

LOS RIOS COMMUNITY COLLEGE DISTRICT

PURCHASING: (916) 568-3071 • FAX: (916) 568-3145
 ACCOUNTING OPS: (916) 568-3065 • FAX: (916) 286-3636

PURCHASE ORDER NO 0001083787

PLEASE SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

| | | |
|--------------------------------|-----------------|------------|
| Date | Revision | Page |
| 10/14/2015 | | 1 |
| Payment Terms | Freight Terms | Ship Via |
| NET 30 | Shipping Point | Best Metho |
| Reference: | Location / Dept | |
| 1007397 ROSENTHAL R ROUILLER S | 04ADMN PRES | |

Supplier: 0000036864
 WEISS GROUP
 2000 L STREET STE 250
 SACRAMENTO CA 95811

Phone: (916) 443-2021

email: steve@weissgrp.com

Ship To: FOLSOM LAKE COLLEGE
 RECEIVING
 10 COLLEGE PARKWAY
 FOLSOM CA 95630
 United States

Bill To: 1919 Spanos Court
 Sacramento CA 95825-3981
 United States

Tax Exempt? N

| Line-Sch | Item/Description | Quantity | UOM | PO Price | Extended Amt | Due Date |
|----------|--|----------|-----|-----------|--------------|------------|
| 1- 1 | PROFESSIONAL CONSULTING SERVICES, COUNSEL AND FACILITATION SUPPORT TO DEVELOP FOLSOM LAKE COLLEGE MASTER PLAN FROM SEPTEMBER 1st, 2015 TO JANUARY 31st, 2016 | 1.00 | JOB | 20,000.00 | 20,000.00 | 10/26/2015 |

SA# 45423

SBAI 11-18-15

| | |
|------------------|-----------|
| Sub Total Amount | 20,000.00 |
| Sales Tax Amount | 0.00 |
| Total PO Amount | 20,000.00 |

| BU | Acct | Fd | Org | Prog | Sub | Proj | Amount | BYear |
|-------|------|----|------------|-------|-------|------|-----------|-------|
| GENFD | 5100 | 11 | FL.VA.PROJ | 66000 | 00000 | 101E | 20,000.00 | 2016 |

0001007397KIRKLINK12-OCT-2015

Verification of this purchase order can be made using the Los Rios Community College District web site listed below.
 If you have any questions, please contact the Purchasing Office at (916)568-3071.

<http://www.losrios.edu/purchasing/povalidation>

All shipments, invoices, and correspondence must be identified with our Purchase Order Number. Overshipments will not be accepted unless authorized by Buyer prior to shipment.

ENTERED

Authorized Signature

Notice to vendor: You are responsible for delivering goods and delivery documents to the Receiving Department at the site. Failure to do so will delay payment processing. Vendor is responsible for obtaining verification of delivery by authorized Receiving Room personnel. Receipt of goods by other parties and failure to obtain authorized signatures may also delay payment. NOTE: PAYMENT TERMS NET 30
 MATERIAL SAFETY DATA SHEETS (MSDS) must be provided with the delivery of product as required by law.

LOS RIOS COMMUNITY COLLEGE DISTRICT

American River College • Cosumnes River College • Folsom Lake College • Sacramento City College

PURCHASE ORDER TERMS AND CONDITIONS

1. **APPLICABLE LAW:** The contract resulting from this order shall be governed by the laws of the State of California
2. **COMPLETION OF ORDERS:** LRCCD reserves the right to withhold payment until order is completed.
3. **DISCOUNTS:** Please show cash payment discount offered on your invoice in connection with any discount offered, time will be computed from date of delivery of the supplies or equipment, or from date correct invoices are received in the office specified by LRCCD if the latter date is later than the date of delivery. Payment is deemed to be made for the purpose of earning discount, on the date payment is mailed or on behalf of LRCCD.
4. **INVOICES:** Invoices shall be prepared and submitted in duplicate unless otherwise specified. Invoices shall contain Purchase order number, date, description of items, sizes and quantities, unit prices, extended totals, place and date of delivery. Invoices or vouchers not on printed bill heads shall be signed by the CONTRACTOR or person furnishing the supplies or services. Every invoice shall be properly itemized. If LRCCD has not received billing for product or services within a one year period LRCCD will not be held responsible for satisfying the debt.
5. **CHANGES:** No change or modification in terms, quantities, or specifications may be made without express authorization in writing from the LRCCD Purchasing Office and signed by the parties hereto, and no oral understanding or agreement not incorporated herein shall be binding on any of the parties hereto. If unit cost of any item exceeds the amount shown by 10% or \$250.00 whichever is less do not ship. Contact LRCCD Purchasing at the phone number provided.
6. **BILL OF LADING:** If Bill of Lading is applicable to this order, send originals to "Ship to" address and duplicate Bill of Lading with invoices to "Bill to" address. All correspondence, invoices, bills of lading, shipping memos, packages, etc., must show purchase order number. If factory shipment, advise factory to comply.
7. **TRANSPORTATION CHARGES:** Invoices for prepaid transportation charges must be supported by original receipted expense bills.
8. **FOB POINT AND FREIGHT CHARGES:** Unless otherwise specified on this order, all items shall be delivered FOB Destination. No charge for delivery, drayage, express, parcel post, packing, cartage, insurance, license fees, permits, or for any other purpose will be paid by LRCCD unless expressly included and itemized in the order. Unless otherwise shown, on "FOB Shipping Point" transactions, CONTRACTOR shall arrange for lowest cost transportation, prepay and add freight to invoice and furnish supporting freight bills if the amount exceeds \$50.00. On "FOB Shipping Point" transactions, should any shipments under this purchase order be received by LRCCD in a damaged condition and any related freight loss and damage claims filed against the carrier or carriers be wholly or partially declined with the inference that damage was the result of the act of the shipper such as inadequate packaging or loading or some inherent defect in the equipment and/or material, CONTRACTOR on request of LRCCD shall at CONTRACTOR's own expense assist LRCCD in establishing carrier liability by supplying evidence that the equipment and/or materials was properly constructed, manufactured, packaged, and secured to withstand normal transportation conditions. Shipments that are California intrastate in nature and where freight is to be borne by LRCCD shall be tendered to carriers with written instructions that rate and charges may not exceed the lowest lawful rates on file with the California Public Utilities Commission.
9. **PATENT INDEMNITY:** The CONTRACTOR shall hold LRCCD, its officers, agents and employees harmless from alleged liability of any nature or kind, including costs and attorney fees and expenses, for infringement or use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.
10. **TAXES:** Certain articles sold to LRCCD are exempt from certain Federal excise taxes. LRCCD will reimburse the CONTRACTOR for, or pay directly, all California State and local sales and use taxes applicable to this purchase.
11. **EQUAL OPPORTUNITY EMPLOYER:** The acceptance of this purchase order by a supplier of goods and services is a certification that such supplier complies with all provisions of executive order 11246 and is an equal opportunity employer.
12. **GENERAL SAFETY ORDERS:** All materials, supplies and services sold to LRCCD shall conform to the general safety orders of the State of California. All materials, except as otherwise specified, must be new and of the best quality of their respective kinds.
13. **INDEMNIFICATION:** CONTRACTOR shall indemnify, defend and hold harmless LRCCD, its trustees, officers, agents, employees and volunteers, from any and all claims, demands, suits, causes of action, damages, penalties, breaches of this agreement, infringement of patent rights, costs, expenses, violations of employee occupational health and safety laws, attorney fees, losses or liability, property damage, personal injuries to or death of persons, arising out of, alleged to have arisen out of, or relating in any way to CONTRACTOR's work to be performed under this agreement, except if caused solely by the negligence of LRCCD.
14. **TERMINATION:** LRCCD may terminate this agreement and be relieved of the payment of any consideration to CONTRACTOR should CONTRACTOR fail to perform the covenants herein contained at the time and in the manner herein provided. In the event of such termination LRCCD may proceed with the work in any manner deemed proper by LRCCD. The cost to LRCCD shall be deducted from any sum due the CONTRACTOR under this agreement and the balance if any, shall be paid the CONTRACTOR upon demand.
15. **ASSIGNMENT:** Without the written consent of LRCCD, this agreement is not assignable by CONTRACTOR either in whole or in part.
16. **PUBLIC WORKS PROJECTS:** CONTRACTOR must comply with Public Contract Code.
17. **CA LABOR CODE:** Pursuant to Section 1700, and following, the CONTRACTOR shall pay not less than the prevailing rate of per diem wages as determined by the Director of the California Department of Industrial Relations. Copies of such prevailing rate of per diem wages are on file at the Business Office of the Los Rios Community College District, 1919 Spanos Court, Sacramento, CA 95825. Those copies shall be made available to any interested party upon request. The CONTRACTOR shall forfeit, as penalty to the LRCCD, Fifty Dollars (\$50.00) for each calendar day or portion thereof, for each workman paid less than the stipulated prevailing rates for any work done under the contract by him/her or by any subcontractor under him, in violation of the provisions of such Labor Code.
18. **NOTICE:** Your employees may be exposed to hazardous substances during the course of their work while on LRCCD property. For additional information on the hazardous substances that your employees may be exposed to contact the LRCCD General Services Department at (916) 568-3048.
19. **INSURANCE:** CONTRACTOR shall, at all times, maintain in full force and effect the following insurance: Workers' Compensation, Commercial General Liability, Auto Liability, and Professional Liability if licensed professional. Policy limits for each shall be at least \$1,000,000 AND \$3,000,000 AGGREGATE for bodily injury, personal injury and property damage. Any combination of General Liability and Excess Coverage can be combined to meet the Aggregate. LRCCD shall be named as an additional insured on CONTRACTOR's policies. The CONTRACTOR shall provide a certificate of insurance and required endorsements to comply with this section at least 15 days prior to commencement of work under this contract. The certificate shall state that LRCCD will be given 30 days notice of any material change or cancellation in coverage.
20. **DISQUALIFIED EMPLOYEES:** CONTRACTOR shall ensure that persons who perform services on LRCCD property have not been convicted of any felony, or any controlled substance offense or any sex offense as those terms are defined by Education Code section 87008-87010. If LRCCD determines that any person employed by CONTRACTOR to work on LRCCD property is incompetent, unfaithful, intemperate, disorderly, abusive or is otherwise unsatisfactory, CONTRACTOR shall cause that employee to be removed from working on LRCCD property immediately, and that person shall not be employed again on LRCCD property.
21. **WORK AUTHORIZATION:** Prior to LRCCD's acceptance of this Agreement, CONTRACTORS who are not U.S. citizens must provide verification of (a) work authorization status from the appropriate U.S. Department of State; (b) a copy of their U.S. visa; (c) the number of days present in the U.S.; and (d) tax treaty status. LRCCD shall not make any payments to CONTRACTOR unless CONTRACTOR holds the appropriate U.S. visa. CONTRACTOR is responsible for ensuring they are in possession of the appropriate visa.
22. **WARRANTY:** CONTRACTOR expressly warrants that all materials, goods, equipment, services, and/or labor shall conform to the requirements set forth or incorporated into this order and any applicable industry standards or requirements, shall be merchantable and free from defects in workmanship, materials and/or design (including latent defects), and shall perform as specified. CONTRACTOR further warrants that all materials, goods, equipment, services, and/or labor will be fit and sufficient for the particular purposes intended by LRCCD. Unless agreed upon otherwise between LRCCD and CONTRACTOR, the warranty period shall be the longer of: (a) any express warranty included in this service agreement; (b) one year after the materials, goods, equipment, services, and/or labor are accepted by LRCCD; or (c) any warranty period provided under any applicable California law.

Requisition

Supplier MISCELLANEOUS

 ***** CA 95825
 United States

Ship To: RECEIVING
 10 COLLEGE PARKWAY
 FOLSOM CA 95630-6798

| | | |
|--|------------|--------------|
| Business Unit: GENFD OPEN | | |
| Req ID: | Date | Page |
| 0001007397 | 10/12/2015 | 1 |
| Requisition Name: WEISS GROUP, CONSULTING | | |
| Requester | | Bldg# |
| Rachel Rosenthal | | PRES |
| Requester Signature | | |
| Buyer: Suzanne Rouiller | | |
| Approved: | | |

| Line-Schd | Description | Quantity | UOM | Price | Extended Amt | Due Date |
|-----------|--|----------|-----|-----------|--------------|------------|
| 1-1 | FACILITATE FOLSOM LAKE COLLEGE MASTER PLAN, PROFESSIONAL CONSULTING SERVICES | 1 | JOB | 20,000.00 | 20,000.00 | 10/26/2015 |

Total Requisition Amount: 20,000.00

THE WEISS GROUP
 2000 L STREET, SUITE 250
 SACRAMENTO, CA 95811

PO TOTAL \$20,000

| <u>BU</u> | <u>Acct</u> | <u>Fd</u> | <u>Org</u> | <u>Prog</u> | <u>Sub</u> | <u>Proj</u> | <u>Amount</u> |
|-----------|-------------|-----------|-------------|-------------|------------|-------------|---------------|
| GENFD | 5100 | 11 | FL.VA. PROJ | 66000 | 00000 | 101E | 20,000.00 |

| | | |
|--------------------|--------------------|--------------------|
| Approval Signature | Approval Signature | Approval Signature |
|--------------------|--------------------|--------------------|

LOS RIOS COMMUNITY COLLEGE DISTRICT
SERVICE AGREEMENT

(Information on the purchase order and the back of this form are part of this Agreement. Please read this important information.)

No. 45423

Attachment to Purchase Order No. _____

This Agreement entered this 1st day of Sept by and between the Los Rios Community College District (District) and
(CONTRACTOR), The Weiss Group CONTRACTOR No. 26-1300087 Social Security No. 573-74-8561

Business Name (if different) Weiss Consulting Group LLC FIN No. _____

Check One: Sole Proprietorship _____ Partnership _____ Corporation Check One: U.S. Citizen Resident Alien _____ Non-resident Alien _____

Telephone No. (916) 443-2021 (SSN or FIN No. must be provided for payment)

Address 2000 L Street Suite 250 City and State Zip Sacramento, CA 95814

Are you now or have you been an employee of the District? Yes _____ No . If yes, Date _____ Location _____

Are you related to an employee of the District? Yes _____ No . If yes, who _____

GENERAL CONDITIONS:

1. **Scope of Work.** CONTRACTOR shall perform specific services as set forth below (attach separate schedule if necessary, and reference the attachment). The term of this Agreement is from (date) 9/1/2015 to (date) 1/31/2015. CONTRACTOR shall perform its services hereunder in accordance with the professional standard of care, skill and diligence customarily followed by consultants performing similar professional services on projects of comparable scope and quality.

Approved
**out of pocket expenses will be reimbursed

2. **Compensation.** For its services hereunder, CONTRACTOR shall be paid a sum of money not to exceed \$20,000.00 during the term of this Agreement. Payment of this amount shall be made in accordance with established District payment schedules, and is contingent upon the CONTRACTOR submitting an invoice to the District Accounts Payable Office, and upon receipt of verification of services satisfactorily rendered (receiver) by the appropriate College/District Administrator. Payment terms are: NET 30 upon receipt of invoice Payment will be mailed to address on purchase order. CONTRACTOR agrees that none of the terms and conditions associated with its acceptance of this Agreement shall apply to, modify, or be incorporated into this Agreement, and the DISTRICT's acceptance of CONTRACTOR's goods, materials, equipment, services and/or labor or other items covered by or delivered under this Agreement shall not constitute acceptance of any additional or different terms and conditions on behalf of CONTRACTOR.

3. **Termination.** The DISTRICT shall have the right to terminate this Agreement with or without cause. The District may terminate the Agreement for convenience at any time and for any reason by giving thirty (30) days written notice of such termination to CONTRACTOR. In the event of termination for convenience, CONTRACTOR shall immediately cease rendering services and promptly deliver to the DISTRICT copies of all prepared work product, and CONTRACTOR shall only be entitled to payment for hours actually worked and direct costs incurred, plus a 10% mark-up on direct costs incurred, or the pro-rata share of the contract price, whichever is less. The DISTRICT may terminate the Agreement for cause which shall be effective immediately upon written notice. In the event of a termination for cause, CONTRACTOR shall not be entitled to any further payment, if any becomes due, until the Project is completed. The DISTRICT may proceed with the work in any manner deemed proper by DISTRICT, and all the DISTRICT's costs incurred by the District shall be deducted from any sum otherwise due CONTRACTOR under this Agreement and the balance, if any, shall be paid to CONTRACTOR upon completion of the work. The DISTRICT reserves all rights, including all rights to recover damages, inclusive of attorneys' fees, from CONTRACTOR, in the event of a termination for cause.

4. **Integration, Amendments.** This Agreement (front & back) and the purchase order constitute the entire Agreement by the parties. No other representations, whether oral or written are part of this Agreement except that the following document(s) are part of this Agreement: The Weiss Group Proposal. All amendments to this Agreement must be in writing and signed by authorized representatives of both parties.

5. **Independent CONTRACTOR not Agent.**

- CONTRACTOR, and its agents and employees, in the performance of this Agreement, shall be independent contractor(s) and no relationship of employer-employee exists between these parties and the DISTRICT.
- CONTRACTOR shall be responsible for determining the means, methods, or sequence used to complete the work required under this Agreement. CONTRACTOR shall be responsible for and accountable to the DISTRICT for the final product or service to be provided.
- If, in the performance of this Agreement, any third persons are employed by CONTRACTOR, such persons shall be entirely and exclusively under the direction, supervision, and control of CONTRACTOR. Except as may be specifically provided elsewhere in this Agreement, all terms of employment, including hours, wages, working conditions, discipline, hiring, and discharging, or any other terms of employment or requirements of law, shall be determined by CONTRACTOR. It is further understood and agreed that CONTRACTOR shall issue W-2 or 1099 Forms for income and employment tax purposes, for all of CONTRACTOR's employees, assigned personnel and subcontractors.
- Except as otherwise provided in this Agreement, CONTRACTOR is qualified to accomplish the work required in this Agreement and the DISTRICT will provide no training to CONTRACTOR.
- Except as otherwise provided in this Agreement, CONTRACTOR's ability to market or provide services to any other client shall not be limited by the DISTRICT.
- Except as otherwise provided in this Agreement, CONTRACTOR is to provide all necessary tools and materials.
- Prior to DISTRICT's acceptance of this Agreement, CONTRACTOR shall (a) identify their status as a sole proprietorship, partnership, or corporation, and (b) provide the DISTRICT with a copy of IRS Form W-9, Request for Certification of Federal Taxpayer Identification Number.
- CONTRACTOR agrees that, upon request, CONTRACTOR shall provide any documentation requested by the DISTRICT as evidence that appropriate taxes have been paid. If CONTRACTOR fails to pay appropriate taxes or to provide requested documentation, CONTRACTOR hereby agrees to indemnify the DISTRICT against any penalties and taxes levied against the DISTRICT by a taxing agency, and to reimburse the DISTRICT for such penalties and taxes.

Signature below by CONTRACTOR indicates that all parts of this Agreement have been read, understood and accepted.

Name of CONTRACTOR (Printed) The Weiss Group

Signature of CONTRACTOR [Signature] Date 10/2/15 Requisition # _____

DISTRIBUTION: White: CONTRACTOR Green: Purchasing Cyan: Accounting Pink: Business Office Gold: Originator



A Proposal to Folsom Lake College

OBJECTIVE

The Weiss Group will provide Folsom Lake College with outside professional counsel and facilitation support as they seek to develop a ten-year educational master plan.

PROPOSED SCOPE OF SERVICES

The following services will be provided to assist Folsom Lake College in accomplishing the above objective:

Pre-Planning Phase: September/October 2015

Design an effective planning process to frame subsequent phases of the project.

- Conduct initial project overview and planning meeting with Folsom Lake College President, Dean of Planning and Research, Vice President Instruction, and Academic Senate President
- Review planning materials and previous planning documents from Folsom Lake College
- Examine planning examples from peer community college master planning efforts
- Hold follow-up planning call with Dean of Planning and Research
- Develop a Master Plan planning framework and timeline
- Prepare a draft agenda for the project kick-off planning charrette
- Conduct planning meeting with Planning Leadership Group
- Conduct follow-up meeting with Planning Leadership Group to revise charrette agenda and finalize program details
- Finalize Master Plan framework and timeline

Discovery Phase: October- December 2015

Solicit input from key internal and external stakeholders.

- Finalize agenda for planning charrette
- Facilitate October 30 planning charrette
- Conduct up to 6 (90-minute) stakeholder discussions with student and external audiences (by invitation). Sessions to be conducted up to two per day.
 - Folsom Lake College students (1-2 sessions)
 - El Dorado Center (1 session)
 - Rancho Cordova Center (1 session)
 - Folsom Lake College/Foundation Board (1 session)
 - High School Superintendents (1 session)

Master Plan Discussion Phase: December 2015/January 2016

Review findings from the Discovery Phase and develop a shared framework for building the Master Plan.

- Meet with Planning Leadership Group to plan January town hall agenda
- Prepare a draft agenda for the January town hall planning session

- Conduct follow-up phone consultation with Planning Leadership Group to revise town hall agenda and program details
- Finalize agenda and program details
- Facilitate January 15 town hall planning session

FEE FOR SERVICES

The fee to complete the professional services for all services outlined above is \$20,000. Folsom Lake College will reimburse The Weiss Group for all approved out-of-pocket expenses.

To create the most productive and efficient planning process as possible, Folsom Lake College will be responsible for the following tasks:

- Schedule and arrange meetings, handle all room reservations and facility set-up
- Schedule, invite, provide refreshments, and handle meeting logistics and facility set-up for the planning charrette, town hall meeting, and each of the stakeholder discussions.
- Prepare summary notes for each of the campus gatherings and the summary notes and analysis from the stakeholder discussions.

This agreement will be effective September 1, 2015 and will continue through January 31, 2016.

Additional services beyond the scope of this proposal will be provided, upon request, at a rate to be negotiated.

PROJECT TEAM

The Weiss Group is a strategic consulting firm that specializes in providing realistic, actionable solutions to the challenges facing your organization. Our process is driven by collaboration. By working closely with you and your team, we develop strategies that build capacity, capitalize on opportunities, empower employees and propel your organization forward.

The Weiss Group has a demonstrated track record of success among a diverse array of clients, including the Public Policy Institute of California, UC Davis Health System, Western Health Advantage, Sacramento State University, Los Rios Community College Foundation, BloodSource, Kaiser School of Allied Health Sciences, HealthyCal.org, Center for Land-Based Learning, The Sacramento Bee and California Forward.

Steven Weiss, president of The Weiss Group, will be responsible for leading this client engagement.

Steven Weiss is a seasoned business strategist and marketing professional with more than 25 years of experience at some of Northern California's most prominent public, private and non-profit organizations. His broad community involvement and extensive professional network have resulted in the creation of powerful alliances, and his leadership has been valuable in sustaining strong working relationships with diverse stakeholders.

Prior to establishing his own consulting practice, Weiss was vice president of Marketing & Public Affairs for The Sacramento Bee, the McClatchy Corporation's flagship publication. At The Bee, he led the organization's branding, marketing and public affairs initiatives at a time of unprecedented growth and profitability. Weiss modernized and directed The Bee's charitable giving program, including the granting of more than \$8 million in cash and in-kind support to local non-profit organizations during his tenure.

Weiss served as director of University Cultural Programs at UC Davis where he chaired the building committee and served on the leadership team responsible for building philanthropic support for the \$60 million Mondavi Center for the Performing Arts.

Weiss is an accomplished presenter, trainer, and lecturer having presented numerous workshops and programs at conferences, industry gatherings and for various nonprofit organizations. In addition, he held a lecture appointment at UC Davis teaching management theory and practice.

Weiss began his career in the political arena, serving as deputy campaign manager during a successful California State Senate campaign.

Dedicated to community service and professional involvement, Weiss is the former board chair for Sacramento's Public Broadcasting Station KVIE, one of the top rated PBS stations in the country. He is also a current board member and past board vice chair of Capital Public Radio. Weiss is a senior fellow and former board member of the American Leadership Forum's Mountain Valley Chapter, serves on California State University, Sacramento's College of Business Administration Advisory Board and recently completed two three-year terms on the Sutter Davis Hospital Foundation Board.

Weiss has been named Volunteer of the Year by the Sacramento Metro Chamber and was given the Arts Leadership Award by the Sacramento Arts and Business Council.

Weiss holds a B.S. with Honors in Managerial Economics from UC Davis and an M.B.A. in Marketing.

The stakeholder discussions will be moderated by Weiss Group associate, Ellen Schaefer and/or Steven Weiss.

Ellen Schaefer has over thirty years of experience in marketing research and meeting facilitation. Specializing in qualitative research to help clients better understand their customers' needs, she has moderated thousands of focus groups and in-depth interviews with both consumers and professionals. Gaining insights about the attitudes, behavior, and motivations of target audiences helps clients design better products and services and develop more effective marketing programs.

Ellen has assisted clients with research to inform advertising, public relations, customer satisfaction, website usability, new product development, and strategic planning. She enjoys applying her research and facilitation skills in a wide range of industries, including Agriculture, Arts, Associations, Construction, Consumer Packaged Goods, Distribution, Education, Environment, Financial Services, Food and Beverages, Government, Healthcare, Non-profits, Office Equipment, Pharmaceuticals, Retailing, Social Services, Technology, Telecommunication, and Utilities.

Ellen worked at McKesson Corp. in San Francisco for ten years, managing a variety of research and planning programs. Her research background also includes experience working for Drossler Research, a full-service research supplier in San Francisco and four years in New York with General Foods, a premier consumer packaged goods marketer.

She earned a B.S. in Business/Marketing from Northeastern University in Boston.



LOS RIOS
 COMMUNITY COLLEGE DISTRICT
 1919 Spanos Court ■ Sacramento, CA 95825
 PURCHASING DEPARTMENT (916) 568-3071
 Fax (916)568-3145 ■ lrccdpurchase@losrios.edu

VENDOR APPLICATION

Return signed completed form to Purchasing via fax or email.

NAME: The Weiss Group

| | | | |
|---|-----------------|---|--|
| NAME OF FIRM <u>The Weiss Group</u> | | FEDERAL ID# OR SOCIAL SECURITY # <u>26 - 1300087</u> | |
| MAILING ADDRESS <u>2000 L St, Ste 250, Sac, CA 95811</u> | | REMIT ADDRESS (if different) | |
| PHONE <u>916-443-2024</u> | FAX <u>—</u> | EMAIL <u>steve@weissgrp.com</u> | |

| WEBSITE <u>Weissgrp.com</u> | | | ORGANIZATION/REGISTRATION (Check all that apply) | | | | | | | | | | | | | |
|---|--|-------------------------------------|--|--------------------------|-------|--------------------|--------------|---------------------------|--|--|--|--|--|--|-------------------------------------|--|
| AUTHORIZED COMPANY REPRESENTATIVES <table border="1"> <thead> <tr> <th>Name</th> <th>Title/Capacity</th> <th>Email</th> </tr> </thead> <tbody> <tr> <td><u>Steve Weiss</u></td> <td><u>Owner</u></td> <td><u>steve@weissgrp.com</u></td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> | | | Name | Title/Capacity | Email | <u>Steve Weiss</u> | <u>Owner</u> | <u>steve@weissgrp.com</u> | | | | | | | <input type="checkbox"/> Individual | <input type="checkbox"/> Contractor License# |
| | | | Name | Title/Capacity | Email | | | | | | | | | | | |
| <u>Steve Weiss</u> | <u>Owner</u> | <u>steve@weissgrp.com</u> | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| <input type="checkbox"/> Partnership | <input type="checkbox"/> DIR Registration# | <input type="checkbox"/> Non Profit | <input checked="" type="checkbox"/> Corporation (List State Incorporated) <u>California</u> | | | | | | | | | | | | | |
| Is business registered in the State of California? | | | <input checked="" type="radio"/> Yes | <input type="radio"/> No | | | | | | | | | | | | |

| PROVIDE LIST OF COMMODITIES, EQUIPMENT, SUPPLIES and/or SERVICES AVAILABLE TO THE DISTRICT | | |
|--|--|--|
| <u>Consulting/facilitation</u> | | |
| | | |
| | | |
| | | |

| | | | |
|--|--|---------------------------------|--------------------------------|
| VENDOR CERTIFICATION | | OTHER BUSINESS INFORMATION | |
| I certify that all statements contained herein are correct. I understand that this information will be used as a basis for evaluating my request to receive bid invitations for purchases. I understand that being placed on the qualified vendor bid list does not in any way represent an endorsement of my firm by Los Rios, nor does it relieve my firm of providing bonds and insurances as required. I further agree to disclose any known or potential conflicts of interest relating to my business and Los Rios. I understand the requirements for fulfilling and invoicing orders. I further certify this firm is an equal opportunity employer. <u>SH</u> INITIALS | | Payment Terms <u>net 30</u> | Discounts Extended <u> </u> |
| | | Refund/Returns <u> </u> | |
| | | <u>[Signature]</u> SIGNATURE | <u>Owner</u> TITLE |
| | | | <u>10/2/15</u> DATE |

Request for Taxpayer Identification Number and Certification

**Give Form to the
 requester. Do not
 send to the IRS.**

Print or type
 See Specific Instructions on page 2.

| | |
|--|---|
| 1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Steven H. Weiss | |
| 2 Business name/disregarded entity name, if different from above Weiss Consulting Group, LLC dba The Weiss Group | |
| 3 Check appropriate box for federal tax classification; check only one of the following seven boxes: <input checked="" type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ Note. For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner. <input type="checkbox"/> Other (see instructions) ▶ _____ <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate | 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.) |
| 5 Address (number, street, and apt. or suite no.) 2000 L St., Ste. 250 | Requester's name and address (optional) |
| 6 City, state, and ZIP code Sacramento, CA 95811 | |
| 7 List account number(s) here (optional) | |

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

| | | | | | | | | | | |
|---------------------------------------|---|---|---|---|---|---|---|---|---|---|
| Social security number | | | | | | | | | | |
| 5 | 7 | 3 | - | 7 | 4 | - | 8 | 5 | 6 | 1 |
| OR | | | | | | | | | | |
| Employer identification number | | | | | | | | | | |
| | - | | | | | | | | | |

Note. If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

| | | | | |
|------------------|----------------------------|--|--------|--------|
| Sign Here | Signature of U.S. person ▶ | | Date ▶ | 1/6/15 |
|------------------|----------------------------|--|--------|--------|

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

By signing the filled-out form, you:

1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
2. Certify that you are not subject to backup withholding, or
3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.

Date: October 1, 2015

To: Purchasing

From: Rachel Rosenthal

RE: Justification for contracting with Weiss Group

Steve Weiss of The Weiss Group strategic consulting firm was hired to provide external support and facilitation for the development of Folsom Lake College's first ten-year College Master Plan. The Weiss Group was selected over similar consulting firms such as MIG, due to their familiarity with Folsom Lake College and the Los Rios Community College District. As an example, over the past two years Steve has worked closely with the Folsom Lake College Foundation and facilitated the preparation of their first Strategic Plan. His ability to guide a large group with disparate perspectives toward the identification of priorities, then focusing their efforts on those priorities, was exemplary. Given his outstanding service to the Foundation, and the similarity of scope of services needed for FLC's College Master Plan, Steve Weiss was selected to facilitate this project.

**LOS RIOS COMMUNITY COLLEGE DISTRICT
INDEPENDENT CONTRACTOR vs. EMPLOYEE CHECKLIST**

This questionnaire is to be used to determine if an individual is an independent contractor or employee. The individual should be consulted where necessary to answer all questions. If you believe that the individual qualifies as an independent contractor, submit a requisition, service agreement, checklist, and any explanatory attachments. The contract will not be valid until a Purchase Order is issued, and no agreements should be made nor should work commence before that time. Due consideration should be given to all questions, since the penalty to the originating department for misclassification is approximately 50% of the contract amount. For more information see the District Purchasing Guide. If you have any questions or require assistance, please contact the Director, Accounting Services at the District Office.

- | | Y | N |
|--|--------------------------|-------------------------------------|
| 1. Has this person ever been employed by the District? If so, please explain when and in what capacity _____. | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 2. Does the work include teaching, training, facilitating, counseling, curriculum development, workshops, seminars, or any other function related to education? If so, please explain _____. | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| 3. Will the District exercise any control, direction or supervision of the contractor? If so, please explain _____. | <input type="checkbox"/> | <input checked="" type="checkbox"/> |

If the answer to any of the above questions is "Yes" this person should be classified as an employee. If you believe that independent contractor status can still be justified, please attach a statement explaining why, and continue to question #4. If the answer to all of the above questions is "No", continue to question #4.

- | | | |
|---|--------------------------|--------------------------|
| 4. Must this individual perform the services (as opposed to the individual subcontracting or assigning the work to others)? Please explain to what extent the individual may or may not hire/subcontract others to do the work _____. | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Has this individual worked for the District as an independent contractor in the past? If so, please explain the nature of past services (for what period, continuous vs. intermittent, how many hours, etc.) _____. | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. Can the contractor quit for any reason other than the District's breach of contract? | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. Can the District terminate the contract for any reason other than the contractor's breach of contract? | <input type="checkbox"/> | <input type="checkbox"/> |

If the answer to three or more of these questions 4 through 7 are "Yes" this person should be classified as an employee. If you believe that independent contractor status can still be justified, please attach a statement explaining why and continue to question #8.

- | | | |
|--|--------------------------|--------------------------|
| 8. Does the individual operate an independent trade or business, offering these same services to the general public? If so, please ask the individual what proportion of their annual revenues are obtained from the District: Less than 25%- _____ Between 25% & 50% _____ Over 50 % _____ | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. Does this individual have a substantial investment in his/her business, maintain facilities, own/rent equipment, etc.? | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. Does the individual provide all materials, supplies, and support services necessary for performance of this service? If no, please explain _____. | <input type="checkbox"/> | <input type="checkbox"/> |
| 11. Does the individual bear the cost of any travel and business expenses incurred to perform this service (no District reimbursement)? | <input type="checkbox"/> | <input type="checkbox"/> |

If the answer to questions 8 through 11 is "Yes", and the answer to questions 1 through 7 is "No", this individual can be classified as an independent contractor.

The above information has been compiled and reviewed per District Guidelines:

Originator: *Kathleen Kuklin* Date: 10/1/15

LOS RIOS COMMUNITY COLLEGE DISTRICT
Service Agreement Certification Form

Requisition No _____
Description of Services _____
College Master Plan
Professional Consulting
Services

As of January 1, 2003, Education Code Section 88003.1 restricts the District's ability to contract for services. Before a requisition can be processed, the following certificate must be completed indicating that the required service meets the Ed Code criteria.

Section I

The requisition will not go forward for processing unless you answer yes to at least one of the questions below:

- | | Yes | No |
|--|-------------------------------------|--------------------------|
| 1. Is this a continuing Service Agreement that was in place before January 1, 2003? | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. The Legislature has specifically mandated or authorized the service to be contracted out. | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. The necessary services are either unavailable within the District workforce, cannot be satisfactorily performed by employees, or are very highly specialized. | <input checked="" type="checkbox"/> | <input type="checkbox"/> |
| 4. The services are incidental to a contract for the purchase of real or personal property, for example a service contract for office equipment. | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. Contracting out is necessary to avoid a conflict of interest or other legal problem, or where an outside perspective is needed. | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. The service is needed to respond to an emergency. The contract shall be no longer than sixty days. | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. The contractor will provide equipment, materials, facilities or support services that could not feasibly be provided by District staff. | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. The services are so urgent, temporary or occasional that the delay in the District's hiring process would frustrate the purpose. | <input type="checkbox"/> | <input type="checkbox"/> |

Section II

If the services do not fall within one of the above exceptions, the requisition will not go forward unless you answer yes to all of the following questions:

- | | | |
|--|--------------------------|--------------------------|
| 1. There clearly will be actual overall cost savings. | <input type="checkbox"/> | <input type="checkbox"/> |
| a. The District must consider the salaries and benefits of additional staff and the cost of additional space, equipment and materials. | <input type="checkbox"/> | <input type="checkbox"/> |
| b. The District shall not include the District's indirect overhead costs, unless those costs would be exclusively caused by the work. | <input type="checkbox"/> | <input type="checkbox"/> |
| c. The District shall include the District's costs of supervising, inspecting or monitoring the contractor. | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. The services are not being contracted out solely to save money. | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. The contract does not cause the displacement of District employees. | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. The savings must be large enough that market fluctuations will not tip the balance. | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. The amount of savings must clearly justify the size and duration of the contract. | <input type="checkbox"/> | <input type="checkbox"/> |
| 6. The contract must be publicly bid. | <input type="checkbox"/> | <input type="checkbox"/> |
| 7. The contract includes specific qualifications of the staff that will perform the work and includes nondiscrimination provisions. | <input type="checkbox"/> | <input type="checkbox"/> |
| 8. There is minimal risk of contractor rate increases. | <input type="checkbox"/> | <input type="checkbox"/> |
| 9. The contract is with a firm. | <input type="checkbox"/> | <input type="checkbox"/> |
| 10. The potential economic advantage of contracting out is not outweighed by the public interest in having the work done in-house. | <input type="checkbox"/> | <input type="checkbox"/> |

If the services do not qualify under Section I or II, then the services must be completed by District staff and the requisition cannot be processed.

Certified by: *Kathleen Kuklin*
(Dean or other Authorized Signature)

Date: 10/1/15

LOS RIOS COMMUNITY COLLEGE DISTRICT

1919 Spanos Court, Sacramento, CA 95825

Phone (916) 568-3071 FAX (916) 568-3145

Purchasing Department

lrccdpurchase@losrios.edu



Sacramento City College

American River College

Cosumnes River College

Folsom Lake College

CONFLICT OF INTEREST STATEMENT

This is to certify that the undersigned employee(s) has/have no economic interests which may foreseeably be materially affected by having participated in the development of the specifications for service, equipment and/or material represented by the referenced requisition.

(Pursuant to District Regulation R-8323 and District Policy P-8611

This form must be signed and submitted with the Purchase Requisition (GS Form 127) for those transactions listed below.)

- ❖ Sole Source
- ❖ Professional Service Agreements

- ❖ Service Agreements (GS Form 78: Rev. 2/2012)
- ❖ Selection Committee Recommendations (formal process)

READ CAREFULLY BEFORE SIGNING:

Rachel Rosenthal 10/9/15
Employee/Date

Selection Committee Member/Date

Requisition Number

Selection Committee Member/Date

Selection Committee Member/Date

Selection Committee Member/Date

Selection Committee Member/Date

Selection Committee Member/Date

| OFFICIAL USE ONLY: | |
|--------------------|--|
| PURCHASE ORDER# | |
| BUYER/DATE: | |