

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 0001088670
 CHANGE ORDER**

PLEASE SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

Date	Revision	Page
08/25/2016	1 - 12/06/2016	1
Payment Terms	Freight Terms	Ship Via
NET 30	Shipping Point	Best Metho
Reference:	Location / Dept	
1008534 BLODGETH SHEWMAKERN	04ASPH182 STUSVC	

Supplier: 0000032718
 STEVENSON MEDIA
 5050 LAGUNA BLVD STE 112-528
 ELK GROVE CA 95758

Phone: (916) 538-1320

email: matt@stevensonmedia.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

Line-Sch	Item/Description	Quantity	UOM	PO Price	Extended Amt	Due Date
1- 1	VIDEOS; PRE-PRODUCTION LOCATION SCOUTING \$360 SCHEDULING \$240 SCRIPT WRITING & RESEARCH \$400	1.00	EA	1,000.00	1,000.00	09/08/2016
2- 1	VIDEOS; PRODUCTION FILMING FOR 3 DAYS \$3,600	1.00	EA	3,600.00	3,600.00	09/08/2016
3- 1	VIDEO EDITING; POST PRODUCTION VIDEO 1 - BECOMING A FALCON \$2,000 VIDEO 2 - REGISTERING FOR CLASSES \$1,400 VIDEO 3 - HIGHLIGHTING FLC DEPARTMENTS/MAJORS \$2,000 VIDEO 4 - VIRTUAL CAMPUS TOUR \$1,000	1.00	EA	6,400.00	6,400.00	09/08/2016

**CHANGE ORDER ONLY
 - do not duplicate -**

PER PROPOSAL FROM STEVENSON MEDIA
 PER SERVICE AGREEMENT 45364

12/6/2016 PER J.HARMAN - CHANGE BUDGET ON ALL LINES TO GENFD 5100 12 FL.VS.SSSP 63000 00000 597N - NTS

04/26/2017 PER P SABO - CLOSE REMAINING BALANCE ON PO LINE 3 - CANCEL VIDEOS 3 & 4 AND CLOSE SERVICE AGREEMENT # 45364 - AREA/DEPT HAS ELECTED ~~NOT~~ TO HAVE VIDEOS 3 & 4 PRODUCED DEPT WILL SUBMIT NEW REQUISITION (WITH COMPARATIVE QUOTES) FOR NEW ACADEMIC VIDEO PROJECT - NTS

Sub Total Amount	11,000.00
Sales Tax Amount	0.00
Total PO Amount	11,000.00

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.

Authorized Signature

A. S. L. 5/3/17

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
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PURCHASE ORDER NO 0001088670
CHANGE ORDER - REPRINT

PLEASE SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

Date	Revision	Page
08/25/2016	1 - 12/06/2016	2
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Tax Exempt? N

Line-Sch	Item/Description	Quantity	UOM	PO Price	Extended Amt	Due Date
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<u>BU</u>	<u>Acct</u>	<u>Fd</u>	<u>Org</u>	<u>Prog</u>	<u>Sub</u>	<u>Proj</u>	<u>Amount</u>	<u>Year</u>
GENFD	5100	12	FL.VS.SSSP	63000	00000	597N	11,000.00	2017

0001008534KIRKLINK22-AUG-2016

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>

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Authorized Signature
Authorized Signature
 on Total PO
 Amount Page

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Change Order Request

PO # 0001088670

Request Date: 04/25/17

College/Dept.: FLC/SDEM

Vendor Name: STEVENSON MEDIA

CLOSE REMAINING BALANCE ON **PO LINE# 3**

VIDEO 3 - HIGHLIGHTING FLC DEPARTMENTS/MAJORS \$2,000

VIDEO 4 - VIRTUAL CAMPUS TOUR \$1,000

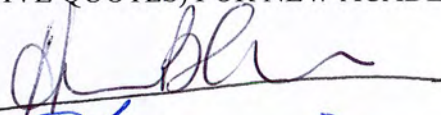

PO COMMENTS:

CANCEL VIDEOS 3 & 4 – AND CLOSE SERVICE AGREEMENT# 45364

AREA/DEPT. HAS ELECTED NOT TO HAVE VIDEOS 3 & 4 PRODUCED. DEPT. WILL
SUBMIT NEW REQUISITION (WITH COMPARATIVE QUOTES) FOR NEW ACADEMIC
VIDEO PROJECT.

REQUESTED BY: HANNAH BLODGET

APPROVED BY: GEN SIWABESSY

X  4/25/17
X  4/25/17

From: [Blodgett, Hannah](#)
To: [Haney, Brenda](#)
Cc: [Chueh, Valerie](#); [Siwabessy, Genevieve](#)
Subject: Memo for PO_ 0001088670
Date: Tuesday, April 25, 2017 3:12:36 PM
Attachments: [INVOICE_17003_Stevenson_Media.pdf](#)
[MEMO for PO_0001088670.docx](#)
[PO_0001088670_STEVENSON MEDIA.pdf](#)

Hi Brenda-

Attached please find the Memo in reference to PO_ 0001088670, as well as the invoice and PO_ 0001088670 that are referenced in the memo. Please let me know if you have questions.

Thanks!

Hannah Blodgett | Orientation Specialist

Folsom Lake College | 10 College Parkway | Folsom, CA 95630

p. 916.608.6739 | **f.** 916.608.6732 | blodgeh@flc.losrios.edu | flc.losrios.edu

ATTN: District Purchasing and Business Services

DATE: April 25, 2017

RE: Closing PO_ 0001088670

FROM: Hannah Blodgett, Orientation Specialist at Folsom Lake College

Please note that the Orientation Program is canceling Videos #3 and #4, as outlined in Purchase Order (PO)_ 0001088670 with Stevenson Media.

We initially created this Purchase Order in August of 2016 and outlined the video projects which we anticipated would support the Orientation Program. The Orientation Program launched in February of 2017. As the Orientation Program has developed and we have had time to consider the needs of the students that we are servicing, the needs for these video projects have also changed. We will be creating a proposal for the new video projects, and will submit a new requisition to open a new Purchase Order.

Stevenson Media has completed the work for and has been paid for Videos #1 and #2 in PO_ 0001088670, including Pre-Production. Stevenson Media did not start Pre-Production or any other related work for Videos #3 and #4 of PO_ 0001088670. Please reference the attached invoice, to review the services that Stevenson Media was paid for under PO_ 0001088670, and the attached contract.



INVOICE

From **Stevenson Media**
 5050 Laguna Blvd Ste 112-528
 Elk Grove CA 95758
 (916) 538-1320

Invoice ID **17003**
 PO Number 1088670
 Issue Date 02/08/2017
 Due Date 03/10/2017 (Net 30)
 Subject Orientation Videos

Invoice For **Folsom Lake College**
 10 College Parkway
 Folsom, CA 95630

Description	Quantity	Unit Price	Amount
<p>Pre-Production</p> <p>Location Scouting \$360</p> <ul style="list-style-type: none"> • Up to 3 hours on-location scouting sites for filming • Pre-screen the on-camera student hosts/narrators <p>Scheduling \$240</p> <ul style="list-style-type: none"> • Coordination with hosts/narrators, interviewees, and filming locations <p>Script Writing & Research \$400</p> <ul style="list-style-type: none"> • Develop the approach and style of the video • Collaborate with client to write a draft script from the client's initial outline and narration • Includes two rounds of revisions to arrive at a final script 	1.00	\$1,000.00	\$1,000.00
<p>Filming</p> <p>All interviews and visuals will be filmed on-location at Folsom Lake College.</p> <ul style="list-style-type: none"> • Day 1 for filming student hosts and campus exteriors • Day 2 and 3 for filming testimonials, student footage, and capturing campus life • Up to 6 hours on-location each day, plus lunch break (30 mins) • On-set producer and videographer with multiple cameras, lighting, and professional audio gear 	3.00	\$1,200.00	\$3,600.00

<p>Video 1 — Becoming a Falcon 2 to 3 minute duration.</p> <p>Because this will likely be one of the earlier visual introductions students have to FLC, we recommend a more upbeat tone, combined with animated graphics and titles, to create a persuasive marketing piece. Similar to a printed viewbook, we are trying to quickly showcase all that your college has to offer and the key steps to enrolling.</p> <ul style="list-style-type: none"> • Motion Graphics for extended durations of animated text throughout • Graphics/Slides illustrating step-by-step how to apply <p>All videos include:</p> <ul style="list-style-type: none"> • Music Research and Licensing • Motion Graphics for name labels and conclusion titles • Color Correction and Audio Sweetening • 2 rounds of revisions to arrive at a finished video (compressed MP4 HD movie) • Transcription of audio that can be used for English closed captions • Complimentary uploading to official YouTube or Vimeo channels 	1.00	\$2,000.00	\$2,000.00
<p>Video 2 — Registering for Classes 3 to 5 minute duration.</p> <p>Using a mix of graphics, on-screen computer footage, and live student footage, we will create a walk-through video guiding students through the online registration process.</p> <ul style="list-style-type: none"> • Screen Capture recordings of on-screen registration steps • Graphics/Slides illustrating step-by-step how to apply 	1.00	\$1,400.00	\$1,400.00

Amount Due Now \$8,000.00

Notes

Payment is due within 30 days of receipt of this invoice. Sales tax does not apply to the cost for our services since the final products are delivered as digital files by email or download.

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Tax Exempt? N

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2- 1	VIDEOS; PRODUCTION FILMING FOR 3 DAYS \$3,600	1.00 EA	3,600.00	3,600.00	09/08/2016
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PER PROPOSAL FROM STEVENSON MEDIA

PER SERVICE AGREEMENT 45364

12/6/2016 PER J.HARMAN - CHANGE BUDGET ON ALL LINES TO GENFD 5100 12 FL.VS.SSSP 63000 00000 597N - NTS

Sub Total Amount	11,000.00
Sales Tax Amount	0.00
Total PO Amount	11,000.00

BU Acct Fd Org Prog Sub Proj Amount BYear

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Internal only

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0001008534KIRKLINK22-AUG-2016

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Purchase Order / Change Order Request
(One PO per Request)

PO # 0001088670

Request Date: 12/05/16

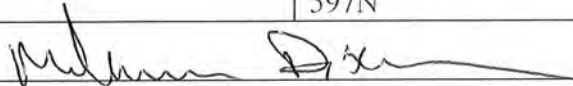
College/Dept.: FLC/SDEM

Vendor Name STEVENSON MEDIA

Change Budget Information on All Lines to

GENFD 5100 12 FL.VS.SSSP 63000 00000 2017 597N

FUND 12 Requirement – Complete if adding new department org, or project/grant#:

Program Name: SSSP Orientation	Project/Grant Number: 597N
Program Director/Coordinator Signature: x 	

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 9/19/14

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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: STEVENSON MEDIA
 5050 LAGUNA BLVD STE 112-528
 ELK GROVE CA 95758
 United States

0000032718

Phone: (916) 538-1320
email: matt@stevensonmedia.com

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

Business Unit: GENFD		OPEN
Req ID: 0001008534	Date: 08/17/2016	Page 1
Requisition Name: 2017 STEVENSON MEDIA HANNAH BL		
Requester: Hannah Blodgett	Bldg# STUSVC	
Requester Signature		
Buyer: Nicholas Shewmaker		
Approved:		

Line-Schd	Description	Quantity	UOM	Price	Extended Amt	Due Date
1-1	VIDEOS; PRE-PRODUCTION LOCATION SCOUTING \$360 SCHEDULING \$240 SCRIPT WRITING & RESEARCH \$400	1	EA	1,000.00	1,000.00	
2-1	VIDEOS; PRODUCTION FILMING FOR 3 DAYS \$3,600	1	EA	3,600.00	3,600.00	
3-1	VIDEO EDITING; POST PRODUCTION VIDEO 1 ½ BECOMING A FALCON \$2,000 VIDEO 2 ½ REGISTERING FOR CLASSES \$1,400 VIDEO 3 ½ HIGHLIGHTING FLC DEPARTMENTS/MAJORS \$2,000 VIDEO 4 ½ VIRTUAL CAMPUS TOUR \$1,000	1	EA	6,400.00	6,400.00	

Total Requisition Amount: 11,000.00

FOR RECEIVING: SERVICES ONLY, NO PRODUCT TO BE DELIVERED/RECEIVED

<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	12	FL.VS.SSSP	63000	00000	597T	11,000.00

Purchases Charged to Catagorical Programs, Grants or Special Project.

This purchase is in compliance with the requirement of SSSP

For grants/special projects SSSP 597T

Name: Melvin Dixon

Approval Signature 	Approval Signature	Approval Signature
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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. 45364

Attachment to Purchase Order No. _____

This Agreement entered this 29th day of August by and between the Los Rios Community College District (District) and (CONTRACTOR), Matthew Stevenson CONTRACTOR No. _____ Social Security No. _____

Business Name (if different) Stevenson Media FIN No. 27-4984865

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

Telephone No. _____ (SSN or FIN No. must be provided for payment)

Address 5050 Laguna Blvd Ste 112-528 City and State Zip EIK Grove, CA 95758

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) 8/29/2016 to (date) 2/28/17 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.

2. **Compensation.** For its services hereunder, CONTRACTOR shall be paid a sum of money not to exceed \$ 11,000, 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: Paid Pre Invoices 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: Attached Proposal, 7 pages 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) Matthew Stevenson

Signature of CONTRACTOR Matthew Stevens Date 8/29/2016 Requisition # 0001008534

DISTRIBUTION: White: CONTRACTOR Green: Purchasing Canary: Accounting Pink: Business Office Goldenrod: Originator

Stevenson Media REQ
LOS RIOS COMMUNITY COLLEGE DISTRICT
INDEPENDENT CONTRACTOR vs. EMPLOYEE CHECKLIST

0001068534

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 checked="" 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 checked="" type="checkbox"/> |
| 7. Can the District terminate the contract for any reason other than the contractor's breach of contract? | <input type="checkbox"/> | <input checked="" 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: M. Diaz Date: 9/9/14

Stewenson Media REQ
LOS RIOS COMMUNITY COLLEGE DISTRICT
INDEPENDENT CONTRACTOR vs. EMPLOYEE CHECKLIST

0001008534

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
<input type="checkbox"/> | N
<input checked="" type="checkbox"/> |
|--|-------------------------------|--|
| 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 checked="" 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 checked="" type="checkbox"/> |
| 7. Can the District terminate the contract for any reason other than the contractor's breach of contract? | <input type="checkbox"/> | <input checked="" 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: _____ Date: _____

LOS RIOS COMMUNITY COLLEGE DISTRICT
Service Agreement Certification Form

Requisition No 0001008534
Description of Services Stevenson Media

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 checked="" type="checkbox"/> |
| 2. The Legislature has specifically mandated or authorized the service to be contracted out. | <input type="checkbox"/> | <input checked="" 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 checked="" 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 checked="" 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 checked="" type="checkbox"/> |
| 7. The contractor will provide equipment, materials, facilities or support services that could not feasibly be provided by District staff. | <input checked="" 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 checked="" type="checkbox"/> |

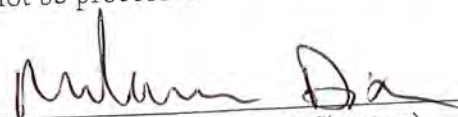
Section II

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:


(Dean or other Authorized Signature)

Date:

8/31/14

LOS RIOS COMMUNITY COLLEGE DISTRICT

1919 Spanos Court, Sacramento, CA 95825

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

Purchasing Department

lrccdpurchase@losrios.edu

Stevenson
Media

ONL REQ
0001008534



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:

Melvin Diaz 8/31/16
Employee/Date

Selection Committee Member/Date

0001008534
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:	



A PROPOSAL FOR **Folsom Lake College**

- **Orientation Videos**

Prepared for Hannah Blodgett

July 25, 2016

Valid for 90 days from Issue Date

7 Pages

Presented by Stevenson Media

5050 Laguna Blvd Suite 112-528

Elk Grove, CA 95758

916.538.1320 / info@stevensonmedia.com

Thank you for your interest!

We are delighted to provide you with our proposal to create videos for student orientations at Folsom Lake College. For us at Stevenson Media, we are strong believers in the value of a community college education, and so this project represents another exciting opportunity to inform and encourage students as they go through the enrollment process.

We have already worked extensively with all four Los Rios colleges to create marketing campaigns and materials. Our contacts at those schools have been very pleased with the final product and loved how easy it was to work with us. In the last few years we have produced well over 50 promotional videos, including one of which that won a regional Gold award from the National Council for Marketing & Public Relations.

On the following pages you will find our estimated project cost. Please let us know if any of these prices do not match your expectations or anticipated budget. We would be happy to explain each item in further detail, or revisit your requirements to make sure we have included only what you need.

We want to thank you for this opportunity. We are looking forward to hopefully collaborating with you on this project!

Sincerely,

Matt Stevenson & Diane Stevenson

PROJECT ESTIMATE

\$11,000

Pre-Production

\$1,000

LOCATION SCOUTING

\$360

- ▶ Up to 3 hours on-location scouting sites for filming
- ▶ Pre-screen the on-camera student hosts/narrators

SCHEDULING

\$240

- ▶ Coordination with hosts/narrators, interviewees, and filming locations

SCRIPT WRITING & RESEARCH

\$400

- ▶ Develop the approach and style of the video
- ▶ Collaborate with client to write a draft script from the client's initial outline and narration
- ▶ Includes two rounds of revisions to arrive at a final script

Production

\$3,600

FILMING DAY RATES

\$720 per half-day filming up to 3 hrs on-location

\$1,200 per day filming up to 6 hrs on-location

TRAVEL & MILEAGE RATES FROM ELK GROVE

No extra charge for driving within 30 miles

\$160 roundtrip for mileage within 50 miles

FILMING FOR 3 DAYS

\$3,600

All interviews and visuals will be filmed on-location at Folsom Lake College.

- ▶ Day 1 for filming student hosts and campus exteriors
- ▶ Day 2 and 3 for filming testimonials, student footage, and capturing campus life
- ▶ Up to 6 hours on-location each day, plus lunch break (30 mins)
- ▶ On-set producer and videographer with multiple cameras, lighting, and professional audio gear

Editing & Post Production

\$6,400

All videos include:

- Music Research and Licensing
- Motion Graphics for name labels and conclusion titles
- Color Correction and Audio Sweetening
- 2 rounds of revisions to arrive at a finished video (compressed MP4 HD movie)
- Transcription of audio that can be used for English closed captions
- Complimentary uploading to official YouTube or Vimeo channels

VIDEO 1 – BECOMING A FALCON

\$2,000

2 to 3 minute duration. Delivered by Nov 15, 2016.

Because this will likely be one of the earlier visual introductions students have to FLC, we recommend a more upbeat tone, combined with animated graphics and titles, to create a persuasive marketing piece. Similar to a printed viewbook, we are trying to quickly showcase all that your college has to offer and the key steps to enrolling.

- Motion Graphics for extended durations of animated text throughout
- Graphics/Slides illustrating step-by-step how to apply

VIDEO 2 – REGISTERING FOR CLASSES

\$1,400

3 to 5 minute duration. Delivered by Nov 15, 2016.

Using a mix of graphics, on-screen computer footage, and live student footage, we will create a walk-through video guiding students through the online registration process.

- Screen Capture recordings of on-screen registration steps
- Graphics/Slides illustrating step-by-step how to apply

VIDEO 3 – HIGHLIGHTING FLC DEPARTMENTS/MAJORS

\$2,000

3 to 5 minute duration. Delivered by Feb 28, 2016.

Using testimonials from students, alumni, and faculty, this informative video will aim to showcase the broad range of possible majors a student could pursue at FLC.

VIDEO 4 – VIRTUAL CAMPUS TOUR

\$1,000

2 minute duration. Delivered by Feb 28, 2016.

Using a student host or audio narration, we can create a video tour of the FLC campus. The host can guide students from one building to another providing explanations of what to expect walking around on-campus. We can also create links within the video on YouTube that would allow a student to jump ahead to different sections of the tour.

Terms

1. Project Delivery

The entire project will be completed before Feb 28, 2017. Individual deliverable dates will be determined in the Project Plan after our first kickoff meeting. Finished projects will be delivered to you electronically via email or web server as a digital file.

2. Usage Terms

Usage rights for the deliverables are granted only to Folsom Lake College and the Los Rios Community College District. Stevenson Media will retain all rights to the deliverables and all original source files that we create. Upon final payment we will grant usage rights allowing you to use the deliverables in perpetuity. There may be additional third-party licenses (such as stock images or music) that have their own usage restrictions.

3. Additional Fees

If you would like us to perform additional services beyond what has been outlined above, then at that time we will draw up a separate task order to be agreed to by both parties. Any quotes for additional services will be based on our attached rate sheet.

4. Music Licenses & Usage

Music Licenses will allow for non-commercial online distribution in perpetuity and DVD duplication under 1,000 copies. TV, Radio, or Broadcast Advertising require an additional Extended License.

5. Payment Terms

Payment is due upon completion of each deliverable. Sales tax does not apply to our services.



OUR BACKGROUND

Stevenson Media is a media company, specializing in modern web design, video production, print graphics, and online marketing. We're proud of our Sacramento roots and we're focused on raising the bar for affordable media production in the greater Sacramento area.

Since 2009 we have worked with a variety of colleges and local organizations, including:

- ▶ American River College
- ▶ Assistance League of Sacramento
- ▶ Building Industry Foundation
- ▶ California Community Colleges Chancellor's Office
- ▶ Cosumnes River College
- ▶ Elk Grove Economic Development Corp
- ▶ Folsom Lake College
- ▶ Los Rios College Federation of Teachers
- ▶ Paratransit
- ▶ Sacramento Children's Home
- ▶ Sacramento City College

Matt Stevenson

- ▶ Graduated from UC Davis with a degree in Graphic Design
- ▶ Over 10 years of working in graphic design, video production, and website design
- ▶ Worked for Apple for 3 years in both student promotions as well as technical support for professional media software

Diane Stevenson

- ▶ Diane's focus is in design, commercial photography, videography and producing for video
- ▶ Professional photographer in Sacramento area for over 20 years
- ▶ Graduated from CSU Sacramento and has 2 degrees from Cosumnes River College in Photography and Digital Media

2016/17 RATE SHEET

Meetings

\$160 per hour for on-location meetings, content collaboration, and project review

Pre-Production & Scouting

\$40 per hour for scheduling, research and location coordination

\$80 per hour for script writing and creative direction

SCOUTING DAY RATES

\$360 per half-day location scouting on-location for up to 3 hours

\$600 per full-day location scouting on-location for up to 6 hours, plus lunch break (30 mins)

Video Production & Photography

Photography includes at least 1 photographer using natural lighting or on-camera flash.

Filming includes both an on-set producer and videographer with multiple cameras, lighting, tripods, and audio gear. Rates also cover equipment preparations before and after the shoot.

PHOTOGRAPHY DAY RATES

\$640 per half-day photographing up to 3 hours on-location

\$960 per full-day photographing up to 6 hours on-location

FILMING DAY RATES

\$720 per half-day filming up to 3 hours on-location

\$1,200 per full-day filming up to 6 hours on-location, plus lunch break (30 mins)

Post-Production

\$80 per hour for image retouching, and file delivery

\$100 per hour for video editing, motion graphics, and file delivery

TRAVEL & MILEAGE RATES

No extra charge for driving within 30 miles of Elk Grove

\$160 roundtrip for mileage and driving time within 50 miles of Elk Grove

\$320 roundtrip for mileage and driving time within 100 miles of Elk Grove

\$240 per night for overnight lodging and meals



Proposal & Estimate

Effusion Pictures

Client: Folsom Lake College

Project: Orientation Program

Contact: Hannah Blodgett
Telephone: 916.608.6739
Email: blodgeh@fcl.losrios.edu
Website: fcl.losrios.edu

Estimate Number: EP1603FLF033
Estimate Date: August 1st, 2016
Expires On: September 1st, 2016
Grand Total (USD): \$14,200.00

Who We Are

We are a creative bunch that believes pretty images get attention, but a solid story inspires and moves you to action. Our team continues to excel in high-end video production and brings forth media that evokes emotion. We understand the science behind creating an emotional connection with your audience to get you results.

We believe that the process of discovery – of digging deep, building relationships, and investing emotionally – is as important as what goes on the screen. This is what differentiates us from other studios. It's about so much more than just creating beautiful imagery or making something trendy. To tell a truly moving story, you need to fully understand it. And that takes effort and soul.

Here is a link to a project we are grateful to have been a part of:

Hawkins Academy
<https://vimeo.com/110595971/1be6833fbc>

After years of dedicating our time personally and professionally to schools, organizations, and non-profits that inspire and empower the youth, we're thrilled to help tell this story.

Objective

To produce high-end video materials to inspire, promote and educate students about the campus, majors offered by departments, facilitate class registration and payments, and what they can expect on their way to becoming a Folsom Falcon.

Scope

Effusion Pictures will produce the following for Folsom Lake College.
(All content will be filmed at Folsom Lake College and satellite campuses if need be)

- [1] 3-5 minutes promotional video "Becoming a Folsom Falcon"
- [1] 5-7 minutes "How To" video on class registration and payments
- [1] 5-10 minutes promotional video highlighting FLC Departments/Majors
- [1] 3-5 minutes campus virtual tour video

Our Process

Our approach is to learn, explore, dig deep, and become one with the story. Only then will we have the knowledge and emotional relationship required to start thinking about a specific concept and approach to the story. From there, every technical decision moving forward, from determining shooting locations and lens choice, to which characters we feature and the pace of the film, will be based on relevance, emotional gravity, and metaphor.

We've made a strong commitment to making very purposeful and personal films, which are fulfilled through choices that make people FEEL.

With this commitment in mind, we'd like to suggest the following stages of pre-production to lead us to the strongest, most engaging concepts.

Pre-Production

This includes a 1-day discovery trip to Folsom Lake College to work closely with FLC's orientation team and speak with all people necessary to get a crystal clear understanding of the direction and concept for each video, the issues at hand if any, and to find potential characters.

The remainder of pre-production will happen at Effusion Pictures studio for additional research; story and concept development; scene and B-roll planning; interview

question development; any necessary storyboarding; additional casting support; sourcing of resources; and logistical planning.

Production

Timing 5 full shoots days with 3 crew members

Team 1 Director/Producer
1 DP/Cinematographer
1 Second Camera / Field Audio / Gaffer

Equipment HD Cameras & lenses + 3 point lighting package + audio

Post-Production

- [4] videos as described in Scope section above
- Delivered in 1920x1080 as a pro-res master & optimized web versions
- Up to two rounds of revisions included per video
- Color graded & sound mixed for final versions
- Basic graphics (lower thirds, credits, on-screen titles)
- Host and/or narrator(s) to be provided by the client
- Music & licensing with perpetual lifespan for each video

Budget

Service	Qty	Price	Amount
Pre-production [Prep and logistics]	3	\$ 600.00	\$ 1,800.00
Video Shoot [3 person crew & gear]	5	\$ 1,600.00	\$ 8,000.00
Video Edit [2 client revisions]	6	\$ 600.00	\$ 3,600.00
Music & licensing	4	\$ 200.00	\$ 800.00

Total (USD): \$ 14,200.00

Dynasty Video Productions
Sacramento, Ca
(916) 424-3797



Estimate to produce 4 - videos of various lengths for Folsom Lake College (FLC) Orientation Program

Dynasty Video Productions will provide all necessary technical expertise, personnel and equipment, to produce high quality videos incorporating footage, graphics and music.

Pre Production planning and script development meetings

Filming of video - 4K HD National Television quality camera and crew

Editing of video on 4K HD editing system

Distribution Provide final version of video in High quality Download, DVD, or Flash Drive

Estimate: Video #1 "Becoming a Folsom Falcon"

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling

\$500

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting, backgrounds, 1 days 4K HD field production filming crew of 3,

\$2500 per day (we may need more than 1 day of filming or combine with other videos)

Post production:

Editing to produce 1 3-5 minute video, with creative animations, upbeat music, other client/student provided videos. Includes uploading client drafts to Internet for approval and changes.

30-40 hours @ \$95 per hour

\$2850 - \$3800

Video #1 - Total estimate range - \$5850 - \$6800

Estimate: Video #2 Overview Registering for Classes/Making Payments

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling

\$500

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting, backgrounds,

1/2 days 4K HD field production filming crew of 3,

\$1700 for 1/2 day

Post production:

Editing to produce 1 5-7 minute video, with video from project #1, creative computer screen animations, upbeat music, Includes uploading client drafts to Internet for approval and changes.
20-25 hours @ \$95 per hour

\$1900 - \$2375

Video #2 - Total estimate range - \$4100 - \$4575

Estimate: Video #3 "Highlighting FLC Departments/Majors"

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling

\$500

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting, backgrounds,
1 days 4K HD field production filming crew of 3,

\$2500 per day (we may need more than 1 day of filming or combine with other videos)

Post production:

Editing to produce 1 5-7 minute video, with creative animations, upbeat music, other client/student provided videos. Includes uploading client drafts to Internet for approval and changes.
30-40 hours @ \$95 per hour

\$2850 - \$3800

Video # 3 - Total estimate range - \$5850 - \$6800

Estimate: Video #4 Virtual Campus Tour

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling

\$300

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting
1/2 days 4K HD field production filming crew of 3,

\$1700 for 1/2 day

Post production:

Editing to produce 1 5-7 minute video, with creative animations, upbeat music. Includes uploading client drafts to Internet for approval and changes. Create links within virtual tour to access other sections of the tour.

30-40 hours @ \$95 per hour

\$2850 - \$3800

Video #4 - Total estimate range - \$4100 - \$4575

Estimate to produce Videos #1, #2, and #4 at the same time

If we combine the 3 projects into one larger project and **produce everything at the same time** we can save on planning, filming and editing time. It is much easier to combine a project, this way we don't have to duplicate our efforts. For example. If we are going to film at the registration office for each video, we film all the shots we need at the same time. We don't have to go there 4 different times. This way we can save you money.

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling
\$750

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting, backgrounds, 2 days 4K HD field production filming crew of 3,
\$2500 per day 2 days \$5000 , 1/2 half day - \$1700 - \$6500

Post production:

Editing to produce 3 - 3-5 minute video, with creative animations, upbeat music, other client/student provided videos. Includes uploading client drafts to Internet for approval and changes.
50-60 hours @ \$95 per hour
\$4750 - \$5700

Estimate for 3 videos #1, #2, #4 - Total \$12,200 - \$12,950

Combining all 4 videos at one time

Pre Production:

Pre-production, client meetings, location scouting at Folsom Lake College, script shot blocking, crew scheduling
\$1200

Production filming:

Location filming on-site at Folsom Lake College. Crew consisting of camera operator, sound tech, producer/director. 4K HD Professional camera, lighting, backgrounds, 2 days 4K HD field production filming crew of 3,
\$2500 per day 3 full days \$7500

Post production:

Editing to produce 4 - 3-7 minute videos, with creative animations, upbeat music, other client/student provided videos, computer video screen animations. Includes uploading client drafts to Internet for approval and changes.
60-70 hours @ \$95 per hour
\$5700 - \$6650

Total estimate for 4 all videos \$14,400 - \$15,350