caused to be prepared by Consultant under this Agreement ("Documents & Data"). Consultant shall require all subcontractors to agree in writing that City is granted a non-exclusive and perpetual license for any Documents & Data the subcontractor prepares under this Agreement. Consultant represents and warrants that Consultant has the legal right to license any and all Documents & Data. Consultant makes no such representation and warranty in regard to Documents & Data which were provided to Consultant by the City. City shall not be limited in any way in its use of the Documents and Data at any time, provided that any such use not within

the purposes intended by this Agreement shall be at City's sole risk.

7. INSURANCE

Prior to undertaking performance of work under this Agreement, Consultant shall maintain and shall require its subcontractors, if any, to obtain and maintain insurance as described below:

- a. **Commercial General Liability Insurance.** Consultant shall maintain commercial general liability insurance naming the City, its officers, employees, agents, volunteers and representatives as additional insured(s) and shall include, but not be limited to protection against claims arising from bodily and personal injury, including death resulting therefrom and damage to property, resulting from any act or occurrence arising out of Consultant's operations in the performance of this Agreement, including, without limitation, acts involving vehicles. The amounts of insurance shall be not less than the following: single limit coverage applying to bodily and personal injury, including death resulting therefrom, and property damage, in the total amount of \$1,000,000 per occurrence, with \$2,000,000 in the aggregate. Such insurance shall (a) name the City, its officers, employees, agents, and representatives as additional insured(s); (b) be primary and not contributory with respect to insurance or self-insurance programs maintained by the City; and (c) contain standard separation of insureds provisions.
- b. **Business automobile liability insurance, or equivalent form, with a combined single limit of not less than \$1,000,000 per occurrence.** Such insurance shall include coverage for owned, hired and non-owned automobiles.
- c. **Worker's Compensation Insurance.** In accordance with the provisions of Section 3700 of the Labor Code, Consultant, if Consultant has any employees, is required to be insured against liability for worker's compensation or to undertake self-insurance. Prior to commencing the performance of the work under this Agreement, Consultant agrees to obtain and maintain any employer's liability insurance with limits not less than \$1,000,000 per accident.
- d. **If Consultant is or employs a licensed professional such as an architect or engineer: Professional liability (errors and omissions) insurance, with a combined single limit of not less than \$1,000,000 per claim with \$2,000,000 in the aggregate.**
- e. **The following requirements apply to the insurance to be provided by Consultant pursuant to this section:**
 - i. **Consultant shall maintain all insurance required above in full force and effect for the entire period covered by this Agreement.**
 - ii. **Certificates of insurance shall be furnished to the City upon execution of this Agreement and shall be approved by the City.**
 - iii. **Certificates and policies shall state that the policies shall not be canceled or reduced in coverage or changed in any other material aspect without thirty (30) days prior written notice to the City.**
 - iv. **Where the amounts or coverage provided by the certificates of insurance provides coverage greater than those listed by this Agreement, the amounts provided by the certificates of insurance shall be incorporated by reference**

into the Agreement.

- v. Consultant shall supply City with a fully executed additional insured endorsement.
- f. If Consultant fails or refuses to produce or maintain the insurance required by this section or fails or refuses to furnish the City with required proof that insurance has been procured and is in force and paid for, the City shall have the right, at the City's election, to forthwith terminate this Agreement. Such termination shall not affect Consultant's right to be paid for its time and materials expended prior to notification of termination. Consultant waives the right to receive compensation and agrees to indemnify the City for any work performed prior to approval of insurance by the City.

8. INDEMNIFICATION

Consultant agrees to defend, and shall indemnify and hold harmless the City, its officers, agents, employees, contractors, special counsel, and representatives from liability: (1) for personal injury, damages, just compensation, restitution, judicial or equitable relief arising out of claims for personal injury, including death, and claims for property damage, which may arise from the negligent operations of the Consultant, its subcontractors, agents, employees, or other persons acting on its behalf which relates to the services described in section 1 of this Agreement; and (2) from any claim that personal injury, damages, just compensation, restitution, judicial or equitable relief is due by reason of the terms of or effects arising from this Agreement. This indemnity and hold harmless agreement applies to all claims for damages, just compensation, restitution, judicial or equitable relief suffered, or alleged to have been suffered, by reason of the events referred to in this Section or by reason of the terms of, or effects, arising from this Agreement. The Consultant further agrees to indemnify, hold harmless, and pay all costs for the defense of the City, including fees and costs for special counsel to be selected by the City, regarding any action by a third party challenging the validity of this Agreement, or asserting that personal injury, damages, just compensation, restitution, judicial or equitable relief due to personal or property rights arises by reason of the terms of, or effects arising from this Agreement. City may make all reasonable decisions with respect to its representation in any legal proceeding. Notwithstanding the foregoing, to the extent Consultant's services are subject to Civil Code Section 2782.8, the above indemnity shall be limited, to the extent required by Civil Code Section 2782.8, to claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of the Consultant.

9. INTELLECTUAL PROPERTY INDEMNIFICATION

Consultant shall defend and indemnify the City, its officers, agents, representatives, and employees against any and all liability, including costs, for infringement of any United States' letters patent, trademark, or copyright infringement, including costs, contained in the work product or documents provided by Consultant to the City pursuant to this Agreement.

10. RECORDS

Consultant shall keep records and invoices in connection with the work to be performed under this Agreement. Consultant shall maintain complete and accurate records with respect to

the costs incurred under this Agreement and any services, expenditures, and disbursements charged to the City for a minimum period of three (3) years, or for any longer period required by law, from the date of final payment to Consultant under this Agreement. All such records and invoices shall be clearly identifiable. Consultant shall allow a representative of the City to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement during regular business hours. Consultant shall allow inspection of all work, data, documents, proceedings, and activities related to this Agreement for a period of three (3) years from the date of final payment to Consultant under this Agreement.

11. CONFIDENTIALITY

If Consultant receives from the City information which due to the nature of such information is reasonably understood to be confidential and/or proprietary, Consultant agrees that it shall not use or disclose such information except in the performance of this Agreement, and further agrees to exercise the same degree of care it uses to protect its own information of like importance, but in no event less than reasonable care. "Confidential Information" shall include all nonpublic information. Confidential information includes not only written information, but also information transferred orally, visually, electronically, or by other means. Confidential information disclosed to either party by any subsidiary and/or agent of the other party is covered by this Agreement. The foregoing obligations of non-use and nondisclosure shall not apply to any information that (a) has been disclosed in publicly available sources; (b) is, through no fault of the Consultant disclosed in a publicly available source; (c) is in rightful possession of the Consultant without an obligation of confidentiality; (d) is required to be disclosed by operation of law; or (e) is independently developed by the Consultant without reference to information disclosed by the City.

12. CONFLICT OF INTEREST CLAUSE

Consultant covenants that it presently has no interests and shall not have interests, direct or indirect, which would conflict in any manner with performance of services specified under this Agreement.

13. NON-DISCRIMINATION

Consultant shall not discriminate because of race, color, creed, religion, sex, marital status, sexual orientation, gender identity, gender expression, gender, medical conditions, genetic information, or military and veteran status, age, national origin, ancestry, or disability, as defined and prohibited by applicable law, in the recruitment, selection, teaching, training, utilization, promotion, termination or other employment related activities or any services provided under this Agreement. Consultant affirms that it is an equal opportunity employer and shall comply with all applicable federal, state and local laws and regulations.

14. EXCLUSIVITY AND AMENDMENT

This Agreement represents the complete and exclusive statement between the City and Consultant, and supersedes any and all other agreements, oral or written, between the parties. In

the event of a conflict between the terms of this Agreement and any attachments hereto, the terms of this Agreement shall prevail. This Agreement may not be modified except by written instrument signed by the City and by an authorized representative of Consultant. The parties agree that any terms or conditions of any purchase order or other instrument that are inconsistent with, or in addition to, the terms and conditions hereof, shall not bind or obligate Consultant or the City. Each party to this Agreement acknowledges that no representations, inducements, promises or agreements, orally or otherwise, have been made by any party, or anyone acting on behalf of any party, which is not embodied herein.

15. ASSIGNMENT

Inasmuch as this Agreement is intended to secure the specialized services of Consultant, Consultant may not assign, transfer, delegate, or subcontract any interest herein without the prior written consent of the City and any such assignment, transfer, delegation or subcontract without the City's prior written consent shall be considered null and void. Nothing in this Agreement shall be construed to limit the City's ability to have any of the services, which are the subject to this Agreement performed by City personnel or by other consultants retained by City.

16. TERMINATION

This Agreement may be terminated by the City upon thirty (30) days written notice of termination. In such event, Consultant shall be entitled to receive and the City shall pay Consultant compensation for all services performed by Consultant prior to receipt of such notice of termination, subject to the following conditions:

- a. As a condition of such payment, the Executive Director may require Consultant to deliver to the City all work product(s) completed as of such date, and in such case such work product shall be the property of the City unless prohibited by law, and Consultant consents to the City's use thereof for such purposes as the City deems appropriate.
- b. Payment need not be made for work that fails to meet the standard of performance specified in the Recitals of this Agreement.

17. WAIVER

No waiver of breach, failure of any condition, or any right or remedy contained in or granted by the provisions of this Agreement shall be effective unless it is in writing and signed by the party waiving the breach, failure, right or remedy. No waiver of any breach, failure or right, or remedy shall be deemed a waiver of any other breach, failure, right or remedy, whether or not similar, nor shall any waiver constitute a continuing waiver unless the writing so specifies.

18. JURISDICTION - VENUE

This Agreement has been executed and delivered in the State of California and the validity, interpretation, performance, and enforcement of any of the clauses of this Agreement shall be

determined and governed by the laws of the State of California. Both parties further agree that Orange County, California, shall be the venue for any action or proceeding that may be brought or arise out of, in connection with or by reason of this Agreement.

19. PROFESSIONAL LICENSES

Consultant shall, throughout the term of this Agreement, maintain all necessary licenses, permits, approvals, waivers, and exemptions necessary for the provision of the services hereunder and required by the laws and regulations of the United States, the State of California, the City of Santa Ana and all other governmental agencies. Consultant shall notify the City immediately and in writing of its inability to obtain or maintain such permits, licenses, approvals, waivers, and exemptions. Said inability shall be cause for termination of this Agreement.

20. MISCELLANEOUS PROVISIONS

- a. Each undersigned represents and warrants that its signature herein below has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify City fully, including reasonable costs and attorney's fees, for any injuries or damages to City in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.
- b. All Exhibits referenced herein and attached hereto shall be incorporated as if fully set forth in the body of this Agreement.

21. NOTICE

Any notice, tender, demand, delivery, or other communication pursuant to this Agreement shall be in writing and shall be deemed to be properly given if delivered in person or mailed by first class or certified mail, postage prepaid, or sent by fax or other telegraphic communication in the manner provided in this Section, to the following persons:

To City:

Clerk of the City Council
City of Santa Ana
20 Civic Center Plaza (M-30)
P.O. Box 1988
Santa Ana, CA 92702-1988
Fax: 714- 647-6956

With courtesy copies to:

Nabil Saba, Executive Director, Public Works Agency
City of Santa Ana
20 Civic Center Plaza (M-21)
P.O. Box 1988
Santa Ana, California 92702
Fax: 714-647-5635

To Consultant:

ClarkLand Resources, Inc.
Attention: Ms. Linda Clark, President/CEO
4167 Avenida de la Plata, Suite 108
Oceanside, California 92056
Fax: (760) 560-1662

A party may change its address by giving notice in writing to the other party. Thereafter, any communication shall be addressed and transmitted to the new address. If sent by mail, communication shall be effective or deemed to have been given three (3) days after it has been deposited in the United States mail, duly registered or certified, with postage prepaid, and addressed as set forth above. If sent by fax, communication shall be effective or deemed to have been given twenty-four (24) hours after the time set forth on the transmission report issued by the transmitting facsimile machine, addressed as set forth above. For purposes of calculating these time frames, weekends, federal, state, County or City holidays shall be excluded.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the date and year first above written.

ATTEST:

CITY OF SANTA ANA

Daisy Gomez
Clerk of the Council

Kristine Ridge
City Manager

APPROVED AS TO FORM:

SONIA R. CARVALHO
City Attorney

CONSULTANT:

By: Laura A. Rossini
Laura A. Rossini
Acting Chief Assistant City Attorney

Linda L. Clark
Linda Clark
President/CEO

RECOMMENDED FOR APPROVAL:

Nabil Saba
Executive Director
Public Works Agency

EXHIBIT A
SCOPE OF SERVICES

**Appendix
ATTACHMENT 1
SCOPE OF WORK**

**CITY OF SANTA ANA
REQUEST FOR PROPOSALS
FOR
WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES
RFP NO.: 20-091**

Introduction and Background:

The City of Santa Ana ("Santa Ana" or "City") is the county seat and the second most populous city in Orange County, California, with over 343,000 residents. It is the 57th most-populous city in the United States.

Santa Ana is located in Southern California, adjacent to the Santa Ana River, about 10 miles away from the California coast. Founded in 1869, the City is part of the Greater Los Angeles Area, the second largest metropolitan area in the United States with almost 18 million residents in 2010.

The City of Santa Ana Public Works Agency (PWA) is soliciting proposals for Water Resources Right of Way Acquisition Services. The City is looking for a multi-functional consultant/s to advise the City and provide real property acquisition, appraisal and related services.

The Consultant/s shall adhere to professional standards, the Uniform Act, Caltrans Right of Way Manual, FHWA requirements, and applicable laws and regulations.

This request for proposal (RFP) provides interested qualified firms with the information enabling them to submit a Service Bid Proposal and the services described herein.

Description of Work:

On as needed basis, the selected firm/s shall provide the City with the following services as described herein.

The selected Consultant/s will be expected to manage and control costs and resources, and complete work in adherence to the agreed upon project schedule and terms.

The consultant/s shall be able to provide the following tasks and not limited to: property appraisal, appraisal review, partial and full acquisition and relocation related functions, easements, temporary construction easements, disposition and excess of properties, negotiate price, identify and manage right of way needs, right of way engineering, development relocation plans and relocation services according to Relocation Law, negotiation with property owners and tenants, cost relocation analysis, right of way cost analysis, and related documentation preparation and management to right of way acquisition.

Coordination and Project Management:

- The Consultant/s shall review the assigned project with City Staff, coordinate and review of all documents, and become familiar with the tasks related to the project.
- Develop feasible work plans and schedules to complete the services. Schedule should identify critical path tasks, and be updated prior to each monthly meeting.
- Conduct monthly meetings with the City Staff to discuss progress and project activities.
- Coordinate with City Staff and specialty consultants, and others to resolve project issues.
- Prepare progress status reports and presentations as needed
- Monitor and prepare update schedules, templates for appraisals, statements, agreements, acquisitions, relocations, and related information thereof.
- Establish and implement quality assurance and quality control documentation protocols with each of the deliverables.
- Attend City Council meetings (if necessary) and present

Appraisal Services:

- Appraisals shall conform with the Uniform Relocation Assistance and Real Property Acquisition Act (Uniform Act) and Uniform Standards of Professional Appraisal Practice (USPAP).
- Prepare appraisals for all the parcels and properties as determined for each project.
- Develop opinion and cost for fee analysis for each project.
- Provide current preliminary title report with all exceptions.
- Provide plats, legal descriptions for project.

Appraisal Review Services:

- As required by the Uniform Act, appraisals report must be reviewed by an independent appraisal reviewer.
- Prepare review report with findings and conclusions.
- Prepare "Statement of Just Compensation" to the City.
- For partial takes, (if any) document value of remaining property and impacts.

Acquisition Services:

- Acquisition must occur within 30 days of appraisal approval.
- Upon City concurrence of Just Compensation, prepare offer letter and arrange meetings to discuss offer and acquisition.
- Prepare and manage right of way purchase process, coordinate appraisal, escrow, final settlement memorandum and related tasks to complete the right of way acquisition.
- Negotiate and be available to discuss acquisition with the owners and explain the process.

Additional Services:

If requested, the Consultant/s shall provide the following services:

- Assist in utility relocation, street vacation and like matters
- Negotiate for loss of rent agreements, where applicable,
- Negotiate for rights of entry and environmental audits,
- Provide consultation services,
- Assist in clearing any encumbrances and or liens to title,

- Negotiate for loss of business goodwill, where applicable,
- Utility coordination and relocation, including franchises: telephone, cable, railroad, electrical (where applicable),
- Prepare right of entry documentation,
- Property Management, if applicable,
- Right of Way Certification, if applicable

All completed reports shall be certified to be correct and signed by the responsible parties doing the assigned work.

General Requirements and Project Deliverables:

- The selected firm/s shall submit to the City copies of all correspondence, contracts, appraisals, and all other reports related to the subject in connection with the project.
- The selected firm/s shall obtain all necessary permits, and licenses from the City and local jurisdiction prior to commencing any of the work.
- All work shall be performed to the specific project and or location as detailed in the notice to proceed and indicated by the City.
- All reports, analyses, and technical memoranda shall be submitted electronically to the City and include all the information as required.

*A list of positions and hourly rates shall be included as part of the proposal and included in the seal bid package. See Attachment 4 – ADDITIONAL PROVISIONS for a sample breakdown.

Consultant Responsibilities:

The Consultant shall be able to comply with Caltrans Local Assistance Procedure Manual, Exhibit 10-K – **Consultant Annual Certification of Indirect Costs and Financial Management System**, and any other state audit and or federal government agency. This section is applicable to all federal funded related project related services.

City Responsibilities:

The City will provide information in its possession relevant to the preparation of the required information in the RFP. The City will provide only the staff assistance and the documentation specifically in referred to herein.

EXHIBIT B
CONSULTANT'S PROPOSAL

Statement of Qualifications City of Santa Ana

Water Resources Right of Way Acquisition Services (RFP No. 20-091)

Prepared for:



City of Santa Ana

Santa Ana Public Works Agency
20 Civic Center Plaza
Santa Ana, CA 92701

Due: October 8, 2020

Prepared by:



25D-271



Table of Contents

Statement of Qualifications

[Click on page number to go to Section](#)

Section A.....	Cover Letter.....	Page 1
Section B.....	Contract Agreement Statement.....	Page 2
Section C.....	Firm and Team Experience.....	Page 2
Section C.1	Project Organization Chart	Page 3
Section C.2	Key Staff	Page 4
Table C-1	Key Project Staff – Availability, Education, Experience, and Credentials	Page 4
Section C.3	Subconsultants	Page 7
Section C.4	Resumes	Page 7
Section D.....	Understanding of Need.....	Page 8
Section D.1	Appraisal Services	Page 8
Section D.2	Right of Way Services	Page 10
Section D.3	Typical Project Timeline.....	Page 12
Section D.4	Title and Escrow Services	Page 14
Section D.5	Relocation.....	Page 15
Section D.6	Management Approach	Page 15
Section E.....	Relevant Project Experience	Page 16
Table E-1.....	Relevant Project Experience for Clark Land and our Staff.....	Page 17
Section F.....	References	Page 19
Section 2.....	Scope of Services and Schedule.....	Page 19

Appendices

Appendix 1	Resumes for Key Staff.....	Appendix Page 1
	Michael Harris, R/W-NAC – Senior Relocation Agent.....	Appendix Page 2
	Kathy Cabanilla - Right of Way/Relocation Agent.....	Appendix Page 4
	Iain Reilly, RWA - Senior Acquisition Agent.....	Appendix Page 7
	Mike Flanagan, SR/WA, R/W-NAC - Project Manager.....	Appendix Page 9
	Sue Cope, SR/WA - Principal in Charge	Appendix Page 12
	Jim Fishinger, RWA - QA/QC/Broker	Appendix Page 14
	Pam Parr, RWP-TN - Property or Facilities Management.....	Appendix Page 15
	Susan Sanchez - Title Research/Policies/Clearance	Appendix Page 17
	Seth Fontes - Title Research/Policies/Clearance.....	Appendix Page 18
	(Sub) James Rios, PLS, Towill - Right of Way Engineering.....	Appendix Page 19
	(Sub) Chris Johnson, LSIT, Towill - Right of Way Engineering.....	Appendix Page 21
	(Sub) Mark Hendrickson, MAI, AI-GRS - Appraiser	Appendix Page 23
	(Sub) Anderson & Brabant - Review Appraiser.....	Appendix Page 25
Appendix 2	Attachment 5 - References.....	Appendix Page 28
	Attachment 5 - References.....	Appendix Page 29
Appendix 3	Certifications	Appendix Page 30
	Attachment 4-1: Non-Collusion Affidavit Certifications.....	Appendix Page 31
	Attachment 4-2: Non-Lobbying Certification.....	Appendix Page 32
	Attachment 4-3: Non-Discrimination Certification.....	Appendix Page 33

Section A | Cover Letter



www.clarklandresources.com



Linda Clark, RWP

President/CEO

4167 Avenida de la Plata, Suite 108

Oceanside, CA 92056

linda.clark@clarklandresources.com

O: (760) 758-1562

F: (760) 560-1662

C: (760) 550-0217

October 8, 2020

Mr. Armando Fernandez

Project Manager

City of Santa Ana

afernandez@santa-ana.org (uploaded via Planet Bids)

Subject: Proposal for Water Resources Right of Way Acquisition Services,
Request for Proposal 20-091

Dear Mr. Fernandez:

Clark Land Resources, Inc. (Clark Land) — a California Department of General Services (DGS) Small Business (SB) and a California Public Utilities Commission (CPUC) certified Woman-Owned Business (WBE) — appreciates the opportunity to provide the City of Santa Ana (City) our proposal for the subject contract. We are excited to bring our local, solutions-oriented team to assist the City as we have done with other municipalities in the Inland Empire, San Diego, and Imperial Valley regions. ***Clark Land's priority is to provide services with the highest level of integrity and ethics in adherence to the Standards of Care set forth by the International Right of Way Association (IRWA).***

The quality of Clark Land's work is demonstrated by the continuing renewal of contracts for as-needed real property/right of way services. Many of Clark Land's contracts started several years ago and are ongoing due to the trust the client has developed in the Clark Land team to protect the property rights of the client, maintain a positive image of the public entity, and treat property owners with dignity and respect to foster and maintain positive relationships with property owners on behalf of the client.

Clark Land has on-going, on-call contracts with the City of Moreno Valley, City of San Diego, City of Irvine, City of Carlsbad, Elsinore Valley Municipal Water District, San Diego County Water Authority, Carlsbad Municipal Water District, Rainbow Municipal Water District, San Diego Gas & Electric, and SoCalGas. Due to our reputation for high ethical standards and performing work with impeccable integrity, Clark Land has grown to be one of the largest right of way companies in Southern California.

Professional Experience: Clark Land has over 50 staff working in Southern California. Of those, over 30 are certified and/or licensed professionals. Our staff hold California licenses as Real Estate Salespersons or Brokers, Notaries, and Professional Engineers; as well as right of way professionals certified by the IRWA. In the past 5 years, Clark Land has acquired over 500 easements and cleared over 1,600 encroachments for clients in Southern California.

Authorized Officer: Linda Clark, RWP, President/CEO is Clark Land's sole point of contact with the greatest knowledge in regard to the required service operations and contractual matters, including payment of any and all charges resulting from the Agreement. Linda is authorized to contractually bind Clark Land Resources Incorporated.

We look forward to further discussing our qualifications with you. Thank you for your time and consideration,

Linda L. Clark, RWP
President/CEO

Corporate Office Mailing Address

PO Box 4120 Oceanside, CA 92054

25D-273

Section B | Contract Agreement Statement

Clark Land has reviewed the Agreement included in the Request for Proposal for this contract and we do not have any questions or concerns regarding the Agreement at this time.

Section C | Firm and Team Experience

Clark Land was established in late 2012 with two employees – the owners, Linda and Fred Clark. Linda is a certified Right of Way Professional (RWP) and Fred is a certified Senior Right of Way Agent (SR/WA) through the IRWA. Combined they have over 40 years of experience in the right of way industry serving both public sector and private utility clients. Linda and Fred started Clark Land with the intention of growing up a new generation of professionals trained in the ethical practices of right of way. Clark Land was considered and approved as a California Public Utilities Commission (CPUC) certified Woman-Owned Business (WBE). Following our WBE certification from the CPUC Clark Land then applied, and was approved for, certification as a Small Business (SB) by the California Department of General Services.

In 2013, four more employees were hired to provide right of way support services for SoCalGas and San Diego Gas & Electric. As we grew, the Clark Land Team members have been hired for their experience in providing right of way support services – in Southern California – to public sector clients such as the City of San Diego, County of San Diego, San Diego County Water Authority, Carlsbad Municipal Water District, City of Carlsbad, Elsinore Valley Municipal Water District, Rainbow Water District, Lakeside Water District, Otay Water District, Helix Water District, Vallecitos Water District, Caltrans, Army Corps of Engineers, and SANDAG.

Clark Land won the 2014 Small Company of the Year Award from the IRWA San Diego Chapter and was nominated for the 2015 national award because of our commitment to educating and training our staff. In the past 3-4 years, over 30 certifications and/or licenses were obtained by Clark Land staff from the IRWA and the State of California.

Because of our commitment to education, training, and the highest standards of integrity, Clark Land has acquired numerous as-needed contracts with public sector and private utility clients and today we are a firm of 66 employees with more than 50 staff located in Southern California.



Fred and Linda Clark receiving the 2014 Small Company of the Year Award from the IRWA San Diego Chapter

Years in Business: 7

Staffing: 50+ professional and support personnel located in Southern California, and 66 companywide

Why Hire Clark Land Resources?

Clark Land's direct focus and experience is with public sector clients, public agencies, and both private and public utilities in providing right of way services including property rights research, interpretation and acquisition, valuation, relocation assistance plans, encroachment services, and project management assistance for projects involving water, storm water, sewer, transportation, housing, gas, and electrical transmission projects.

Clients have recognized Clark Land's expertise based on our team members' decades of experience and ongoing training. Clark Land has grown due to our reputation for protecting our client's property rights while working fairly and ethically with property owners to obtain those rights.

Most of The Clark Land staff has operated in the professional real estate service field for many decades and stand ready to satisfy the needs of the City through the end of the proposed contract period.

Our team members' many years of experience, working with public sector clients, will provide creative solutions to the challenges that the City of Santa Ana faces with their own projects.

Committed to Higher Standards

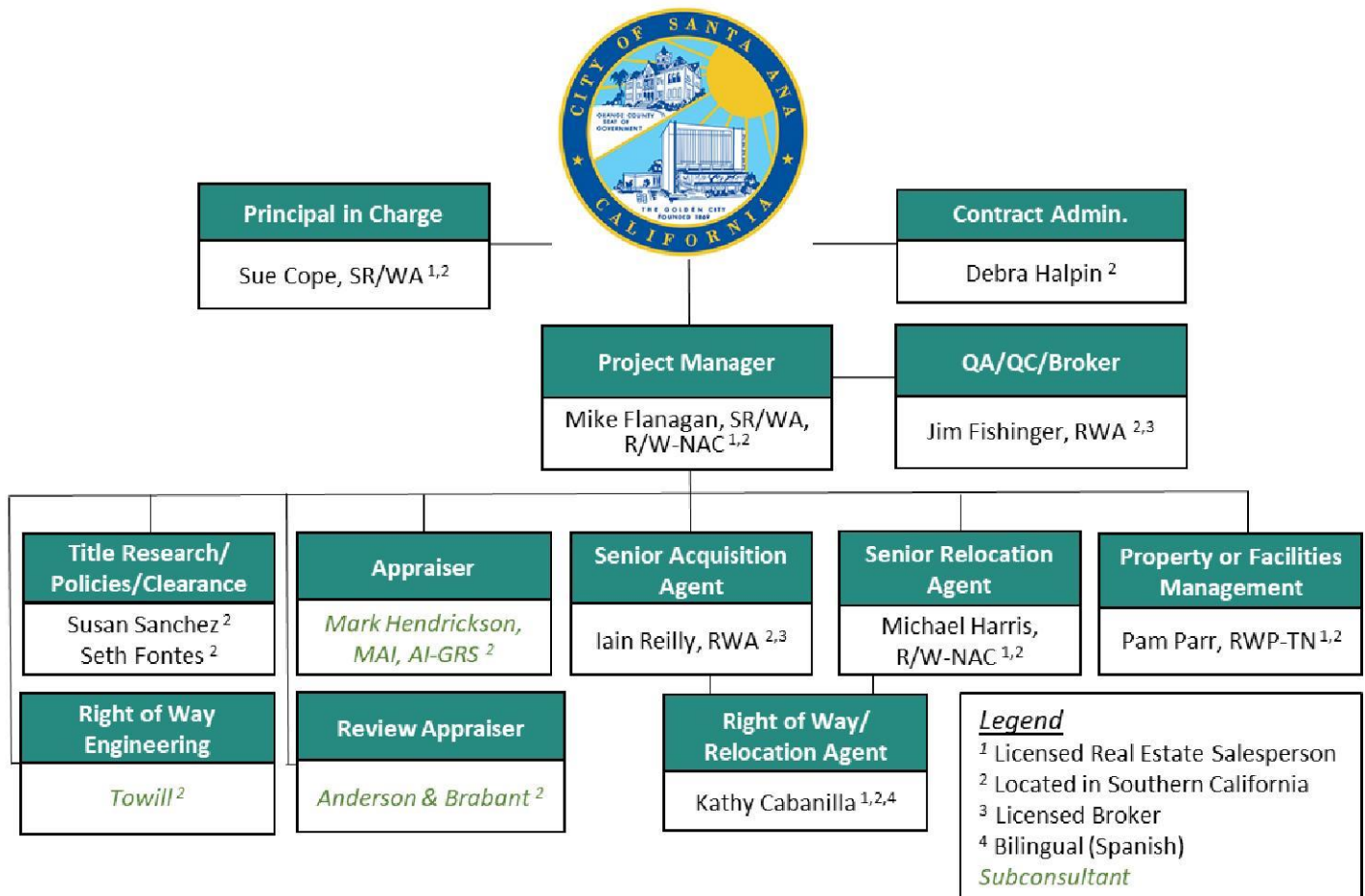
Clark Land's staff conducts themselves in a way that establishes confidence, trust, and respect on the part of the general public and all users of right of way services. Our commitment to integrity is demonstrated by both management and staff. For instance, Clark Land is a Company and previous Board member on the Right of Way Consultants Council (ROWCC). The ROWCC is a consortium of right of way firms that have worked together to develop higher standards of ethical and industry practices. *Additionally, Clark Land strictly adheres to the IRWA Standard Code of Ethics which is centered upon the basic principles of professional competence, character, integrity, fairness, commitment, and trustfulness.* These fundamental principles provide the foundation for establishing and maintaining all our professional relationships.



Clark Land will treat property owners with dignity and respect and fosters positive relationships with property owners on behalf of the client.

C.1 Org Chart

Project Organization Chart



C.2 Key Staff

The Clark Land team will provide the City with professionals who are highly respected in the right of way arena for their expertise, as well as their integrity, and are familiar to the local region, including having relationships with many local regulatory and municipal agencies in Southern California. Clark Land has seasoned, IRWA certified, SR/WA staff who provide task leadership while overseeing right of way agents, appraisers, surveyors, researchers, and permitting staff.




Adaptable to the City's Processes

Our staff are hired for their flexibility, adaptability, and right of way skills. Before Covid-19, many of our staff worked shoulder-to-shoulder with client staff in client offices and can easily assimilate to the City's environments, processes, and procedures.

Team Members Working Together

The Clark Land team is local to Southern California. Our staff all have experience working together on projects and are well respected in their fields of expertise. Table C-1 below provides a snapshot of our key staff's availability, experience, qualifications, and education.

Table C-1, Key Project Staff – Availability, Education, Experience, and Credentials

Name and Role	Qualifications and Education	Availability & Summary of Experience
 Mike Harris, RW-NAC , Senior Relocation Agent	CA Licensed Real Estate Salesperson, Lic. No. 01863470, Expires: 9/21/2021 CA Notary Public, Commission No. 2240858, Expires: 5/3/2022 IRWA Certified Right of Way Negotiation and Acquisition Certification (RW-NAC) Auto CAD, San Diego City College	Availability: 50% Mike is a CA licensed real estate agent, who has been in the relocation and right of way industry for more than 25 years. He is a licensed real estate salesperson and has experience working with property owners, managers, residents, and tenants on both temporary and permanent relocation projects as well as acquisitions for a variety of projects including road and highways. He has been involved on more than 400 relocations for various types of projects.
 Iain Reilly, RWA, MBA , Senior Acquisition Agent	CA Real Estate Broker, License No. 01208374, Expires: 12/7/2021 IRWA Certified Right of Way Agent (RWA) Master's in Business Administration, Sonoma State University, Rohnert Park, CA Bachelor's Degree, Political Science / International Relations, UC Santa Barbara, Goleta, CA	Availability: 50% Iain has been licensed for the last 18 years as a CA Real Estate Broker. He has been working in the right of way industry for the last three years, using his time on the Appraisal Staff of the Sonoma and Napa County Assessor's offices as a springboard into right of way work. He has performed encroachment investigations including property site reviews and assessments, reviews of title reports, and any potential ownership issues, initiated contact and interviewed neighboring property owners, determined issues, and negotiated resolutions.
 Kathy Cabanilla , Right of Way/Relocation Agent	CA Real Estate Salesperson, Lic. No. 01812263, Expires: 3/29/2024 CA Notary Public, Commission No. 1725533, Expires: 2/17/2023 Bachelor of Arts Degree, Sociology Associate of Arts Degree, General Studies	Availability: 60% Kathy has over 14 years of right of way experience working on projects throughout Southern California, specifically in acquisition, negotiation, and relocation. These include utility, alternative energy, redevelopment, transportation, water, and river-shed projects. Kathy is bilingual and her combined experience in both temporary and permanent relocations, right of way acquisitions, and her academic background in sociology provides unique skills for negotiations and relocations. Her experience also includes providing acquisition, residential, and commercial relocation services for the City of Santa Ana.

 <p>Mike Flanagan, SR/WA, R/W-NAC, Project Manager</p>	<p>CA Licensed Real Estate Salesperson, Lic. No. 856742, Expires: 01/16/20</p> <p>IRWA Certified Senior Right of Way Agent (SR/WA), Cert. No 5576, Expires: 09/01/22</p> <p>IRWA Certified Right of Way Negotiation and Acquisition Certification (R/W-NAC), Expires: 08/01/24</p> <p>Master's Degree, Public Administration Bachelor's Degree, Economics</p>	<p>Availability: 50% Mike has over 25 years of experience in the right of way industry within San Diego County. He holds a Senior Right of Way Agent Certification with the IRWA. His extensive experience in right of way includes working 15.5 years with the County of San Diego acquiring fee, easement, temporary construction, and other property rights for construction of roads, bridges, county libraries, sheriff sub-stations, County health facilities as well as large acreages for Parks & Recreation or mitigation. He currently serves as Project Manager on the City of San Diego's Pure Water Project where Clark Land is providing acquisition and relocation services for the As-Needed Real Estate and Appraisal Services contract.</p>
 <p>Sue Cope, SR/WA, Principal in Charge</p>	<p>CA Licensed Real Estate Salesperson, Lic. No. 2005469, Expires: 09/12/20</p> <p>IRWA Certified Senior Right of Way Agent (SR/WA), Cert. No 6887, Expires: 04/01/23</p> <p>Associate of Arts Degree, Liberal Arts, Fresno City College</p> <p>Upper Graduate Studies, California State University, Fresno</p>	<p>Availability: 45% Sue has over 25 years of experience working with municipal, state, and federal project teams in support of public works and utility projects. She is responsible for overseeing the Clark Land project teams, providing right of way consulting support to clients such as City of San Diego Public Utilities Department, Elsinore Valley Municipal Water District, SDG&E, SoCalGas, and the City of Vista. These projects include both research and project management assistance, feasibility studies with cost estimates and right of way consulting/real estate services in support of the design and construction of infrastructure projects in Southern California.</p>
 <p>Jim Fishinger, QA/QC/Broker</p>	<p>CA Real Estate Broker, Lic. No. 00882123, Expires: 2/6/23</p> <p>IRWA Certified Right of Way Agent (RWA), Issued: 9/01/19</p>	<p>Availability: 65% Jim started in the real estate industry in 1985 and became a Broker in 1991. His experience includes overseeing the creation of over 500 lots in Southern California, working with engineers, land planners, environmental consultants, government authorities, and utilities to take medium to large parcels through the approval process so they could then be sold to merchant builders with the entitlements they require. His duties at Clark Land include oversight for property acquisitions on the FIRM project for SDG&E.</p>
 <p>Pam Parr, RWP-TN, Property or Facilities Management</p>	<p>IRWA Certified Right of Way Professional - Transportation (RWP-TN)</p> <p>CA Real Estate Salesperson, #O1132993, Expires: 4/7/2023</p> <p>CA Notary Public, #2273154, Expires: 1/10/2023</p> <p>Undergraduate, California State University, Fresno</p>	<p>Availability: 45% Pam has over 25 years of experience in real estate, right of way, property, and asset management. Pam is highly versatile, and goal oriented, with a tradition of success in real estate negotiation, acquisition, project management, and asset/property management. Her areas of proficiency include right of way acquisition, project planning, performing due diligence, and construction management of projects from pre-bid through completion.</p>
 <p>Susan Sanchez, Title Research/ Policies/Clearance</p>	<p>California Notary Public: #2256475, Expires: 8/30/22</p> <p>Bachelor of Science Degree, Business Accounting, Feati University</p>	<p>Availability: 65% Susan has over 30 successful years of experience in the Title Insurance industry. Her excellent skills in research and examination of property production documentation makes her a valuable asset. She has been an accomplished Title Production Coordinator who supervised and trained a large number of staff members with daily title processing operations. Susan has exceptional organizational, analytical, and customer service skills.</p>

 <p>Seth Fontes, Title Research/ Policies/Clearance</p>		<p>Availability: 40% Seth has over 18 successful years of experience in the Title Insurance industry. His excellent skills in research and examination of property production documentation makes him an asset to any team. He has exceptional organizational, analytical, and customer service skills. Seth has been an accomplished Title Officer who works with staff members dealing with daily title processing operations.</p>
 <p>(Sub) Mark Hendrickson, MAI, AI-GRS Appraiser</p>	<p>MAI, Appraisal Institute CA Certified General Real Estate Appraiser, #AG04974 Bachelor of Business Administration, Emphasis on Finance, San Diego State University</p>	<p>Availability: 40% Mark has over 15 years of appraisal experience and is proficient in appraisal of commercial, industrial, and residential properties. He has managed and reviewed multiple large linear infrastructure projects from preliminary budgeting and risk management through valuation and acquisition. He is experienced in the Uniform Relocation and Real Property Acquisition Policies Act, state eminent domain law, valuation of vacant land (both unentitled and entitled) with or without biologically sensitive habitat. He has appraised several large industrial complexes, retail centers, office properties, and apartment complexes.</p>
<p>(Sub) James Rios, PLS, Right of Way Engineering</p>	<p>Professional Land Surveyor, Lic. No. #8823 Survey related courses completed at the following: Santiago Canyon College, Orange, CA ITT Technical Institute, Anaheim, CA University of California Riverside, CA</p>	<p>Availability: 45% James has 24 years of professional experience as a Project Manager, Party Chief, and Mapping Manager. His extensive experience includes performing field calculations, right of way and boundary surveys, and mapping. He has organized, managed, and executed QA/QC plans and has managed a broad range of assignments for various projects requiring extensive knowledge of land surveying and mapping. Mr. Rios routinely supervises the technical work of CAD drafters for the submission of final drawings, submittals, and specifications for approval. He also oversees and coordinates efforts in all aspects of land surveying, including research and analysis, title reports, rights of way, easements, ALTA surveys, topography, and construction staking.</p>
<p>(Sub) Chris Johnson, LSIT, Right of Way Engineering</p>	<p>Land Surveyor-in-Training, Lic. No. 5129 Undergraduate Studies, University of Southern California, Los Angeles, CA</p>	<p>Availability: 45% Chris brings 34 years of professional experience and is an Office Surveyor/Certified Party Chief with Towill, Inc. His background includes design surveys, construction staking, corridor control surveys, boundary surveys, ALTA surveys, HDS surveys, right of way monumentation, and topographical surveys. Mr. Johnson has also performed GPS data reduction, least squares adjustments, final mapping, and CAD drafting tasks for topographic and boundary surveys. He is knowledgeable in the use of MicroStation, Bentley InRoads, and Trimble survey instrumentation and software, and has a strong working knowledge of Caltrans standards.</p>
<p>(Sub) William B. Anderson, MAI, SRA, Review Appraiser</p>	<p>MAI, Appraisal Institute Certified General Real Estate Appraiser, Lic. No. AG002315</p>	<p>Availability: 40% William performs residential property, commercial property, industrial property, vacant land, agricultural, and special purpose appraisals. Some special purposes appraisals include partial takings for road rights of way, easements, leasehold estates, possessory interest, historical appraisals, etc. He has also participated in various arbitration hearings as witness and arbitrator.</p>

C.3 Subconsultants

Towill Firm Overview

Since 1955, Towill has provided a full suite of in-house land surveying, aerial mapping, and geospatial solutions to clients throughout California. Towill's services include land surveying; high accuracy specialty surveying; digital aerial photography; airborne, terrestrial, and mobile Light Detection and Ranging (LiDAR); digital 3D photogrammetric mapping; and geographic information systems (GIS). Towill provides their clients with a talented pool of surveying and mapping specialists with decades of relevant experience performing virtually every type of surveying task for municipal/water agency Capital Improvement Projects. For this contract, Towill will provide right of way engineering including boundary mapping (if needed), plat mapping and development of legal descriptions certified by a professional land surveyor. Their survey team is comprised of industry leaders who can offer utility, boundary and right of way engineering. Their licensed surveyors are capable of supporting any type of project including heavy construction, bridges, tunnels, highways and railways, dams, energy and water storage, transmission and distribution, plant and processing facilities, environmental mapping, and remediation.

The contracts held by Towill include several local, relevant on-call contracts with teaming partners such as the Cities of Irvine, Newport Beach, and Huntington Beach; Orange County Department of Public Works; and the Los Angeles Department of Public Works. In addition, Towill holds a prime contract with the California Department of Water Resources and has worked for decades with the Metropolitan Water District. *Towill will be serving as our Right of Way Engineer.*

Hendrickson Appraisal Company, Inc. Firm Overview

Hendrickson Appraisal was incorporated in 1986 to provide real property appraisal services to municipalities and other governmental agencies. They provide on-call appraisal services to several municipalities throughout Southern California. Their primary experience centers on valuation of multiple parcels to be acquired by public agencies and utility companies as part of large linear infrastructure projects, in compliance with eminent domain law. Representative projects completed include valuation for subterranean and aerial utility easements (sewer, water, and dry utilities); temporary access easements for pipeline maintenance projects; transportation infrastructure projects (road, freeway, light and heavy-rail expansions and widenings); flowage easements; restricted-use and conservation easements; and, general access and slope easements. *Hendrickson Appraisal will be serving as our Appraiser.*

Anderson & Brabant, Inc. Firm Overview

Anderson & Brabant, Inc. is an appraisal firm founded in 1979. They perform residential property, commercial property, industrial property, vacant land, agricultural and special purpose appraisals. Some special purposes appraisals include partial takings for road rights of way, easements, leasehold estates, possessory interest, historical appraisals, etc. They have also participated in various arbitration hearings as witness and arbitrator. *Anderson & Brabant will be serving as our Review Appraiser.*

C.4 Resumes

Resumes for key staff and subconsultants can be found in **Appendix 1**.

Section D | Understanding of Need

As mentioned in earlier sections, Clark Land has the people skills to professionally represent the City, the flexibility to respond to the City immediately, and the knowledge base to properly protect the City's interests. Our team has completed hundreds of full and partial take appraisals and acquisitions for projects involving water, sewer, transportation, and overhead utilities. Our appraisers possess the MAI designation from the Appraisal Institute and most of Clark Land's right of way agents are certified by the IRWA as Right of Way Agents (RWA), Right of Way Professionals (RWP), Right of Way Negotiation and Acquisition (R/W-NAC), or Senior Right of Way Agents (SR/WA).

The Clark Land management approach has been successful as a result of our focus on controlling the project schedule, budget, quality of deliverables and most importantly our communication with the project team. All acquisition efforts completed by Clark Land will fully comply with Title 25 regulatory guidelines. Clark Land strictly upholds all local ordinances or municipal codes enacted by the State of California, the City, or other local governing body.

D.1 Appraisal Services

Real Property Appraisal Services

Clark Land will provide appraisal services for the City through our subconsultant, Hendrickson Appraisal Company (Hendrickson). The Hendrickson appraisal team members have an average of 25 years of experience covering a variety of valuation assignments. They have completed hundreds of complex full take and part take right of way appraisal assignments for government agencies (municipal and federal) and utility companies. These assignments have included complex partial and full take valuation of commercial, industrial, residential, agricultural, mitigation land and special-use properties.

Our appraisal team members have an average of 25 years of experience covering a variety of complex valuation assignments. They provide On-Call appraisal services and expert testimony to over 25 agencies throughout southern California.

Review appraisals will be provided by Anderson & Brabant Inc. (Anderson). Anderson has established relationships with hundreds of public agencies, utility companies and private firms throughout California. Anderson is able to provide a range of services including Appraisal, Appraisal Review and Expert Witness testimony.

All senior appraisers at both firms are designated MAI's and are State of California Certified General Real Estate Appraisers. Many serve in various capacities on boards for IRWA and the Appraisal Institute.

Real Property Valuation Services: The appraisal team specializes in right-of-way valuation. They have completed high-profile projects (road widenings, freeway expansions, light & heavy rail projects); utility infrastructure expansion and maintenance projects (utility easements – above and below ground); and temporary easements (temporary construction and access easements).

As part of the as-needed services for the City, the appraisal team will provide the following valuation and consulting services as requested:

- **Acquisition Appraisals** – Valuation of improved and vacant properties to acquire real property interests under eminent domain based upon Fair Market Value; prepared for fee and/or easement acquisitions
- **Market Value Appraisals** – Valuation of improved and vacant properties for budgeting, disposition of County surplus property, and non-eminent acquisition of property for the City

- Fair Market Rent Studies – Provide market rent of improved properties and ground leases as a rental basis for City lease negotiation purposes
- Appraisal Review Services – Review appraisal reports prepared by other appraisers and provide the City with a written review report of the work product
- Litigation Support & Expert Testimony – Will consult with City Attorney as needed if condemnation is required to acquire property rights under eminent domain
- Sensitive Habitat Land Appraisals – To be used as mitigation of City project impacts and for conservation purposes
- Budgeting/Risk Management – Review of potential right of way corridors and provide City with preliminary acquisition estimates and potential impediments and solutions to the process
- Update Appraisals – Memorandum of Appraisal Update (MAU), as needed to update the previously completed appraisals to reflect a current date of value and/or an alteration in the proposed project

Appraisal Process and Reporting: The appraisal process and reporting will be in full compliance with the Uniform Standards of Professional Appraisal Practice (USPAP) and the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute. Acquisition appraisals will also be prepared in accordance with the California Code of Civil Procedure and for federal acquisitions, the Uniform Standards for Federal Land Acquisitions (UASFLA).

All appraisal reports will be thoroughly researched and reviewed assuming a potential eminent domain action.

Valuation & Methodology: The following is an abbreviated description of the proposed valuation process and appraisal methodology.

Acquisition appraisals will include a thorough analysis of the subject property's *Larger Parcel* and its *Highest and Best Use*. If the subject property is improved, applicability of the three approaches to value – Income Approach, Cost Approach and Sales Comparison Approaches – will be examined.

For Partial Acquisitions, a value of the *Portion Sought* will be determined. During this analysis, consideration will be given to the interest being appraised, whether it is a partial fee acquisition, a permanent easement acquisition, a temporary easement acquisition or a combination. Also, the value of site improvements (fencing, paving, curbing, landscaping, etc.) located within the acquisition area will be considered.

The impact of the project on the remainder parcel is examined to determine if there is a market value loss resulting in Severance Damages. If applicable, Cost to Cure is also estimated to determine if curative measures can mitigate project impacts and are cost effective to offset severance damages. Benefits from the project are also analyzed and if present, offset severance damages.

After the analysis is reconciled, the total fair market value compensation opined for a partial taking is the sum of the Portion Sought and Net Severance Damages.

The appraisal team has provided on-call appraisal services to public sector agencies and utility companies for over 25 years.

All appraisals will be completed in accordance with applicable Local, State and Federal Laws and Regulations.

Following completion and approval of the acquisition appraisal, an "Appraisal Summary Statement" will be prepared and provided to the acquisition agent for use in establishing Just Compensation to be payable to the property owner.

D.2 Right of Way Services

Prepare Appropriate Right of Way Documents: The Clark Land project team has completed projects acquiring hundreds of residential, commercial and municipal parcels for public improvement projects such as road widenings, bridges, open space, underground pipeline projects or above ground utility projects. Clark Land agents employ an array of real estate documents including:

- Real Property Contract – Used for the purchase of fee or easement parcels or for the disposition of surplus property. Clark Land will use the contract provided by the City or, if the City would like, provide a template contract for the City to review.
- Lease Agreements – Used to derive long-term income from City-owned property or short-term lease-backs while assisting occupants with relocation. Clark Land can also assist with cell tower leases.
- Deeds – Clark Land Agents have prepared hundreds of grant deeds, easement deeds, and quitclaim deeds for dozens of municipal agencies and utility companies. The deeds are prepared in the City's format with the City providing the final approval prior to use.
- Certificates of Acceptance – Acknowledging City's acceptance of a fee or easement purchase.
- Certification of Right of Way – Delivered to the City upon completion of the acquisition of the parcels necessary to construct a project. The document will also list any special construction requirements and cost-to-cure items. Copies of all contracts and other real estate documents will accompany the Certification.
- Rights of Entry (ROE) or Temporary Construction Easements (TCE) – When required by the project, Clark Land Agents have completed hundreds of ROEs and TCEs for uses ranging from short-term studies to long-term construction laydown yards.

Other Real Estate Services: The full range of real estate services provided by Clark Land includes skill and experience with the full range of requirements the City has requested in the RFP. These additional services include:

- Real Coordination of Site Surveys – Clark Land has experience with land surveyors throughout Southern California. Clark Land will coordinate property access with homeowners, survey crews or other involved parties. Clark Land can also provide land surveying services through our subconsultants, Towill, if requested by the City.
- Interpretation of Preliminary Title Reports – Clark Land Agents possess decades of experience interpreting preliminary title reports, assisting escrow clearing title problems, monetary liens, or other unwanted encumbrances.

Clark Land works with multiple Title Insurance Companies throughout the area. Clark Land will engage the services of the title company selected by the City for work under this contract.

- Litigation Guarantee – Similar to the Preliminary Title Report, our Agents will assist the City or City's Attorney with those parcels requiring eminent domain or other legal action.
- Customer Service – Clark Land is proud of the reputation we have built throughout the industry for top notch customer service and reliability on right of way projects.

- **Document Recordation** – Our Agents are familiar with the procedures and requirements of the County Recorder's Office and have assisted with the recordation of hundreds of documents over the years.

Acquisition Services

Right of Way Acquisition Process

Following is an abbreviated description of the proposed acquisition process:

The acquisition function will be led by Project Manager, Mike Flanagan, SR/WA. Mike is knowledgeable in the Uniform Relocation and Real Property Acquisition Policies Act (URA), Title 25 and 49 CFR part 24. The acquisition task begins with the final identification of the parcels that need to be acquired.

The acquisition agent will draft contracts and other required documents using forms approved by the City. Contracts, Purchase and Sale Agreements, Rights of Entry and Deeds will be prepared based on the appraisals produced for the project.

After City approval of the documents prepared by Clark Land, appointments will be scheduled with each Owner in order to present the first written offer in person (in accordance, [and if allowed] with COVID restrictions). At the initial appointment, the agent will discuss the project, its overall impact on the community, their rights under the Uniform Act and attempt to answer all questions the owner may have. Owners will be presented with the summary of the basis of appraisal, the contract document and the appropriate Uniform Act brochure will be delivered to the owners.

Our acquisition agents strive to make at least 3 personal visits with each grantor within the initial 30-45 days of package approvals. If relocation is required, Clark Land relocation agents will conduct their initial advisory interviews with displacees within the first week after first written offers are presented.

Negotiations with Property Owners: Negotiations with each owner will continue until the contracts are signed. If an owner suggests edits to any contract language those suggestions will be cleared with the City prior to being authorized. Once a property owner has signed the purchase and sale agreement, contract and/or easement for a property, Clark Land will immediately deliver the executed documents to the City for counter signatures. Fully executed documents will be delivered to escrow whereby Clark Land will assist the escrow officer with any additional requirements necessary until the transaction is closed, conveyed and recorded.

If a property owner chooses to obtain his own private appraisal, the Clark Land Agent will seek to obtain a copy of that report and supply the copy to the City for consideration.

Administrative Settlements and Condemnation: From time-to-time, an owner may refuse to grant the required rights to the City. If after good faith negotiations have been conducted for a reasonable period, no agreement is reached and negotiations reach impasse, this information will be reported to the City. Clark Land team members are familiar with administrative settlements and eminent domain. Taking direction from the City, Clark Land will attempt to settle any outstanding acquisitions, report owner demands or propose logical compromises to the City.

All administrative settlements will be preapproved by the City prior to presentation to a property owner. Should condemnation be required, Clark Land team members are experienced with preparation of Notices of Intent (NOI) to Adopt a Resolution of Necessity (RON) and statutory time frames for sending those notices to the property owners. (The cost for these services is not included in the cost estimate [which is provided separately from this proposal]. If required, Clark Land will develop an amendment to the current task order with an estimate of the costs for these services.)

D.3 Typical Project Timeline

Clark Land begins each acquisition assignment with the goal of acquiring all necessary right of way on time and under budget. Our typical timeline is outlined below:

Design Phase:

Weeks 1-2

- Receive Assignment from City to Clark Land
- Research and review all relevant real estate documents
- Field visit

Weeks 3-4

- Prepare Plats & Legals
- Internal QA/QC
- Obtain City Approval
- Final signed plats & Legals

Appraisal Phase:

Weeks 1-2

- Kick-Off meeting with City and Clark Land
- Review all relevant real estate documents
- Site visit, pictures, field notes

Weeks 2-4

- Research zoning
- Perform market analysis (sales, income, replacement)
- Determine Highest and Best Use

Weeks 4-6

- Perform final calculations
- Prepare draft reports
- Internal QA/QC
- Weeks 7-8
- Provide draft for client review
- Prepare final reports

Week 9

- Deliver final appraisal reports

Acquisition Phase:Weeks 1-2

- Receive Task Order from the City
- Schedule Kick-Off meeting to discuss details of the project with City Project Manager
- Assign individual parcel acquisitions to Clark Land staff agents
- Review documents received – Title reports, right of way maps, construction plans, appraisals etc.
- Request additional documents as necessary
- Develop Parcel Files for each Acquisition Parcel
- Prepare Project Tracking Sheet
- Develop project schedule

Weeks 2-3

- Prepare Cover Letters and offer packages and any other required documents
- Present acquisition packages to the City for approval
- Schedule initial appointment with owners
- Update project files with contact information and meeting notes
- Discuss progress with the City's Project Manager

Weeks 4-6

- Continue follow up calls and meetings with unsigned owners
- Seek answers to difficult owner questions
- Determine if the owner intends to hire independent appraiser
- Provide the City's Project Manager with any owner suggested language edits
- Request property staking, if necessary
- Deliver signed contracts to the City as each is obtained
- Open escrow and coordinate document flow for parcels where owners have signed
- Discuss progress with the City's Project Manager

Weeks 7-9

- Monitor and process escrow closings
- Determine if agreements can be reached or declare "Impasse" in negotiations for unsigned owners
- Discuss Settlement Agreement options with the City's Project Manager
- Assist the City's Attorney with preparation of Resolution of Necessity, if necessary
- Mail Notices of Intent to Adopt a Resolution of Necessity to the unsigned owners, if necessary

Future Weeks

- Monitor and process escrow closings
- Continue to assist the City's attorney with Settlement Agreements
- Provide copies of all recorded deeds or Final Order of Possession
- Complete Project Certification Notice to the City
- File close out

Relocation Phase:**Weeks 1-2 (Concurrent with Acquisition)**

- Meet with property owners
- Prepare and deliver regulatory notices (GIN, Brochure, Title VI)
- Prepare and deliver Notice of Entitlement (NOE)

Weeks 3-4

- Offer advisory services/search
- Inspect for decent, safe and sanitary conditions
- Present suitable replacement site referrals

Future Weeks as dictated by acquisition schedule

- Provide 30-day, 90-day notices
- Move monitoring
- Prepare and deliver RAP benefits
- File close out

D.4 Title and Escrow Services

Escrow Coordination and Title Insurance Policies Issued: Once the documents have been fully executed by the property grantor and the City, Clark Land will submit the documents for opening of escrow. Clark Land has relationships with several title companies in southern California including First American Title, Fidelity Title, Stewart Title and others, all of whom have offices near the City. We will coordinate the escrow process until closing with the City's preferred title company.

The following steps will be taken to coordinate escrow:

- Obtain property owner(s) signature on agreements and other necessary document(s);
- Coordinate escrow requirements with property owner(s);
- Provide draft escrow instructions for approval;
- Coordinate payment of just compensation between the City and the title company;
- Review title reports for liens, CCR's and other encumbrances;
- Work with the City, property owner(s) and escrow to clear title, obtain all necessary documents to convey title;
- Review closing statements;
- Deposit funds;
- Close escrow;
- Distribution of recorded documents.

The escrow period is also the time to verify that the property can be conveyed to the City without any unacceptable liens or encumbrances. Clark Land can coordinate with the designated escrow company and verify that the escrow company is able to record documents with the local County Recorder's Office. Your Clark Land team will verify that property owners have been paid and that a title insurance policy was issued for each property acquired on behalf of the City.

Certification of Right of Way: Once all parcels required for a project have been acquired, Clark Land will prepare a certification of right of way for the project. The certification is a summary of all permanent and temporary fee, easement or right-of-entry parcels acquired for the project. The certification will list any additional requirements, such as construction contract work, or special circumstances contained within the contracts or other documents. Copies of all documents will be attached to the certification.

D.5 Relocation

Residential and Non-Residential Relocation Assistance Services: The Clark Land staff includes Relocation Specialists with decades of experience working with owners and tenants displaced as a result of a public project.

Relocation Plan and Replacement Housing Plan: For both residential and non-residential (commercial and industrial) properties, our team will prepare a Relocation Plan and/or a Replacement Housing Plan (as needed), conduct initial advisory interviews of all possible displacements and analyze possible relocation options and costs, to verify the feasibility of moving forward with the anticipated relocations. In addition, the team will consider any special relocation advisory services that may be necessary for the displaced persons. The Relocation Plan is expected to include the following:

- Map of the project area;
- Projected dates of displacement;
- Written analysis of the relocation needs of all residences/businesses to be displaced;
- How these needs will to be met;
- Detailed description of the relocation advisory services program;
- Relocation payments to be made and a plan for claim submissions and disbursement;
- An information statement, and discussion of coordination activities.


Prepare and File Regulatory Notices: Apart from the people displaced by relocation activities, notices are one of the most important parts of the Clark Land's relocation assistance program. Providing required notices to affected residents and businesses in a timely manner can save money and save the affected persons from unnecessary hardships, and in some cases, minimize displacement. Relocation action items and notices include but are not limited to: General Information Notice (GIN), Notice of Eligibility (NOE), Relocation Brochure, Reminder Notices, Decent Safe & Sanitary (DS&S) inspections form, Replacement Housing Valuation (RHV), Title VI Civil Rights Act of 1964, 90-Day Information Notice and 30-Day Notices to Vacate.

Documentation and Close-Out: During the entire process described above, diary entry documentation is stringently kept by our specialists within our electronic database system regarding contacts with property owners, research, signed documents, title reports, appraisals and summaries and information provided to the property owners per the Uniform Act, along with any other state or federal documentation requirements. Clark Land keeps all documentation in our Billquick database system, which can be downloaded in a matter of a few minutes. Additionally, we will keep a hard copy file per agency standards and complete the file for transition to the City's Project Manager upon completion of any task order.


D.6 Management Approach

File Management/Documentation: Clark Land uses customized right of way project management software known as Billquick, which we use to track the project along its course to completion. This allows our agents and project managers to better record and organize information related to affected parcels, track the progress of acquisitions and relocations, and provide timely, professional looking reports to the City for review. With Billquick, Clark Land can deliver near-immediate reporting and parcel diaries as project circumstances demand. In addition to Billquick, we utilize Bill Quick as our time reporting and budgeting client. Time entries by staff are carried out daily and reviewed for approval on a weekly basis by our project managers.

Communication: Continual clear communication is the cornerstone for every successful project. The City's point of contact for this project will be our proposed Project Manager, Mike Flanagan SR/WA, R/W-NAC.



Continual clear communication is the cornerstone for every successful project



Clark Land has the people skills to professionally represent the City, the flexibility to respond to the City immediately and the knowledge base to properly protect the City's interests

Mike reports to Sue Cope, SR/WA, Clark Land's Principal in Charge, who has authority to commit the necessary resources to a project team to make sure that tasks are completed on time and within budget. Sue is directly responsible for client satisfaction and is available to meet with the City regarding any concerns City staff may have about the status of the project.

By using an array of effective tools, Clark Land avoids the pitfalls of missed communication and

"items falling through the cracks". Your Clark Land Team recommends meeting with the City's staff once a week to discuss the status of Appraisals, Acquisitions, Relocations, and Permitting issues associated with the project assignment. The meetings will focus on a status review of pending right of way issues to verify that all acquired properties will be available to certify in parallel with the survey, design, and construction deliverable dates.

Clark Land utilizes communication tools such as Microsoft Outlook, Microsoft Teams, status tracking report, cellular phones, etc. and a proactive approach to communicating with each other and the project team. We hold regular staff and project meetings internally to update staff and management on the status of each endeavor. Continuity of personnel is paramount when working with multi-functional turnkey right of way services. For budgeting purposes, resources are evaluated every two weeks to determine if projects need more staffing to achieve project scheduling goals or less as a project winds down and requires less resources. Using these methods, your Clark Land team is known for our proactive approach to maintaining valuable relationships with our clients and developing trust from property grantors and displacees alike.

Quality Assurance/Quality Control: The accuracy in property acquisitions is dependent on the interpretation of current property rights and the accuracy of survey and legal descriptions. If research is required as part of the assigned scope of work; the Clark Land research staff are all former title agents with over a decade of experience each in researching property ownership. Our Corporate Real Estate Broker — Jim Fishinger, RWA — will be in charge of Quality Assurance/Quality Control (QA/QC) and will review the documentation work of our right of way agents before the work is submitted for review. This minimizes changes once the offer package has reached the client's staff for final approval.

All right of way contracts and content will be signed or initialed by our Corporate Real Estate Broker.

Condemnation Support: The Clark Land team can also offer condemnation support to the City. The required Notice of Intention to Adopt a Resolution can be prepared and mailed to impacted owners and/or posted in accordance with California Code of Civil Procedure Section 1245. Clark Land can obtain Litigation Guarantees for the required properties, provide suit service, if desired, and continue settlement negotiations as directed by the City.

Section E | Relevant Project Experience

The Clark Land team has completed as-needed services for municipalities, regional transportation authorities, utility companies, and other condemning agencies throughout California. Much of that work is fulfilled through long-standing "on-call" contracts which have been renewed.

Clients have recognized Clark Land's staff expertise based on our team members decades of experience providing right of way, relocation, and appraisal services. Our experience and background in the right of way services field for public agency infrastructure projects allows us to provide creative solutions to the challenges that the City may face with their own projects.

The City will benefit from Clark Land's as-needed real estate experience because we are well equipped to provide responsive, adaptable, professional staff who are familiar with public sector projects and the inherent issues associated with those projects.

In addition to the WBE/SB certifications previously mentioned, Clark Land is certified with the Coalition of Southern California Public Agencies as a Small Business Enterprise (SBE) and are a San Diego Association of Governments (SANDAG) certified Bench Planning Firm.

Clark Land has on-going, on-call contracts with the City of Moreno Valley, City of San Diego, City of Irvine, City of Carlsbad, Elsinore Valley Municipal Water District, San Diego County Water Authority, Carlsbad Municipal Water District, Rainbow Municipal Water District, San Diego Gas & Electric, and SoCalGas for as-needed acquisition, appraisal, and/or relocation services.

Clark Land's Past and Present As-Needed Real Estate Services Clients:

- City of San Diego, As-Needed Real Estate and Appraisal Services for Pure Water Project
- Elsinore Valley Municipal Water District, As-Needed Commercial Real Estate Services
- San Diego Gas & Electric, As-Needed Land Management Services
- SoCalGas, As-Needed Land Management and Acquisition Services
- Rainbow Municipal Water District, As-Needed General Real Property Services
- San Diego Gas & Electric, Corrective Maintenance Program
- San Diego Gas & Electric, Fire Risk Mitigation Project
- Antelope Valley Water (Private Utility), As-Needed Acquisition Services for Pipeline Project
- San Diego Gas & Electric, As-Needed Real Estate Services for Company-Owned Assets
- City of Clovis, As-Needed Right of Way Services

The following relevant project experience listed in Table E-1, is a testament of our ability to provide professional services for any size project. Please feel free to contact multiple references to receive assurance of our quality of work and client satisfaction.

Table E-1, Relevant Project Experience for Clark Land and our Staff

Project #1: City of Santa Ana - City of Santa Ana Bristol St.

Year Completed:	Ongoing	Client Contact:	Jason Gabriel, Principal Civil Engineer (714) 647-5400
------------------------	---------	------------------------	---

Project Description: Provided acquisition, residential, and commercial relocation services. These services included presenting GIN letters and 90-day vacate notices, calculating relocation benefits, and conducting vacancy inspections. Other tasks included the acquisition of permanent and temporary construction easements, acquisition of part takes, relocation of owner occupied, relocation of tenants, business relocations, determining relocation benefits, residential and non-residential, determining owner occupied Purchase Price Differential or Mortgage Interest Differentials. **This is experience for Mike Harris and Kathy Cabanilla.*

Project #2: City of San Diego - As-Needed Acquisition and Appraisal Services for Pure Water Project

Year Completed:	Ongoing	Client Contact:	Barry Slotten, Acquisitions Program Manager (619) 236-6724
------------------------	---------	------------------------	---

Project Description: Managed real estate, relocation and appraisal services including property rights research. The easements were acquired over commercial, office, multi-residential, and school district properties. Clark Land helped the City determine a more feasible route for pipeline based on property ownership to avoid potential delays in obtaining property rights.

Project #3: Elsinore Valley Municipal Water District - As-Needed Real Estate Services

Year Completed:	Ongoing	Client Contact:	Jorge Chavez, Management Analyst (951) 674-3146 Ex. 8357
------------------------	---------	------------------------	---

Brief Description of Project: Cost budgeting and property research of 228 parcels of District surplus land fragments. Research included: zoning; land use; physical and economic characteristics; highest and best use; and GIS mapping of parcel boundaries. Clark Land provided a quick turn-around for the research and offered guidance to the District as to how to market and dispose of unique land fragments with limited development potential.

Project #4: City of Encinitas - Olivenhain Trunk Sewer Access Easements

Year Completed:	Ongoing	Client Contact:	Matt Widelski, Project Engineer (760) 633-2862
------------------------	---------	------------------------	---

Brief Description of Project: This project involved acquiring access rights across private property to allow the City to repair and maintain the Olivenhain Trunk Sewer. Approximately 29 access easements were required. Clark Land worked as a subcontractor to the design firm Infrastructure Engineering Corporation (IEC). Clark Land provided experienced right of way negotiators to acquire the necessary easements. All acquisitions were done in accordance with Just Compensation and Eminent Domain laws.

Project #5: Southern California Gas Company - As-Needed Land Management and Real Estate Acquisition Services

Year Completed:	Ongoing	Client Contact:	Crystal Yancey, Land Services Manager (213) 244-5819
------------------------	---------	------------------------	---

Brief Description of Project: Clark Land managed the right of way acquisition and valuation for pipeline replacement projects and performed acquisition services for both developed and undeveloped commercial, residential, and industrial properties. Clark Land also provided right of way services for SoCalGas' Transmission Technical Services. Responsibilities include research and analysis of existing land rights, providing customer notifications, negotiating, and acquiring temporary and permanent land rights, and other duties as assigned by SoCalGas Senior Land Advisor. Clark Land provides staff that work both in the client's office and in the field saving the client in-house labor costs.

Project #6: San Diego Gas & Electric - As-Needed Land Management and Acquisition Services

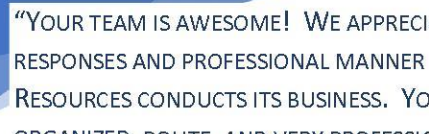
Year Completed:	Ongoing	Client Contact:	John Hutter, Right of Way Supervisor (858) 654-1273
------------------------	---------	------------------------	--

Brief Description of Project: Clark Land provides all training, supervision, oversight, and responsibility for determining property rights for the clients Land Services Department. Clark Land staff have managed and provide high volume property research services for thousands of electric and gas facility sites, provided both in-house and field personnel to perform easement interpretation, and negotiated easement acquisitions with property owners. Clark Land was selected to provide acquisition services for the 2019 Wildfire Mitigation Plan and Public Safety Power Shutoff (PSPS) programs involving the undergrounding of overhead power lines.

Section F | References

Many of our clients are repeat clients as they continue to contract with Clark Land due to the integrity and success of Clark Land and its staff; as well as our exceptional reputation for completing projects with a late delivery record of zero. Our clients have also been pleased with our large pool of educated and certified personnel, who are available to our clients at a moment's notice, if the project needs any additional resources. Clark Land is proud to have one of the largest Right of Way and Relocation specialized staff in Southern California.

Clark Land's client references for relevant public entity projects where we have performed similar work within the past 5 years is provided on Attachment 5 in **Appendix 2**.



"YOUR TEAM IS AWESOME! WE APPRECIATED THE TIMELY RESPONSES AND PROFESSIONAL MANNER IN WHICH CLARK LAND RESOURCES CONDUCTS ITS BUSINESS. YOUR STAFF IS VERY ORGANIZED, POLITE, AND VERY PROFESSIONAL. THE ONE THING I CAN APPRECIATE THE MOST, TOO, IS BEING KEPT INFORMED OF WHERE WE WERE IN THE PROCESS. WHEN THE LIBRARY ASKED ME ANY QUESTIONS ABOUT THE STATUS OF THE RELOCATION, I ALWAYS HAD THE ANSWER. I HOPE WE WILL WORK TOGETHER AGAIN SOON."

Heide E. Farst, CSM
Property Agent
City of San Diego

OB Library Relocation Project

Section 2 | Scope of Services and Schedule

The information for Section 2 has been included in **Section D | Understanding of Need**. Due to page limitations, we have not repeated the same information here in Section 2.





Michael (Mike) Harris, R/W-NAC

Senior Relocation Agent

Certifications/Licenses:

Right of Way Negotiation and Acquisition Certification (R/W-NAC), IRWA
CA Real Estate Salesperson, #01863470
CA Notary Public, #2240858

Education:

Auto CAD, San Diego City College

Professional Associations:

Member, International Right of Way Association (IRWA)

Relevant Experience:

Mike Harris, R/W-NAC, has been in the right of way and relocation industry for more than 25 years. He is a licensed real estate salesperson and has experience working on relocation, electric, and transportation projects. His experience also includes working with property owners, managers, residents, and tenants on both temporary and permanent relocation projects. During his career he specialized in researching and examining properties for Title Reports. He has a comprehensive understanding of writing and creating legal descriptions.

Mike is a skilled negotiator and has been instrumental in acquiring several part-take fee interests, permanent slope easements, and temporary construction easements on a voluntary basis without the need for condemnation. Mike has also drafted CAD drawings and acquired easements for San Diego Gas & Electric. He was instrumental in getting Permits to Enter signed on behalf of Caltrans for environmental impact studies.

As a former Title Engineer, Mike has worked with County and City personnel in writing legal descriptions for newly created properties. His expertise is creating customized maps such as aerial/radius views using specialized mapping and GIS software. ***His hard work was recognized by the City of San Diego's Mayor when he received an award on behalf of the successful and professional completion of the San Diego Square Senior Apartments temporary relocation project.***

Project Experience

Mike's project experience includes the following:

Right of Way Agent, City of Santa Ana Bristol St, Santa Ana, CA: Mike provided acquisition, residential, and commercial relocation services. Tasks included the acquisition of permanent and temporary construction easements, acquisition of part takes, relocation of owner occupied, relocation of tenants, business relocations, determining relocation benefits, residential and non-residential, determining owner occupied Purchase Price Differential or Mortgage Interest Differentials, and R/W Consultant Scope.

Right of Way Agent, Kraemer Blvd. Grade Separation, Orange County Transportation Authority, Orange, CA: Mike provided quality control oversight for the project and performed examination of all files in order to ensure that pertinent information was included. Reviewed all project files requiring temporary construction easements beginning from the notice of appraisal stage and leading up to the final acquisition of properties to ensure compliance with necessary OCTA requirements.

Right of Way Agent, County of Los Angeles Metropolitan Transportation Authority, Crenshaw Transit Corridor, Los Angeles, CA: Mike provided right of way analysis for the Advanced Conceptual Engineering phase of an 8.5-mile light rail project, reviewed right of way requirements identified by alignment changes, including relocation impacts of households and businesses. He also performed inspection of lease and license agreements for determination of relocation eligibility and assistance qualifications.

Right of Way Agent, Park Crest Income Certifications and Permanent Relocation, San Diego Housing Commission (SDHC), San Diego, CA: Mike provided Income Certification for 72 one-bedroom units and 7 permanent relocations. This project consisted of providing necessary notices to all tenants. Performing relocation tenant interviews with all tenants. Provided Relocation Advisory Assistance Services and claim filing process.

Right of Way Agent, West Park Inn, Temporary Relocations/Permanent Relocation, Housing Development Partners (HDP), San Diego, CA: Mike provided Temporary Relocation Services for 4 single room occupancy units residing at the West Park Inn/Quality Inn Hotels at the time of HDP purchase of the site. Coordinated the move and return for a 6 day stay during fumigation of said residence. Upon the return coordinated the permanent relocation of said 6 units.

Right of Way Agent, San Diego Square Senior Living Temporary Relocations, Housing Development Partners (HDP), San Diego, CA: Mike provided Temporary Relocation Services for 154 one-bedroom units while building under rehab. Project consisted of tenant interviews, providing transportation to and from selected hotel, calculating receipts for tenant meal reimbursements and preparing and providing tenant claims to be sent to HDP for processing.

Right of Way Agent, St. Joseph's Relocations, CCDC, San Diego, CA: Mike performed relocation assistance for very low-income tenants of a Single Room Occupancy Hotel in downtown San Diego for CCDC with 77 very low-income SRO tenants, and 4 commercial tenants with their relocations. Meeting with and informing property owners impacted by the project and making displacees familiar with the relocation process, providing necessary notices to affected persons, researching eligibility of relocations benefits and provide comparable relocation housing options.

Right of Way Agent, I-15/La Mesa Road/Nisqualli Road, City of Victorville, CA: Mike provided acquisition services for the City of Victorville's extensive Interchange project. The project required full and partial take acquisitions. Negotiated with various property owners for sensitive property acquisitions. Was in contact with Title and Escrow personnel to obtain title reports and escrow documents for closing of the properties being acquired.

Right of Way Agent, K Street Pipeline, City of Brawley, Brawley, CA: Mike provided acquisition services for the City of Brawley's sewer pipeline project. The project required negotiations with nine property owners via phone and email to acquire a 10-foot fee strip of land along the rear of each property for sewer line purposes. Prepared Grant Deeds and forwarded via USPS for signatures and returned to forward to City of Brawley.

Right of Way Agent, Caltrans SR 94/125 Permits to Enter Acquisitions, San Diego CA: Mike was one of the agents responsible for meeting with property owners to explain the environments impact studies stage of the project in an attempt to obtain signed Permits to Enter (PTE) from property owners.

Right of Way Agent, Fire Risk Mitigation (FiRM) Project, San Diego Gas & Electric (SDG&E), San Diego, CA: As a Negotiation Acquisition Agent, Mike reviews acquisition packets to determine property ownership and affecting existing easements to determine if a new easement or an amendment of existing easement are needed. Necessary acquisition documents are prepared to assist in negotiating the execution of either a new easement or an amended easement is to be acquired. Meetings with property owners are scheduled to have easements executed.

Right of Way Agent, Distribution Easements, SDG&E, San Diego, CA: Mike provided acquisition services for SDG&E's easements related to new facilities, infrastructure improvements, underground conversions, and new pad mounted electrical switches (PME's). Over 500 easements had been acquired for these purposes. Mike was the agent responsible for the creation of the easement document as well as the exhibit A via Auto CADD lite. Through negotiations with both property and third-party owners he obtained the needed signatures for acquired easements.





Kathy Cabanilla

Right of Way/Relocation Agent

Certifications/Licenses:

CA Real Estate Salesperson, #01812263, exp. 3/29/2024

CA Notary Public, #1725533, exp. 2/17/2023

Education:

Bachelor of Arts Degree, Sociology

Associate of Arts Degree, General Studies

Professional Associations:

Member, International Right of Way Association (IRWA)

Relevant Experience:

Kathy Cabanilla has over 14 years of right of way experience on projects throughout Southern California, specifically in acquisition, negotiation, and relocation. These include utility, alternative energy, redevelopment, transportation, water, and river-shed projects. Kathy is bilingual and her combined experience in both temporary and permanent relocations, right of way acquisitions, and her academic background in sociology provides unique skills for negotiations and relocations. Her experience also includes providing acquisition, residential, and commercial relocation services for the City of Santa Ana.

Project Experience

Kathy's project experience includes the following:

Right of Way Agent, City of Santa Ana Bristol St, Santa Ana, CA: Provided acquisition, residential, and commercial relocation services. These services included presenting GIN letters and 90-day vacate notices. Kathy also calculated relocation benefits and conducted vacancy inspections.

Relocation Agent, Orange County Flood Control District, Prado Dam Project Relocations, Orange County, CA:

Kathy provided relocation services for the Prado Dam improvements. The dam is a flood control and water conservation project originally constructed by the Army Corps of Engineers in 1941. As the dam was determined not sufficient to prevent a hundred-year flood, the reservoir needed to be increased and the dam level raised. Kathy's team acquired rights in more than 200 properties. Approximately 50 relocations, including residential, commercial, dairy and agricultural were necessary. The dairy farm relocations required extensive planning and preparation and had many specialty issues. Kathy helped ensure the project stayed within budget and all relocations were completed ahead of schedule.

Acquisition & Relocation Agent, Nogales Street South Grade Separation Project, Alameda Corridor East (ACE)

Construction Authority, City of Industry, CA: Kathy was part of the team to provide extensive right of way services for this Caltrans oversight project. To ensure the project would start on schedule, Kathy's team obtained two right of entries, 32 construction easements, 51 permanent easements, and 4 full-takes. She aided in obtaining property possession through both purchase agreements and "possession and use" agreements. Services include title reports, appraisal, appraisal review, acquisition, property relocation, escrow, litigation support, utility relocation support, and Caltrans certification. Kathy provided full-service acquisition and relocation services for this project.

Relocation Agent, Crenshaw/LAX Transit Corridor, Los Angeles County Metropolitan Transportation Authority (Metro), Los Angeles, CA: This FTA and Los Angeles County Measure R-funded design/build project is a major north-south light rail system that will connect LAX to the Metro Green Line to the south and the Expo line to the north. Kathy provided residential and commercial relocation assistance. Commercial relocations included a variety of businesses including automotive, hair salons, veterinary hospital and medical-related businesses.

Relocation Agent, On-Call Acquisition and Relocation Services (Willowbrook, Las Brisas, City Terrace, Dangler Avenue, Archwood Avenue and Bandera Street), Community Development Commission (LACDC)/ County of Los Angeles, CA: Kathy was responsible for acquisition and relocation assistance on multiple projects involving Section 8 Housing. She assisted in the performance of an audit of approximately 20 relocations performed by a developer who had applied for 104d funds.

Relocation Agent, City of Imperial Beach, Palm Avenue Redevelopment Project, Imperial, CA: For the City's redevelopment project, Kathy prepared a relocation cost study and provided relocation assistance for 15 businesses.

Relocation Agent, San Diego Housing Commission (SDHC), Park Crest Senior Apartments, San Diego, CA: Kathy's team prepared a relocation plan, conducted tenant interviews and performed income certifications for 67 tenants at the Park Crest Senior Apartments. These services were carried out to determine resident eligibility when the San Diego Housing Commission purchased the property to convert to affordable housing. In addition to relocation work, Kathy translated notices from English to Spanish.

Relocation Agent, Los Angeles County Department of Regional Planning, Sky Terrace Mobile Home Park Closure Impact Report Review, Los Angeles, CA: Kathy performed a review of the Sky Terrace Mobile Home Park Closure Impact Report in order to fulfill due diligence required by Los Angeles County Code and the State Mobile Home Residency Law. Kathy's thorough review included compliance with applicable regulations, verification of maps and letters presented in the report and availability of relocation resources.

Relocation Agent, City of Victorville, Old Town Redevelopment Project, Victorville, CA: As a part of its Strategic Action plan to revitalize Old Town Victorville, the Victorville Redevelopment Agency implemented a mixed-use development to provide quality housing, retail and entertainment establishments. In support of this effort, Kathy provided relocation assistance to property owners who agreed to voluntarily sell their property to the City. Kathy's team acquired over 20 properties. Relocation services consisted of 15 low-income residential tenants and two mobile home parks and providing outreach meetings.

Relocation Agent, Rehabilitation of Three Abode Community Apartment Buildings, Long Beach, CA: Kathy drafted a Relocation Plan, performed relocations and calculated relocation benefits. The project located at 1801 E. 68th Street had 31 units that required two permanent relocations and 29 temporary relocations. The complex at 1823 E. 68th had 31 units and required nine permanent relocations and 22 temporary relocations. The project at 1528 Freeman Avenue had 19 units and required one permanent relocation and 18 temporary relocations.

Relocation Agent, Abode Communities, Centennial Place, Pasadena, CA: Kathy assisted Abode Communities with a relocation plan involving 114 units in a four-story building in the City of Pasadena while the elevators were repaired. All of the units were SRO units serving tenants with special needs. The project involved 15 temporary relocations in which tenants were moved into hotels for two weeks. During the project, the elevators were non-functional.

Relocation Agent, Abode Communities, Laurel Village Project, Pacoima, CA: Abode Communities rehabilitated the Section 8-based Laurel Village project. This resulted in the need for 72 temporary relocations and eight permanent relocations. Kathy worked diligently to minimize any hardships to the affected tenants by taking into account each occupant's needs and personal situation when coordinating movers and construction crews.

Relocation Agent, Los Angeles Unified School District (LAUSD), Elementary Schools, Los Angeles, CA: Kathy provided residential and commercial relocation services. These services included presenting GIN eligibility letters and 90-day vacate notices. She also provided site searching for comparable housing. Kathy assisted in relocation of nearly 400 residences and businesses.

Right of Way Agent, Housing Development Partners (HDP), West Park Inn, Temporary Relocations, San Diego, CA:

Provided Temporary Relocation Services for 47 SRO units while building under rehab. This project consisted of tenant interviews, providing transportation to and from selected hotel, calculating receipts for tenant meal reimbursements and preparing and providing tenant claims to be sent to HDP for processing.

Right of Way Agent, Housing Development Partners (HDP), Quality Inn, Temporary Relocations, San Diego, CA:

Provided Temporary Relocation Services for 92 units while building under rehab. Project consisted of tenant interviews, providing transportation to and from selected hotel, calculating receipts for tenant meal reimbursements and preparing and providing tenant claims to be sent to HDP for processing.

Right of Way Agent, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Project, San Diego, CA: As a Negotiation Acquisition Agent, Kathy reviews acquisition packets to determine property ownership and affecting existing easements to determine if a new easement or an amendment of existing easement are needed. Necessary acquisition documents are prepared to assist in negotiating the execution of either a new easement or an amended easement is to be acquired. Meetings with property owners are scheduled to have easements executed or further negotiating if necessary.





Iain Reilly, RWA, MBA

Senior Right of Way Agent

Certifications/Licenses:

Right of Way Agent (RWA), International Right of Way Association (IRWA),
Issued: 10/1/2018

CA Real Estate Broker, #O1208374, Expires: 12/7/2021

CA Notary Public, Expires: 5/26/2023

Education:

Master's Degree, Business Administration, Sonoma State University, Rohnert
Park, CA

Bachelor's Degree, Political Science/International Relations, UC Santa Barbara, Goleta, CA

Relevant Experience:

Iain Reilly, RWA, has been licensed for the last 18 years as a California Real Estate Broker. Iain has been working in the right of way industry for the last couple of years, using his time on the Appraisal Staff of the Sonoma and Napa County Assessor's offices as a springboard into right of way work. He has performed encroachment investigations including property site reviews and assessments, reviews of title reports, and any potential ownership issues, initiated contact, interviewed neighboring property owners, determined issues, and negotiated resolutions. Iain's experience also includes reviewing title reports, creating and reviewing market data reports, reviewing and negotiating title work and ownership issues, drafting Purchase and Sale Agreements, and closing of escrows and transactions.

Project Experience

Iain's project experience includes the following:

Right of Way Agent, San Diego Gas & Electric (SDG&E), PRiME Project, San Diego, CA: Iain has been part of SDG&E's PRiME Project working to determine the extent of the client's ability to make needed facility upgrades, fire hardening and other improvements on private properties. This entails the research and interpretation of the acquired easements to define an exact understanding of the client's rights and the parameters construction crews in the field will have to work within. When his research shows the rights-of-way are less than comprehensive Iain works with private property owners to complete acquisitions of the necessary easement rights required.

Right of Way Agent, SDG&E, Fire Risk Mitigation (FiRM) Project, San Diego County: The FiRM Project was created to proactively address fire risk by "hardening" the critical areas within SDG&E's service area that is most at risk for wildfires. This effort includes replacing older overhead distribution line. Iain is a Right of Way Agent working on the Research / Interpretation Team for SDG&E's FiRM Project. Iain supports this project through his interpretation of current easement rights and how those current rights either support or fail to support SDG&E's designs for the upgrading and fire hardening of specific facilities on a property by property basis.

Appraiser II, Napa County Assessor's Office, Napa, CA: As an Appraiser II for the Napa County Assessor's Office Iain appraised a wide variety of property for tax purposes. To complete this work Iain secured and analyzed data and prepared real property appraisals using cost guidelines and spreadsheets to compare, contrast, and generate property values. Iain conducted field studies and appraisals of residential, commercial, industrial, and agricultural properties while collecting and tabulating data on sales, rentals, and costs of real and other property. His most enjoyable work was engaging in significant amounts of customer service and working with property owners and others to obtain necessary information as well as to explain the tax appraisal process and purpose.

Iain continually worked and studied to develop appraisal skills and knowledge of California statutory and regulatory guidelines for appraising real property for tax assessment purposes.

Appraiser Aide, Sonoma County Assessor's Office, Santa Rosa, CA: As an Appraiser Aide for the Sonoma County Assessor's Office Iain analyzed blueprints/plans for physical descriptions of land and improvements and measured, plotted, and described construction characteristics of residential, commercial, and agricultural buildings, classifying them as to quality of construction, shape and condition. He electronically diagrammed buildings or property improvements to be appraised and prepared forms and other materials for field appraisal work including subject property investigations and photography. Iain also conducted searches and checks of various records/DB's to ascertain title and property values and assisted with subject property investigation and data analysis for the assessments of vacant & improved land, commercial and agricultural buildings, fixtures and plantings, and other improvements and rights of use.

Real Property Specialist II, Midpeninsula Regional Open Space District, Los Altos, CA: While working as a Real Property Specialist II for the Midpeninsula Regional Open Space District Iain's tasks included encroachment investigations including subject property site reviews and assessments, review and assessment of title reports and any potential ownership issues, initiated contact and interviewed neighboring property owners, determined issues and negotiated resolutions. Iain completed RFP's with local appraisers and survey companies for a variety of required survey contracts involving residential and open space properties, working with private, commercial, and state entities. He also prepared, managed, and resolved co-location licensing arrangements including negotiation and advisory services, drafting/legal review and amendment of co-licensing agreements, and project management through resolution. Iain provided project management, coordination, and creation of On-Call Rural Survey Services List, opened to public bidding through advertised Request for Proposal/Qualifications, including vetting of competing applicants, drafting /legal review/execution of On-Call Contracts and creation of follow-up excel scoring spreadsheets based on services offered and scope requested of applicants. He negotiated fee acquisitions and exchanges of interests in real property (rights-of-entry, easements, public rights-of-way) to the satisfaction of property owners, representatives and principals, including subject property site reviews and assessments, review/assessment of title reports, review/assessment/creation of market data reports, review and negotiation of title work and ownership issues, drafting/legal review/amendment of Purchase and Sale Agreements, Rights of Entry, Rights of Way, and Agreements to Exchange Interests in Real Property, including drafting/legal review and amendment of specific easement grant deeds and agreements to exchange them, opening, management and closing of escrows/transactions including documentation of transactions through generation of board reports, resolutions, certificates of acceptance, etc., recordation of deeds, and organization and archiving of acquisition files, both paper and electronic.



Mike Flanagan, SR/WA, R/W-NAC

Project Manager

Certifications/Licenses:

Senior Right of Way Agent (SR/WA), International Right of Way Association (IRWA), #5576

Right of Way Negotiation and Acquisition (R/W-NAC), IRWA

CA Real Estate Salesperson, #0856742, Expires: 1/16/2024

Education:

Master's Degree, Public Administration, San Diego State University

Bachelor's Degree, Economics, San Diego State University

Professional Associations:

Region 1 Vice Chair, IRWA

Relevant Experience:

Mike Flanagan, SR/WA, R/W-NAC, has over 30 years of experience in the right of way industry. His extensive experience in right of way includes working on projects for the City of San Diego, County of San Diego, Elsinore Valley Municipal Water District, Rainbow Municipal Water District, Lakeside Water District, San Diego County Water Authority, and SDG&E. Mike currently serves as Project Manager on the City of San Diego's Pure Water Project where Clark Land is providing as-needed real estate, relocation, and appraisal services.

Project Experience:

Mike's project experience includes the following:

Project Manager, City of San Diego Public Utilities Department, Pure Water San Diego, City of San Diego, CA: The acquisition efforts of the Pure Water San Diego Project included fee acquisition of a commercial site for construction of the pump station and acquisition of permanent and temporary easements for a pipeline carrying sewage from Old Town to the new treatment plant in the University City area. From the treatment plant, additional easements were necessary to transport the reclaimed water to the Miramar Reservoir. The project included hiring and managing two appraisal firms to appraise the fee and easement parcels.

Project Manager, Elsinore Valley Municipal Water District, On-call Commercial Real Estate Services, Lake Elsinore, CA: As Project Manager, Mike oversees property appraisal, letters of offer, purchase and sale documents, escrow coordination, condemnation support, and recordings of property transfers. Mike develops or assists in the development of easement language and acquires easements, as necessary. He performs document research, property research, interpretation of property rights and title information and acquires Rights of Entry.

Senior Right of Way Agent, Olivenhain Preserve Project, County of San Diego, CA: The project objective was to acquire nearly 400 acres from property owners for inclusion in the Olivenhain Open Space Preserve. The greatest challenge on this project was assisting the Board of Supervisors, District Three Staff, with identifying funding sources to pay for the three-phase acquisition. Through Mike's connections with the International Right of Way Association he had learned that the Water Authority needed to acquire various property rights within the area the County was proposing to purchase. Mike met with Water Authority staff and, with approval of the Board Office, agreed to sell to the Water Authority the necessary property. The funds received from the Water Authority were used in a subsequent phase of the Olivenhain land acquisition.

Project Manager, Lakeside Water District, As-Needed General Real Property Services, Lakeside, CA: Mike manages this project to provide as-needed right-of-way, land management, easement, and property rights research.

Project Manager, Rainbow Municipal Water District, As-Needed General Real Property Services, Fallbrook, CA:

Mike manages this project to provide as-needed right-of-way, land management and encroachment resolution services to the water district. The projects include coordination with Metropolitan Water District for negotiation of property rights/permitting and boundary surveys for determining easement rights. Other services provided include encroachment resolution, partial acquisitions for subterranean easements and coordination with local and state agencies for utility relocation.

Senior Right of Way Agent, Mountain Meadow Road Improvement Project, County of San Diego, CA:

The Mountain Meadow Road Improvement Project widened Mountain Meadow Road from two-lanes to four-lanes beginning at the exit of Interstate-15 two miles east to the Hidden Meadows neighborhood, 31 of the 33 required parcels were acquired through negotiation. Eminent Domain suits were filed against two of the property owners, however, those acquisitions were later settled through continued negotiation. The most challenging aspect of this project was completing the acquisition of easements, which would bring the traveled lane, in some cases, within 12-feet of the owner's residence.

Senior Right of Way Agent, San Diego County Water Authority, Carlsbad Desalination Project, San Diego, CA:

The Carlsbad Desalination Plant was constructed adjacent to the ocean at South Carlsbad Beach, ten miles from the aqueduct system. Mike used his acquisition skills to purchase approximately 15 easements for the pipeline connecting the 2-acre Connection Facilities site to the Plant. The greatest project challenge was acquiring the Connection Facilities parcel from an owner who possessed an approved development plan.

Senior Right of Way Agent, San Diego County Water Authority, Pipeline 3 Reline Project, San Diego County, CA:

The project proposed to reinforce Aqueduct Pipeline 3 through which desalinated water would be pumped from the Connection Facility to the Twin Oaks Treatment Plant. The project required 16 temporary easements at approximately .5-mile increments, where contractors could excavate 100 feet of large-diameter pipe, insert new steel liners, then reinstall the 100-foot section that had been removed. The greatest project challenge was working with the Movement Church and City of San Marcos to construct a temporary parking lot to replace the permanent parking area which was excavated for pipe removal.

Senior Right of Way Agent, San Diego County Water Authority, San Vicente Dam Raise Project, San Diego, CA:

The San Vicente Dam Suite of projects included acquisition of pipeline easements for the 11-mile, large diameter San Vicente tunnel to a connection point with the SDCWA aqueduct. Adjacent to Interstate 15, acquisition of land for the SV Surge Tank and Pump Station facilities, acquisition of approximately 425 acres, from 17 property owners (all at appraised value) for additional buffer surrounding the SV Reservoir, acquisition of temporary property rights from the City of San Diego (the dam and reservoir remain property of the City of SD) for construction of the 117-foot height increase to the dam structure. The greatest project challenge was working through the City Council approval process.

Senior Right of Way Agent, San Diego County Water Authority, Mission Trails Pipeline and Tunnel Project, San Diego, CA:

As a Senior Right of Way Agent Mike acquired property located in Mission Trails Regional Park from City of San Diego and San Diego Unified School District for construction of a 5-mile pipeline and 12-million-gallon Flow Regulatory Structure. Challenges included working through School District approval process for acquisition.

Senior Right of Way Agent, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Project, San Diego, CA:

Mike acquired new easements and amended existing easements for SDG&E's electric distribution pole replacement project. To increase safety in high fire prone areas, SDG&E has embarked on a multi-year project of assessing the safety and technical effectiveness of over 180,000 electrical distribution poles in their territory. Clark Land is supporting this multi-faceted and complex program by managing the land activities for SDG&E.

This includes researching all title rights for every property where a pole is located, interpreting those rights for access, determining if new or amended easements are required, and acquiring any additional property rights.

Senior Right of Way Agent, Contract Manager, Appraisals, Environmental, Title and Escrow: Mike managed outside contract work from private party contractors that included appraisal firms, environmental engineering companies, title insurance, and escrow companies. He developed the Scope of Work, issued Requests for Proposals, formed selection committees, reviewed submittals, interviewed firms, and negotiated service contracts. Mike also obtained estimates for individual tasks, issued Task Orders for assignments, monitored delivery, reviewed submitted work, monitored contract spending, and evaluated firms for contract extensions and termination.





Sue Cope, SR/WA

Principal in Charge

Certifications/Licenses:

Senior Right of Way Agent (SR/WA), International Right of Way Association (IRWA), #6887

CA Real Estate Salesperson, #2005469

Education:

Associate of Arts Degree, Liberal Arts, Fresno City College

Upper Graduate Studies, California State University, Fresno

Professional Associations:

Member and Pipeline Committee Chairperson, IRWA

Education Committee, Host Committee, and Public Works Certification Candidate, American Public Works Association (APWA)

Relevant Experience:

Sue Cope, SR/WA, has 29 years of experience working with municipal, state, and federal project teams in support of public works and utility projects. She is responsible for overseeing the Clark Land project teams, providing right of way support to clients such as the City of San Diego, Elsinore Valley Municipal Water District, Vista Irrigation District, Rainbow Municipal Water District, San Diego Gas & Electric (SDG&E), and SoCalGas. These projects have involved right of way, relocation, appraisal, feasibility analysis, design, land management services and construction support. The right of way and land management services included title research, property acquisition (partial, fee, lease), encroachment resolution, and condemnation procedures.

Sue's responsibilities are to verify that clients receive satisfactory service and that all services are performed with the highest level of integrity and ethics as guided by the International Right of Way Association's Standard of Care. Sue is in charge of supplying Clark Land's project managers with the vital resources needed for on-time submittal of client deliverables. Sue holds weekly project meetings with project managers to monitor schedules and resources. Sue works closely with the Contract Administrator, to ensure that contract obligations are met as well as any reporting requirements, including reporting for prevailing wage.

Project Experience:

Sue's project experience includes the following:

Principal in Charge, City of San Diego Public Utilities Department, Pure Water San Diego, City of San Diego, CA:

The acquisition efforts of the Pure Water San Diego Project included fee acquisition of a commercial site for construction of the pump station and acquisition of permanent and temporary easements for a pipeline carrying sewage from Old Town to the new treatment plant in the University City area. From the treatment plant, additional easements were necessary to transport the reclaimed water to the Miramar Reservoir. The project included hiring and managing two appraisal firms to appraise the fee and easement parcels, coordination, management and involvement in the acquisition efforts and oversight of the relocation of the commercial property tenant.

Principal in Charge, Elsinore Valley Municipal Water District (EVMWD), On-Call Commercial Real Estate Services, San Diego County, CA: As Principal in Charge, Sue oversees property appraisal, letters of offer, purchase and sale documents, right of way coordination, condemnation support and recordings of property transfers.

Principal in Charge, Rainbow Municipal Water District (RMWD), As-Needed General Real Property Services, San Diego County, CA: Sue oversees this project to provide as-needed right of way, land management and encroachment resolution services to the water district.

The projects include coordination with Metropolitan Water District for negotiation of property rights/permitting and boundary surveys for determining easement rights. Other services provided include encroachment resolution, partial acquisitions for subterranean easements and coordination with local and state agencies for utility relocation.

Senior Right of Way Agent/Principal in Charge, City of Vista, OV1 and VC1 Sewer Maintenance Projects, Vista CA:

This project involved the design of a new access road for sewer maintenance purposes along Highway 78 at the Oceanside and Vista borders as well as on residential and agricultural properties in Vista. Clark Land is providing easement feasibility analysis and will provide acquisition services after the preliminary design phase. Sue provided support to the Project Manager with resources to meet this fast track preliminary design schedule.

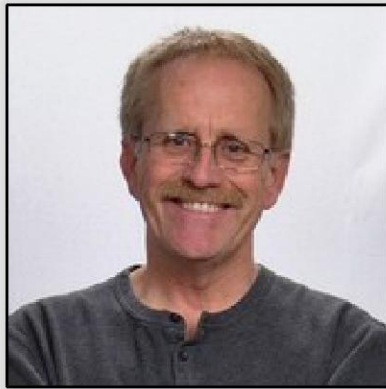
Principal in Charge, Vista Irrigation District (VID), HL Main Line Encroachment Feasibility Analysis, Vista, CA: VID has taken a proactive approach to potential encroachment issues affecting access to their own facilities and hired Clark Land to perform an analysis of the different types of existing easements, provide feedback and recommendations about VID's ability to defend encroachments against each easement type and perform a case study of existing encroachments on the HL Main line. To determine the number and types of encroachments along the HL Main pipeline, Clark Land's analysis included researching each property type and reviewing easements, if existing, in association with each parcel in the pipeline alignment, performing a risk analysis of VID's current access rights, if any, manually inspecting the pipeline and visually recording encroachments, documenting typical encroachments and estimating number of encroachments district-wide.

Senior Right of Way Agent, SPEC Services/SDG&E/Southern California Gas Company, Pipeline 1600 and 3600 Feasibility Study, San Diego County, CA: At the request of SoCalGas, Clark Land was asked to provide easement and acquisition information, as well as cost estimates, for replacing and/or relocating the 16", 50-mile Pipeline 1600 reaching from the Riverside County border in the north to the Santee area of San Diego in the south and east. The proposed project involves replacing the 16" pipeline with a 36" pipeline and acquiring additional easements for the construction, operation, or maintenance of the line. At the request of the client, Clark Land has provided analysis for over 10 alignments. Sue provided support for several proposed alignments of 30- to 50-mile pipeline alignments in San Diego County. The work involved determining the right of way labor, multiple agency fees and property acquisition costs along the proposed alignments.

Project Director, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Project, San Diego County, CA: Clark Land is supporting this multi-faceted and complex program by managing the land activities for SDG&E. This includes researching all title rights for every property where a pole is located, interpreting those rights for access, determining if new or amended easements are required, and acquiring any additional property rights. Thus far, Clark Land has negotiated and closed over 400 easement transactions in the past 3 years. Clark Land has provided over 20 team members to work side-by-side with the rest of the FiRM team. The process includes acquisitions and negotiating with property owners for the rights. A large amount of data is being generated through this project and Clark Land is responsible for documenting all of the land issues and uploading those to SDG&E's system.

Project Director, SDG&E, As-Needed Research Services, San Diego County, CA: Due to a large number of new business service requests, and a high number of program projects, SDG&E requested that Clark Land help assist their Records Research team in locating property rights records. Currently, five to six team members work in SDG&E's Records Department supporting requests for property rights information on new business requests, the FiRM project and PSEP projects.





Jim Fishinger, RWA

QA/QC/Broker

Certifications/Licenses:

CA Real Estate Broker, #00882123, Issued: 2/7/91, Expires: 2/6/23
Right of Way Agent (RWA), International Right of Way Association (IRWA),
Issued: 9/1/19

Education:

Graduate, Ohio State University

Professional Associations:

Member, IRWA

National Association of Realtors

California Association of Realtors

North San Diego County Association of Realtors

MLS affiliate with The Southwest Riverside County Association of Realtors

Relevant Experience:

Jim Fishinger, RWA, started in the Real Estate Industry in 1985 and became a Broker in 1991. A graduate of Ohio State University, his experience includes overseeing the creation of over 500 lots in Southern California, working with engineers, land planners, environmental consultants, government authorities, and utilities to take medium to large parcels through the approval process so they could then be sold to merchant builders with the entitlements they require. He has also worked with a considerable amount of residential real estate, including relocation. Jim has managed offices for 4 companies and most recently has been the Owner/Broker for his own company. He has trained numerous agents and reviewed contracts for compliance in those management positions.

Project Experience

Jim's project experience includes the following:

Broker, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Program, San Diego, CA: To increase safety in high fire prone areas, SDG&E has embarked on a multi-year project of assessing the safety and technical effectiveness of over 180,000 electrical distribution poles in their territory. Clark Land is supporting this multi-faceted and complex program by managing the land activities for SDG&E. This includes researching all title rights for every property where a pole is located, interpreting those rights for access, determining if new or amended easements are required, and acquiring any additional property rights. Jim provides oversight for property acquisitions on this project.



25D-305



Pamela (Pam) Parr, RWP-TN

Property or Facilities Management

Certifications/Licenses:

Right of Way Professional - Transportation (RWP-TN), International Right of Way Association (IRWA)

CA Real Estate Salesperson, #O1132993, Expires: 4/7/2023

CA Notary Public, #2273154, Expires: 1/10/2023

Caltrans Right of Way Two Week Academy Certification

Safety Certified for CP1, CP2, CP3 & CP4 segments of CHSRA project

Education:

Undergraduate, California State University, Fresno

Professional Associations:

Member, IRWA

Relevant Experience:

Pam Parr, RWP-TN, has over 25 years of experience in real estate, right of way, property, and asset management. Pam is highly versatile, and goal oriented, with a tradition of success in real estate negotiation, acquisition, project management, and asset/property management. Her areas of proficiency include right-of-way acquisition, project planning, performing due diligence, and construction management of projects from pre-bid through completion.

Project Experience

Pam's project experience includes the following:

Right of Way Agent/Project Manager/Asset Manager/Construction Specialist, City of Fresno, Fresno, CA: Pam performed negotiation, contract administration, property management and related duties for the acquisition, disposition or rental of City owned properties. She also performed administrative and operational work related to the remodeling, improvement, construction, and maintenance of City owned or leased buildings and facilities, monitored contractors to ensure compliance with labor laws in City construction, consulting, and equipment contracts.

Senior Right of Way Agent/Assistant Project Manager, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Project, San Diego, CA: As a Senior Right of Way Agent, Pam reviews acquisition packets to determine property ownership and existing easements to determine if a new easement or an amendment of an existing easement is needed. Pam prepares the necessary acquisition documents to assist in negotiating the execution of a new or amended easement and attends meetings with property owners to have easements executed or for further negotiating, if needed.

Acquisition Manager, Right of Way Delivery Team, California High-Speed Rail Authority, Fresno, CA: As the Acquisition Manager, Pam was responsible for meeting weekly with the High-Speed Rail Authority to provide updates on the negotiation and acquisition of all necessary fee and easement acquisitions for the project. Pam performed Quality Assurance/Quality Control (QA/QC) review of all documents prior to the presentation to property owners and submittal to the Authority for final approval. In addition to Acquisition Manager duties, Pam managed her own project load of over 90 parcels by successfully negotiating with property owners and attorneys to complete the acquisition process. Key clients Pam worked with were the Fresno Irrigation District and Fresno Metropolitan Flood Control. She was responsible for arranging appraisals for fee purchase and acquisition of easement rights and preparing appraisal summary review documents for presentation of value to property owners. Pam worked under the direction of the legal department for settlement agreements and condemnation proceedings.

Commercial Property Management, The Walters Management Company, San Diego, CA: Communicated with real estate brokers, property owners, tenants, potential tenants, and vendors to establish and maintain working relationships. Her tasks included performing ongoing lease administration to ensure tenants' compliance with all lease provisions, working effectively with architects, engineers, developers, bankers, contractors, inspectors, city officials, decorators, agents, and tenants, preparing annual management plans, budgets, and monthly financial reports for owners of commercial properties.

Project Coordinator/Office Manager, Grubb & Ellis Realty Commercial Real Estate/Property Management, Fresno, CA: Pam communicated with real estate brokers, property owners, tenants, potential tenants, and vendors in order to establish and maintain working relationships. She negotiated leases and contracts, prepared marketing material, viewed properties with prospective tenants, prepared lease and sale documents. She planned and scheduled work of various contractors and company employees involved in remodeling, construction, and maintenance projects. She prepared financial updates and correspondence relating to construction and remodeling projects. Maintained budgets, processed invoices, and controlled overhead costs of construction projects.

Real Estate Developer/Asset Management, Diversified Development Group (John Brelsford), Fresno, CA: As an asset manager for a developer/owner of commercial properties throughout the San Joaquin Valley Pam communicated with real estate brokers, tenants, potential tenants, and vendors to establish and maintain working relationships. Performed asset management for over 4.5 million square feet of office, retail, and industrial space, providing property management services to 250 tenants. She also prepared annual management plans, budgets, and monthly financial reports for owner of commercial properties, negotiated leases and contracts, prepared marketing material, viewed properties with prospective tenants, prepared lease documents, planned and scheduled work of various contractors and company employees involved in remodeling, construction, and maintenance projects, prepared financial updates and correspondence relating to construction and remodeling projects, maintained budgets, processed invoices, supervised maintenance personnel, and controlled overhead costs of construction projects.

Asset Management and Owner, PLC Management Company, Fresno, CA: Pam communicated with real estate brokers, property owners, tenants, potential tenants, and vendors in order to establish and maintain working relationships. Pam was the owner of a commercial property/asset management company, managing five properties and handling accounts payable and receivable for eight additional properties. Her tasks included planning and scheduling work of various contractors and company employees involved in remodeling, construction, and maintenance projects. She also prepared financial updates and correspondence relating to construction and remodeling projects, maintained budgets, processed invoices, and controlled overhead costs of construction projects.

Commercial Property Management, Robert L. Jensen & Associates, Fresno, CA: Communicated with real estate brokers, property owners, tenants, potential tenants, and vendors to establish and maintain working relationships. Her tasks included performing ongoing lease administration to ensure tenants' compliance with all lease provisions, working effectively with architects, engineers, developers, bankers, contractors, inspectors, city officials, decorators, agents, and tenants. She also prepared annual management plans, budgets, and monthly financial reports for owners of commercial properties.





Susan Sanchez

Title Research/Policies/Clearance

Certifications/Licenses:

California Notary Public: #2256475, Expires: 8/30/22

Education:

Bachelor of Science Degree, Business Accounting, Feati University

Professional Associations:

Member, International Right of Way Association

Relevant Experience:

Susan Sanchez has over 30 successful years of experience in the Title Insurance industry. Her excellent skills in research and examination of property production documentation makes her a valuable asset. She has been an accomplished Title Production Coordinator who supervised and trained a large number of staff members with daily title processing operations. Susan has exceptional organizational, analytical, and customer service skills.

Project Experience

Susan's project experience includes the following:

Records Technician, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Program, San Diego County, CA:

SDG&E was required to analyze the risk of electric wood poles in high risk fire areas and those that were deemed as fire hazards are being converted to steel poles throughout San Diego County. Susan is providing SDG&E a copy of their easement, associated sketch, assessor parcel map, and subdivision/parcel map. If there was no right of way easement to be found, verification that the pole facility is either in franchise or on a highway was also required.

Title Examiner, Stewart Title of California: Searched and examined Southern and Northern San Diego real properties, records and compiled appurtenant information into production, intermediate report formats. Coded and wrote up a wide variety of title orders for Single Family Residence, Multi Family Residence, Condominiums and Commercial properties. Quality control vendor products by searching and examining the appropriate codes and write-ups finalizing the finished product, before sending through electronic delivery to the customer. Examined reports for missed trust deeds and easements. Created preliminary reports for customers. Telework with team and coordinates with outside parties, Vendors, California, Title Officer. Trained and provided technical title skills to entry-level searchers.

Offshore Title Production Coordinator, InterTitle, First American Financial Corp: Produced title insurance products and services in offshore location for electronic delivery to First American Title Insurance in the United States. Supervised and tracked title production, lead in training and providing technical assistance to over 100 off shore staff and local customers. Organized training classes and created instructional material for internal staff. Monitored production statistics, managed workflow, and maintained quality and turnaround time of various products. Communicated with staff and vendors to resolved immediate conflicting issues with delay of products.

Researcher/Examiner and Locator/Customer Service, First American Title Insurance: Located property addresses, Assessor Parcel Number, and legal descriptions to locate correct properties. Prepared property profile, legal, and vesting for individual customers, realtors, and sales representatives. Supported customers by answering title related inquiries. Responsible for pulling documents from film, for searching and examining, used to start the preliminary reports.

Document Poster, Chicago Title Company (Safeco): Susan's tasks included posting title document manually in a geographic folder to create chain of title and sorting documents in chronological order for filing in the geographic folder.



Seth Fontes

Title Research/Policies/Clearance

Professional Associations:

Member, International Right of Way Association (IRWA)

Member, American Title Association

Member, California Land Title Association

Relevant Experience:

Seth Fontes has over 18 successful years of experience in the Title Insurance industry. His excellent skills in research and examination of property production documentation makes him an asset to any team. He has exceptional organizational, analytical, and customer service skills. Seth has been an accomplished Title Officer who works with staff members dealing with daily title processing operations.

Project Experience

Seth's project experience includes the following:

Senior Title Agent, San Diego Gas & Electric (SDG&E), Fire Risk Mitigation (FiRM) Program, San Diego County, CA:

SDG&E was required to analyze the risk of electric wood poles in high risk fire areas and those that were deemed as fire hazards are being converted to steel poles throughout San Diego County. Seth is providing SDG&E a copy of their easement, associated sketch, assessor parcel map, and subdivision/parcel map. If there was no right of way easement to be found, verification that the pole facility is either in franchise or on a highway was also required. SDG&E needed assistance for their New Business and Prior Rights research. Seth assists in providing the necessary right of way easement documentation, property owner information, location of project on GIS map, and Assessor's Parcel Map.

Title Officer, Fidelity National Title Company: Seth's role as a Title Officer included facilitating the closing of over 350 real estate transactions per month and working closely with escrow, Real Estate Agents, buyers, and sellers. He coordinated multiple high-volume tasks within the title unit, including the abstracting of recording documents, reviewing preliminary title reports, and managing special projects all within specific deadlines. Seth made underwriting decisions under time constraints while handling heavy phone and email volume.

Title Curative Specialist, iServe Real Estate Operations: Seth's role as a Title Curative Specialist included monitoring 250 plus assets a month. He reviewed legal descriptions, easements, and cleared liens and judgements. Seth also reviewed all preliminary title reports, title commitments, and abstracts quickly and accurately. He identified and cleared defects, encumbrances, and issues in the chain of title on foreclosed properties. He worked directly with attorneys, lien holders, and prior property owners to assess claims upon real property confirming validity and assigned monetary value to claims. Seth prepared complex reports ensuring full compliance with national guidelines, agency requirements, and tight deadlines.



JAMES RIOS, PLS

SURVEY PROJECT MANAGER

YEARS OF EXPERIENCE

Total Years 24
With Towill 3

EDUCATION

Various survey related courses completed at the following:
University of California Riverside, Riverside, CA;
Santiago Canyon College, Orange, CA; and
ITT Technical Institute, Anaheim, CA

REGISTRATION

2011/Professional Land Surveyor/#8823/CA

SPECIALIZED EXPERIENCE

- Specializes in right of way surveys, boundary surveys, Records of Survey, ALTA preparation, and encumbrance mapping
- Experienced in preparing topographic design surveys
- Experienced with data processing and least squares adjustments
- Excellent working knowledge of Caltrans right of way engineering, CAD, and survey standards
- Exceptional safety record

SUMMARY

Mr. Rios has 24 years of professional experience as a Project Manager, Party Chief, and Mapping Manager. His extensive experience includes performing field calculations, right of way and boundary surveys, and mapping. He has organized, managed, and executed QA/QC plans and has managed a broad range of assignments for various projects requiring extensive knowledge of land surveying and mapping. Mr. Rios routinely supervises the technical work of CAD drafters for the submission of final drawings, submittals, and specifications for approval. He also oversees and coordinates efforts in all aspects of land surveying, including research and analysis, title reports, rights of way, easements, ALTA surveys, topography, and construction staking.

PROJECT EXPERIENCE

Alameda Corridor-East Construction Authority (ACE), Turnbull Canyon Road Grade Separation, City of Industry, CA:

Mr. Rios is serving as Project Surveyor for the Turnbull Canyon Road Grade Separation project. This project will separate the roadway and the UPRR tracks by constructing a roadway overpass at Turnbull Canyon Road between Salt Lake Avenue on the north and Clark Avenue on the south. Towill is performing design surveys for the project's first phase and will go on to perform construction staking for the project's second phase. As Project Surveyor, Mr. Rios is responsible for obtaining right of way permits, establishing horizontal and vertical control, establishing survey control monuments, and preparing a right of way base map based on cadastral research.

Caltrans District 8, I-210 at Pepper Avenue, Colton, CA:

As Project Surveyor, Mr. Rios was a part of the team providing right of way engineering survey services. He was responsible for preparing a land net base map, legal descriptions, and appraisal maps for the project.

City of Chino, As-needed Land Surveying and Mapping, Chino, CA

Mr. Rios serves as Project Manager for this contract. Towill is providing as-needed land surveying and mapping services to the City of Chino. The contract's scope of work includes performing research and data collection, field surveying, right-of-way surveying, construction staking, and monument

JAMES RIOS, PLS

SURVEY PROJECT MANAGER

preservation. Towill was selected as the sole surveying consultant out of 11 proposing firms in late 2018, recently completed our first task order, and will soon begin work on a second task order.

Industry Urban Development Agency, State Route 67/60 Confluence, Phase 2B City of Industry, CA:

Located in the City of Industry, the SR-57/60 Confluence Phase 2B project reconstructed the westbound State Route 57/60 from Prospectors Road westerly to Grand Avenue and portions of Grand Avenue north of SR57/60. As part engineering design team, Towill, Inc. is providing land surveying, mapping and right of way engineering services for the Plans, Specifications and Estimates (PS&E) phase, Topographic design surveys, and Right of Way engineering services to support the acquisition of additional right of way from four adjacent parcels of the north soled of the project. All the land surveys and deliverables are performed in accordance with the Caltrans Surveys, CAD and Right of Way Engineering Manuals and delivered in MicroStation and InRoads formats. Mr. Rios is serving as Project Surveyor.

Orange County Public Works, On-call Land Surveying Services, Orange County, CA:

Mr. Rios serves as Project Surveyor for on-call services being provided to the County of Orange. Services that can be requested under this contract include boundary surveys, monumentation, monument preservation, topographic surveys, construction surveys, and other land surveying tasks. Mr. Rios is currently providing surveying and mapping services for monument preservation for pavement rehabilitation in the Olive Heights unincorporated area of Orange County. The scope of services includes monument preservation, horizontal controls, centerline monumentation, pre-construction and post-construction Corner Records, and submitting daily survey reports to the County.

Riverside County Transportation Commission (RCTC), I-15/Railroad Canyon Road Interchange Improvements, Lake Elsinore, CA:

Mr. Rios serves Project Manager for Phase I of the I-15/Railroad Canyon Road Interchange Improvements project in Lake Elsinore. This project will reconstruct the northbound ramps, widen the southbound on-ramp to three lanes, widen Railroad Canyon Road to eight lanes, install meters on the on-ramps, construct a northbound deceleration lane, and an acceleration lane at the on-ramps. Towill is providing design surveys, right of way engineering services, and construction design support.

San Bernardino County Transportation Authority (SBCTA), I-15/Baseline Road Interchange, Rancho Cucamonga, CA:

Mr. Rios served as a Project Surveyor for this SBCTA interchange project. Towill provided full construction survey support services, including monument preservation and perpetuation, construction staking, horizontal and vertical control, as-built surveys, and right of way surveys. The project improvements consisted of reconstructing the interchange as a partial cloverleaf configuration; the northbound on ramp was modified to two lanes to receive dual left turn lanes from the eastbound Baseline Road, and the southbound off-ramp was reconstructed as a two-lane exit at I-15 to expand to a four-lane ramp at its terminus at Baseline Road. In addition, two new bridges and one bridge widening were required.

CHRIS JOHNSON, LSIT

OFFICE SURVEYOR

YEARS OF EXPERIENCE

Total Years 34
With Towill 8

EDUCATION

Undergraduate Studies, University of Southern
California, Los Angeles, CA, 2000-2004

Completion of Local 12 Survey Apprenticeship and
Party Chief Programs

LICENSES/REGISTRATIONS

1993/Land Surveyor-in-Training #5129/CA

BNSF/UPRR E-Rail Safe Certified

SPECIALIZED EXPERIENCE

- Excellent safety record
- Proficient in Bentley MicroStation, InRoads, and Trimble Business Center software
- Knowledgeable in Caltrans standards
- Proficient with multiple survey instruments
- 34 years of field surveying experience

SUMMARY

Mr. Johnson brings 34 years of professional experience and is an Office Surveyor/Certified Party Chief with Towill, Inc. His background includes design surveys, construction staking, corridor control surveys, boundary surveys, ALTA surveys, HDS surveys, right of way monumentation, and topographical surveys. Mr. Johnson has also performed GPS data reduction, least squares adjustments, final mapping, and CAD drafting tasks for topographic and boundary surveys. He is knowledgeable in the use of MicroStation, Bentley InRoads, and Trimble survey instrumentation and software, and has a strong working knowledge of Caltrans standards.

PROJECT EXPERIENCE

City of Ontario, On-Call Surveying Services, Ontario, CA:

Mr. Johnson served as a Party Chief on this contract with the City of Ontario to provide land surveying services. The services provided on this contract consist of, but are not limited to, monument perpetuation, topographic surveying, control surveys, design surveys, field-to-finish mapping, construction surveys, boundary surveys, GPS surveying, 3D laser scanning, right of way engineering and mapping, title searches, ALTA surveys, and special studies. Some of the task orders under this contract were to provide monumentation perpetuation services for the City of Ontario's resurfacing program. In excess of 50 Corner Records were filed with the county of San Bernardino for this project. Design surveys were also provided for street and alley reconstruction projects, and construction staking for various street improvement projects throughout the city of Ontario.

Los Angeles County Department of Public Works (LADPW), As-Needed Surveying and Mapping Metropolitan Water District of Southern California, Survey, Mapping, and Related Services Contract, Los Angeles, CA:

As a survey analyst on this contract with the Metropolitan Water District of Southern California, Mr. Johnson provided land surveying, mapping and related services throughout Southern California. This multi-year contract involves boundary services, and right of way and title mapping for MWD owned

CHRIS JOHNSON, LSIT

OFFICE SURVEYOR

parcels and easements. The typical survey includes a boundary survey and the filing of a Record of Survey with the appropriate County to delineate MWD's fee and easements parcels.

Orange County Transportation Authority (OCTA), SR-91 Westbound Widening, Anaheim, CA:

Mr. Johnson served as Certified Party Chief and Office Surveyor for this roadway widening construction project for OCTA. Towill was contracted by the construction management team to provide full construction surveys, including construction computations, layout, horizontal and vertical control, as-built surveys, and monument preservation surveys. Mr. Johnson was responsible for performing construction computations, assisting with monument preservation, final monumentation and the preparation of records of survey, and supporting the field crew with construction computations and staking as needed to meet the needs of the project.

Riverside County Transportation Commission (RCTC), State Route 91 Design/Build Project, Riverside County, CA:

Mr. Johnson served as Senior Survey Analyst for this project. Towill provided design surveying support to the design-build JV team and lead design firm. These services included performing design surveys to prepare topographic mapping for the SR-91, I-15, and local street rights of way, surface visible features within the roadways, on- and off-ramps, bridges, walls, and other surface visible features defined in the project limits. Conventional ground surveys and terrestrial and mobile 3D Laser Scanning (HDS) methods were utilized to complete the topographic design surveys.

San Bernardino Transportation Authority (SBCTA), I-10/Tippecanoe Avenue Interchange, Phase I and Phase II, San Bernardino County, CA:

Mr. Johnson served as Office Surveyor on this project. As part of the construction management team, Towill provided construction surveying services on this interchange project. Phase I included the widening of the I-10 to accommodate an eastbound auxiliary lane and standard shoulder widths, construction of improvements to the eastbound I-10 off ramp at Tippecanoe Avenue, replacement of an existing concrete lined channel with a reinforced concrete box culvert, widening of the San Timoteo Creek Bridge, and bridge barrier replacements for both eastbound and westbound I-10. Phase II included modification of the westbound I-10 ramps and widening of streets and undercrossings. For both phases of the project, Towill provided monument preservation and perpetuation, construction layout, horizontal and vertical control, as built surveys, and right of way surveys.

Southern California Edison (SCE), Master Services Agreement, Land Surveying, Various Locations, CA:

Mr. Johnson serves as Certified Party Chief on this as-needed contract. Towill is currently providing full land surveying and mapping services to support design, construction, and right of way acquisition activities for various SCE projects throughout Southern California. These projects include the Chino Hills Underground Project, Chino Hills; Union Pacific Railroad License Surveys, various Southern California counties; Tehachapi Renewable Transmission Project, Segment 11, Palmdale; and Highway 395 Transmission Crossings, Bishop.



Mark Hendrickson, MAI, AI-GRS

Appraiser

Certifications/Licenses:

MAI, Appraisal Institute

CA Certified General Real Estate Appraiser, #AG04974

Education:

Bachelor of Business Administration, Emphasis on Finance, San Diego State University

Professional Associations:

San Diego Treasurer, Board of Appraisal Institute

Education and Finance Committee Chairman, Appraisal Institute

Appraisal Representative, International Right of Way Association (IRWA)

Relevant Experience:

Mark Hendrickson, MAI, AI-GRS has over 15 years of appraisal experience and is proficient in appraisal of commercial, industrial, and residential properties. He has managed and reviewed multiple large linear infrastructure projects from preliminary budgeting and risk management through valuation and acquisition. He is experienced in the Uniform Relocation and Real Property Acquisition Policies Act, state eminent domain law, valuation of vacant land (both unentitled and entitled) with or without biologically sensitive habitat. He has appraised several large industrial complexes, retail centers, office properties, and apartment complexes. He specializes in the appraisal of complex commercial, industrial, and residential properties for public acquisition under eminent domain law.

Project Experience

Mark's project experience includes the following:

Appraiser, City of San Diego, PURE Water Project, San Diego, CA: Partial and full acquisition appraisals. Analysis of highest and best use, valuation of the whole properties, part take analysis, and consideration of damages, and benefits. The values for the properties range from \$4,500,000 to \$50,000,000 with larger acquisition areas ranging from \$65,000 to \$417,000. These appraisals were completed for eminent domain purposes.

Appraiser, Imperial Irrigation District, S-Line Distribution Project, Imperial County, CA: The project involved valuation of 28 properties located within Imperial County near El Centro. The valuation process was based on right-of-way mapping of a 60-foot-wide corridor, with contingencies for potential widened right-of-way requirements for a second 230 kV circuit. The types of properties valued included: residential, agricultural, commercial, and Solar Voltaic purposes (solar farms). The analysis included value of the whole for each property, valuation of the portions sought, and analysis of severance damages, particularly as it related to agricultural properties.

Appraiser, San Diego County Water Authority, Pipeline 3 Relining Project, San Diego County, CA: This project involved appraisals of 25 properties for partial acquisitions and temporary easement rights for a water pipeline maintenance project. The appraisals involved analysis of highest and best use, valuation of the whole properties, temporary easement analysis, and consideration of damages and benefits.

Appraiser, San Diego Gas & Electric (SDG&E), Sunrise Powerlink Project & East County Substation Project (ECO), San Diego County, CA: These two projects involved appraisals of over 40 properties of commercial, single-family residential, and large holdings of vacant land throughout eastern San Diego County. The valuations required full-take and partial-take appraisals for utility corridor acquisition. The appraisals included valuation of the fee simple interest, as well as permanent and temporary easement rights.

After condition analysis included consideration of damages resulting from powerlines located near single-family residences and impacts to the development potential of vacant sites. Many of the properties required detailed larger parcel analysis.

Appraiser, Tule Wind Project, Avangrid Renewables & Bureau of Land Management, San Diego County: Project involved valuation of over 12,000 acres of land located in the eastern community of Boulevard, in unincorporated San Diego County. The Tule Wind Farm will include 62 Type-III wind turbines, over 18 miles of new access road, 11 miles of improvements to existing roadways, construction of overhead and underground 34.5 kV collector lines, two miles of 138 kV gen-tie line, and two meteorological towers. Additional temporary construction facilities include a 10-acre parking and staging area and twelve two-acre construction laydown areas.

Appraiser, Army Corps of Engineers, Border Fence Project: The project involved over 45 appraisals of properties located within proximity to the US/Mexico International Border. The appraisals were required to gain legal access rights for border patrol agents patrolling the region. The analysis included valuation of the fee simple interest, as well as, permanent easement rights. Many of the properties required detailed larger parcel analysis and analysis of severance damages.

QUALIFICATIONS OF THE APPRAISER

William B. Anderson, MAI, SRA

Anderson & Brabant, Inc.
353 W. 9th Avenue
Escondido, CA 92025
(760) 214-7752 Cell

I. Resident of San Diego County since 1970

II. **Professional Affiliations:**

- A. Member, Appraisal Institute, MAI, SRA
- B. Member, International Right of Way Association
- C. 1988 President, AIREA, San Diego Chapter No. 42
- D. Certified General Real Estate Appraiser (AG002315)
Bureau of Real Estate Appraisers, State of California

III. **Appraisal Experience:**

Co-Owner – Anderson & Company, 1985 to present
Co-Owner — Anderson & Brabant, Inc., 1979 to present
Co-Owner — Robert M. Dodd & Associates, Inc., 1977 to 1979
Staff Appraiser, Vice President and Appraisal Manager — Financial Appraisals, Inc.,
1968 to 1977
Staff Appraiser — Financial Savings and Loan Association, Culver City, California,
1964 to 1966

IV. **Expert Witness:**

Superior Court, San Diego County
Municipal Court, San Diego County
Federal Bankruptcy Court, San Diego County, San Bernardino County
Assessment Appeals Board, San Diego County
Various Arbitration Hearings as Witness and Arbitrator

V. **Educational Background:**

- A. Graduated from El Segundo High School — 1963
- B. Attended El Camino Junior College, Palomar Junior College, and U.C.L.A.
- C. Professional Education Completed:
 - 1. Appraisal Institute
 - a. Real Estate Appraisal I — Principle Methods and Techniques
 - b. Real Estate Appraisal II — Urban Properties
 - c. Real Estate Appraisal VI — Investment Analysis
 - d. Real Estate Appraisal VIII
 - e. Standards of Professional Practice
 - f. Litigation Valuation
 - 2. Society of Real Estate Appraisers:
 - a. Course 101 — Real Property Valuation
 - b. Course 201 — Income Property Valuation
 - 3. Partial List of Seminars:
Condemnation Valuation, 11/94
Court Preparation in Litigation Cases, 11/95
California Laws & Regulations, 3/96
Litigation Valuation, 11/96

Qualifications of the Appraiser
William B. Anderson, MAI, SRA
Page 2

Standards of Professional Appraisal Practice, 12/97
Damages, Diminution and Mitigation, 8/98
31st Annual Litigation Seminar, 11/98
Land Development, 3/99
Gramm-Leach Privacy Act, 10/01
34th Annual Litigation Seminar, 11/01
Real Estate Disclosure, 1/02
Applying Economic Forecast, 2/02
Partial Interest Valuation – Divided, 3/02
Price Indexing Real Estate Markets, 7/02
Statistical Analysis Using the Database, 7/02
Eminent Domain Case Study Update, 10/02
35th Annual Litigation Seminar, 11/02
Standards of Professional Practice, Part C, 12/02
National USPAP Update Course, 4/04
Applying Economic Forecast – SD Regional Analysis, 2/05
Uniform Appraisal Standards for Fed. Land Acquisitions, 1/07
San Diego Economic Forecast, 2/07
Business Practices and Ethics, 6/07
IR/WA's Eminent Domain Case Update Seminar, 10/07
40th Annual Litigation Seminar, 9/08

San Diego Apt. & Housing Seminar, 9/08
7-Hour National USPAP Update Course, 4/10
IR/WA's Eminent Domain Case Update, 4/10
San Diego Apt. & Housing Seminar, 9/10
43rd Annual Litigation Seminar, 11/10
San Diego Economic Forecast, 2/11
Loss Prevention Seminar, 4/11
Operating Expense Seminar, 4/11
San Diego Housing Seminar, 9/11
2012 San Diego Economic Forecast, 2/12
Business Practices and Ethics, 7/12
Appraisal Curriculum Overview – General, 7/12
Appraisal Curriculum Overview - Res., 7/12
Vineyard Valuation, 11/12
Unique Appraisal Assignments, 2/14
Subdivision Analysis, 8/14
Digging into Ground Leases, 2/15
Downtown San Diego Development, 9/15
IRWA Chapter 1 Valuation Seminar, 4/16
Fed/CA Statutory & Regulatory Laws, 4/16
Business Practices and Ethics, 7/16

VI. Types of Appraisals:

Residential Property:	Single-Family Residence, Condominiums, Apartments, Subdivisions, Mobile Home Parks, Existing and Proposed
Commercial Property:	Automobile Dealerships, Office Buildings, Shopping Centers, Office Condominiums, Etc., Existing and proposed
Industrial Property:	Single/Multi-Tenant, Business Parks, Etc., Existing and proposed
Vacant Land:	Industrial, Commercial, Residential, and Rural
Agricultural:	Ranches, Avocado and Citrus Groves, Nurseries, Etc.
Special Purpose Appraisals:	Partial Takings for Road Rights of Way, Easements, Leasehold Estates, Possessory Interest, Historical Appraisals, Etc.
Special Purpose Properties:	Hangers, Golf Courses, Churches, Yacht Club & Marina, Etc.
Special Projects:	Fire Damaged Property, Encinitas Ranch, Pomerado Business Park, Parkway Business Park, San Marcos County Landfill and Keller Canyon Landfill

VII. Partial List of Appraisal Clients:

Lenders

Fallbrook National Bank
Downey Savings
Bank of America
North County Bank
Grossmont Bank
Pomona First Federal
GE Capital
California Bank & Trust

Great Western Bank
Imperial Bank
Pacific Coast Savings & Loan
Palomar Savings & Loan
Rancho Santa Fe National Bank
Union Bank
Wells Fargo Bank
First Community Bank of Santa Rosa

Title Companies

Chicago Title Co.
First American Title Co.
Safeco Title Co.
St. Paul Title Co.
Title Insurance & Trust

Government Agencies and Municipalities

San Diego Association of Governments
Civic San Diego
United States Justice Department
CA Department of Transportation -Caltrans
City of Encinitas
City of Chula Vista
City of National City
City of Escondido
City of Oceanside
City of San Diego
City of San Marcos
City of Vista
County of San Diego
Escondido Union School District
Encina Wastewater Authority
North County Transit District
San Diego Port District
Federal Deposit Insurance Corp.
Olivenhain Municipal Water District
Poway Municipal Water District
Ramona Unified School District
Small Business Administration
Vallecitos Water District
Valley Center Municipal Water District

Law Firms

Daley & Heft
Meyers Fozi, LLP
Law Offices of Wesley W. Peltzer
Winet, Patrick & Weaver
Endeman, Lincoln, Turek & Heater
Best Best & Krieger
Gray, Cary, Ware & Freidenrich
Jones, Hatfield & Penfield
Nugent & Newnham
Skripek & Miller
Paul, Hastings, Janofsky & Walker
Quinn Emanuel Urquhart & Sullivan
Bartz Law Firm
Incorvaia & Associates
Garth O. Reid
Koenig Jacobsen

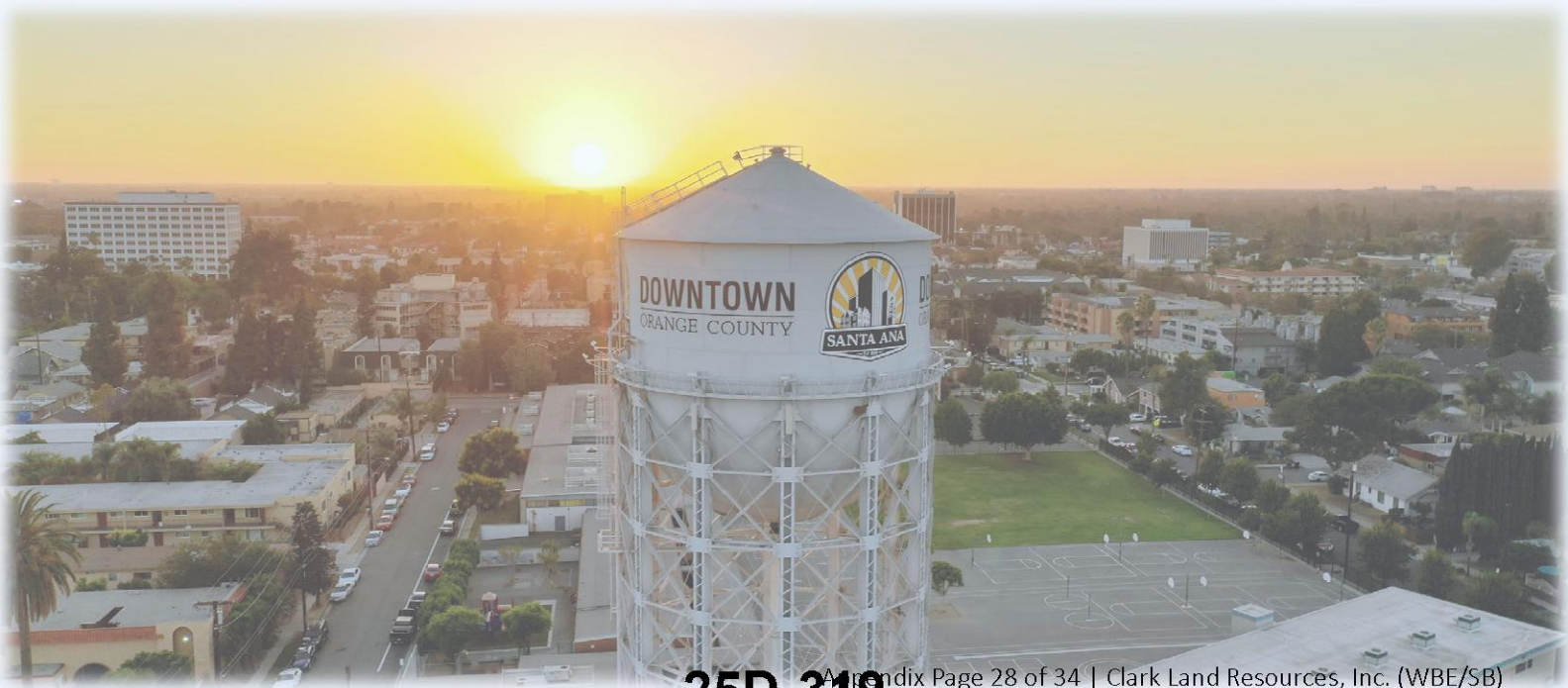
Others

Rincon Band of Luiseno Indians
AT&T
County Counsel
Stone & Youngberg
Trust for Public Land
The Willett Company
Pacific Bell
Hollandia Dairy
Pardee Construction
Sutro Mortgage Company
Wessell Construction Company
Palomar College
Granite Construction
Homer Heller Ford
The Kissell Company
Los Alamitos Race Course
MCI
MTS
Helix Water District
Pacific Realty Advisors
Bender Rosenthal, Inc.
San Diego Gas & Electric Co.
Tesoro South Coast Co., LLC
San Diego County Water Authority
Yuima Municipal Water District
Rincon Band of Luiseno Indians
Bell Enterprises
San Diego River Park Foundation
The Nature Conservancy
Fallbrook Hospital District
Gregory Canyon Ltd., LLC

White & Bright
Law Offices of Donald W. Detisch
Post, Kirby, Noonan & Sweat
Rutan & Tucker
Jeffrey Scott
Sternberg, Eggers, Kidder & Fox
Sullivan, Delafield, McGrath & McDonald
Wingert, Grebing, Anello & Chapin
Ito Law Group LLC
Andrew Rauch, APC
Early Sullivan Wright Gizer & McRae LLP
Quinn Emanuel Urquhart & Sullivan, LLP
Higgs Fletcher & Mack

Appendix 2

Attachment 5/References



25D-319

Appendix Page 28 of 34 | Clark Land Resources, Inc. (WBE/SB)

**Appendix
ATTACHMENT 5
REFERENCES**

**WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES
RFP NO.: 20-091**

List and describe fully the contracts performed by your firm which demonstrate your ability to provide the supplies, equipment or services included in the scope of the proposal specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

Reference

Customer Name: City of San Diego Contact Individual: Barry Slotten, Acquisitions Division Program Manager

Address: 1200 Third Ave, # 1700 Phone Number: 619-236-6724

San Diego, CA 92101 Facsimile Number: _____

Contract Amount: \$1 million per year for 3 years Year: 2016 – 2021

Description of supplies, equipment, or services provided:

As-Needed Real Estate and Appraisal Services for the Pure Water Project.

Reference

Elsinore Valley
Customer Name: Municipal Water District Contact Individual: Jorge Chavez, Management Analyst

Address: 31315 Chaney Street Phone Number: 951-674-3146 Ext. 8357

Lake Elsinore, CA 92530 Facsimile Number: _____

Contract Amount: \$70,350 Year: 2018 - 2/28/21

Description of supplies, equipment, or services provided:

As-Needed Commercial Real Estate Services.

Reference

Customer Name: San Diego Gas & Electric Contact Individual: John Hutter, Right of Way Manager

Address: Century Park/CP12A P.O. Box 129831 Phone Number: 858-654-1273

San Diego, CA 92123 Facsimile Number: _____

Contract Amount: \$15,000,000 million Year: 2015 - Ongoing

Description of supplies, equipment, or services provided:

As-Needed Land Management and Acquisition Services.

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

25D-320

Appendix 3 Certifications



25D-321

Appendix Page 30 of 34 | Clark Land Resources, Inc. (WBE/SB)

Appendix
ATTACHMENT 4-1: NON-COLLUSION AFFIDAVIT CERTIFICATIONS

WATER RESOURCES RIGHT OF WAY ACQUISITION SERVICES
RFP NO.: 20-091

NON-COLLUSION AFFIDAVIT
(Title 23 United States Code Section 112 and
Public Contract Code Section 7106)

To the CITY OF SANTA ANA DEPARTMENT OF PUBLIC WORKS

In accordance with Title 23 United States Code Section 112 and Public Contract Code 7106 the BIDDER declares that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the BIDDER has not directly or indirectly induced or solicited any other BIDDER to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived or agreed with any BIDDER or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the BIDDER has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the BIDDER or any BIDDER, or to fix any overhead, profit, or cost element of the bid price, or of that of any other BIDDER, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the BIDDER has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

Note: The above Non-collusion Affidavit is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this Non-collusion Affidavit. BIDDERS are cautioned that making a false certification may subject the certifier to criminal prosecution.

Signed

Linda L. Clark

State of California
County of San Diego

Subscribed and sworn to (or affirmed) before me on this 29th day of Sept., 2020 by Linda L. Clark, proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.



Brenda Gomez
Notary Public Signature

Notary Public Seal

Appendix
ATTACHMENT 4-2: NON-LOBBYING CERTIFICATION

The prospective participant certifies, by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

1. No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence any officer or employee of any federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant loan, loan or cooperative agreement, the undersigned shall complete and submit a "Disclosure of Lobbying Activities".

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 imposed by Section 1352, Title 31, U. S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The prospective participant also agrees by submitting his or her bid or proposal that he or she shall require that the language of this certification be included in all lower tier subcontracts, which exceed \$100,000 and that all such sub recipients shall certify and disclose accordingly.

Firm Clark Land Resources, Inc.

Signed and Printed Name: Linda L. Clark Linda L. Clark, RWP

Title President/CEO

Date October 8, 2020

Appendix
ATTACHMENT 4-3: NON-DISCRIMINATION CERTIFICATION

The undersigned consultant or corporate officer, during the performance of this contract, certifies as follows:

1. The Consultant shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The Consultant shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, 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. The Consultant agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
2. The Consultant shall, in all solicitations or advertisements for employees placed by or on behalf of the Consultant, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.
3. The Consultant shall send to each labor union or representative of workers with which he/she has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the Consultant's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The Consultant shall comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
5. The Consultant shall furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his/her books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation, to ascertain compliance with such rules, regulations, and orders.
6. In the event of the Consultant's non-compliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, the contract may be canceled, terminated, or suspended in whole or in part and the Consultant may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulations, or order of the Secretary of Labor, or as otherwise provided by law.
7. The Consultant shall include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted

by rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontract or purchase order as the administering agency may direct as means of enforcing such provisions, including sanctions for noncompliance; provided, however, that in the event the Consultant becomes involved in, or is threatened with, litigation with a sub-consultant or vendor as a result of such direction by the administering agency, the Consultant may request that the United States enter into such litigation to protect the interests of the United States.

8. Pursuant to California Labor Code Section 1735, as added by Chapter 643 Stats. 1939, and as amended,

No discrimination shall be made in the employment of persons upon public works because of race, religious creed, color, national origin, ancestry, physical handicaps, mental condition, marital status, or sex of such persons, except as provided in Section 1420, and any consultant of public works violating this Section is subject to all the penalties imposed for a violation of the Chapter.

Signed: Linda L. Clark
Title: President/CEO
Firm: Clark Land Resources, Inc.
Date: October 8, 2020

EXHIBIT C

COMPENSATION

Fee Proposal including hourly rates if applicable

Clark Land Resources, Inc.
Example of Right of Way Acquisition Costs

Proposal Example - The following is a typical cost summary for a five parcel acquisition project involving one relocation. The example assumes the preliminary title reports are provided by the City and that fees for related services (escrow, title, insurance are paid directly by the City.

Staff Classifications and Rates		Role	Per Hour Rate	Role	Per Hour Rate	Role	Per Hour Rate	Role	Per Hour Rate	Role	Per Hour Rate	Role	Per Hour Rate	Project Totals
Tasks	Project Manager		\$190.00	Project Coordinator	\$170.00	Real Estate Broker	\$190.00	Right of Way Engineering/ Surveyor	\$185.00	Right of Way Appraiser/ Review Appraiser	\$190.00	Right of Way Technician/ Relocation Specialist	\$90.00	
Task 1 & 2 - Survey & Appraisal														
Kick Off Meeting	2.00		\$380.00					2.00	\$370.00	2.00	\$380.00		\$0.00	\$1,130.00
Document review			\$0.00					4.00	\$740.00	20.00	\$3,800.00		8.00	\$5,260.00
Field Visit			\$0.00					8.00	\$1,480.00	10.00	\$1,900.00			\$3,380.00
Research/Doc prep			\$0.00					8.00	\$1,480.00	100.00	\$19,000.00		20.00	\$22,280.00
Final Plats & Legals	1.00		\$190.00					6.00	\$1,110.00	20.00	\$3,800.00		5.00	\$5,550.00
Final Appraisals			\$0.00						\$0.00	50.00	\$9,500.00		5.00	\$9,950.00
Appraisal Review			\$0.00						\$0.00	60.00	\$11,400.00		2.00	\$11,580.00
Final Appraisals			\$0.00						\$0.00	20.00	\$3,800.00		7.50	\$4,475.00
													Task 1 & 2 Subtotal	\$63,605.00
Task 3 - Acquisition														
Kick Off Meeting	2.00		\$380.00	2.00	\$340.00		\$0.00					2.00	\$270.00	\$990.00
Review Plats/Appraisals	5.00		\$950.00	5.00	\$850.00	2.00	\$380.00					5.00	\$675.00	\$2,945.00
Field Visit	3.00		\$570.00	3.00	\$510.00		\$0.00					3.00	\$405.00	\$1,485.00
Create Project Files	1.00		\$190.00	2.00	\$340.00		\$0.00					5.00	\$675.00	\$1,655.00
Great Project Tracker	0.00		\$0.00	1.00	\$170.00		\$0.00					1.00	\$135.00	\$395.00
Prepare Contracts	5.00		\$950.00	10.00	\$1,700.00	5.00	\$950.00					10.00	\$1,350.00	\$5,400.00
City Approvals	5.00		\$950.00	2.00	\$340.00		\$0.00					5.00	\$675.00	\$2,145.00
Owner Meetings/Negotiations	10.00		\$1,900.00	50.00	\$8,500.00		\$0.00					25.00	\$3,375.00	\$13,955.00
Owner/City Sign	0.50		\$95.00	5.00	\$850.00	3.00	\$570.00		0			5.00	\$675.00	\$2,370.00
													Task 3 Subtotal	\$31,340.00
Task 4 - Escrow														
Open Escrow	1.00		\$190.00	1.00	\$170.00								\$0.00	\$360.00
Collect Documents	1.00		\$190.00	1.00	\$170.00							10	\$1,350.00	\$1,710.00
Recording	1.00		\$190.00	1.00	\$170.00							5	\$675.00	\$1,035.00
													Task 4 Subtotal	\$3,105.00
Task 5 - Relocation														
Prepare Files			\$0.00	1.00	\$170.00							1.00	\$135.00	\$395.00

25D-327

Clark Land Resources, Inc.
Example of Right of Way Acquisition Costs

Prepare Regulatory Notifications (GIN, Brochure, Title VI)	1.00	\$190.00	1.00	\$170.00							1.00	\$135.00	1.00	\$90.00	\$585.00
Prepare Notice of Entitlement (NOE)		\$0.00	0.50	\$85.00							1.00	\$135.00	1.00	\$90.00	\$310.00
Deliver Notice of Entitlement	1.00	\$190.00	1.00	\$170.00							3.00	\$405.00	1.00	\$90.00	\$855.00
Offer Advisory Assistance/Search	1.00	\$190.00	2.00	\$340.00							4.00	\$540.00		\$0.00	\$1,070.00
Present Suitable Replacement Site Referrals	1.00	\$190.00	2.00	\$340.00							2.00	\$270.00		\$0.00	\$800.00
Replacement Site Inspection/Move Monitoring/Coordination	1.00	\$190.00	1.00	\$170.00							3.00	\$405.00		\$0.00	\$765.00
Issue 90-day, 30-day Notices		\$0.00	0.50	\$85.00							1.00	\$135.00	1.00	\$90.00	\$310.00
Prepare and Deliver RAP Benefits	1.00	\$190.00	3.00	\$510.00							1.50	\$202.50	1.00	\$90.00	\$992.50
												Task 5 Subtotal		\$6,082.50	
Task 6 - Close Out															
Project Certification	1.00	\$190.00	1.00	\$170.00	1.00	\$190.00		\$0.00		5.00	\$675.00	5.00	\$450.00	\$1,675.00	
File Close	1.00	\$190.00	1.00	\$170.00	1.00	\$190.00	2.50	\$475.00	2.00		\$270.00	10.00	\$900.00	\$3,120.00	
												Task 6 Subtotal		\$4,795.00	
Other Direct Costs												\$		500.00	
												Project Total		\$109,427.50	

25D-328

The proposer shall complete and submit a total markup schedule. This schedule will be used for comparison purposes only.

Clark Land Resources, Inc. Billing Rates

TITLE	BILLING RATE (PER HOUR UNLESS OTHERWISE NOTED)
Project Manager <i>(also includes Principal in Charge)</i>	\$ 190.00
Project Coordinator <i>(also includes Sr. Acquisition and Relocation Agents, Property Manager, and Contract Administrator)/CA, Real Estate Broker</i>	\$ 170.00 \$ 190.00 for Broker
Right of Way-Technician <i>(also includes Right of Way/Relocation Agent and Title Research/Clearance)</i>	\$ 135.00
Office Assistant	\$ 90.00
Right of Way-CA, Certified Appraiser	\$ Appraisers bill by lump sum per parcel. Typically \$5,000 for residential and \$7,000 for commercial/industrial
Right of Way Engineering/Surveyors	\$185.00
Review Appraiser	\$ Review Appraisers bill by lump sum per parcel. Typically \$3,000 for each appraisal.

Other Direct Costs:

Copying	.15 cents per copy
Title Reports	\$800.00 per report
Mileage	The IRS current allowable rate and time of service.