



May 16, 2019

Dr. Collyn Nielsen  
Chief Administrative Officer  
WILLIAM S. HART UNION HIGH SCHOOL DISTRICT  
21380 Centre Pointe Parkway  
Santa Clarita, CA 91350

Subject: Proposal/Contract for Continuing Demographic Services

Dr. Nielsen:

I would like to thank you and the Wm. S. Hart Union High School District's Governing Board for approving our 3-year contract in 2016. Now that our contract is expiring at the end of June it is that time again when DDP sends out our proposals for you and your feeder districts to review to have DDP update the demographic data for the upcoming school year (Fall 2019/2020). We hope that you have found that our assistance with the Castaic area 9-12 projections and staffing projections in addition to our main demographic work have been valuable to you and your staff. When reading this proposal, we believe that the thoroughness of DDP's work along with our commitment to quality services will convince you and your feeder districts to renew our contract.

DDP has structured the proposal to be very similar to the one your District approved in 2016 by excluding the Saugus School District (who opted out for the past 10 years) and including an option for a Student Yield Factor (SYF) Study. In order to keep costs down, DDP suggests updating these factors only once during that time span (recommended for a Fall 2020 update). Just as we did for the 2016 contract, DDP proposes to split the costs associated with the Saugus School District data updates (mostly mapping their student records) with the Hart District. As with any of the services that DDP offers it would benefit all four districts (which excludes Saugus) to agree to the same services to achieve the greatest overall savings. If Saugus chooses to participate in this proposal, then please contact me and I can make the appropriate changes to the cost breakdowns.

DDP has not changed our hourly rate since 2012, but that does not mean it could not happen in the near future. By agreeing to a 3-year contract, that locks in our \$170 hour rate for the proposed work or any other possible tasks outside the Scope Work during that timeframe. In addition, in appreciation of the continued business, by choosing a 3-year contract with DDP, we will once again offer a 10% reduction in the overall costs if at least four of the five districts agree to renew services with DDP for another three years. Another 3-year contract will benefit all of the districts by locking in the \$170 rate (maintaining a consistent cost) during this time period, and it would enable DDP to continue working on updating the data immediately starting on July 1<sup>st</sup> of each year. The advantage to starting the updates earlier (July rather than September) means that DDP can deliver data, street directories, projections and reports that much sooner to the four districts.

We look forward to providing the William S. Hart Union High School District and its feeder elementary districts with the most current, accurate information and assisting you in tracking your student population by using DDP's extensive knowledge of your area and unique demographic planning techniques. If you wish, DDP would be happy to come to your offices to meet with you to discuss our proposal in greater detail. I look forward to the possibility of continuing our successful partnership. Please feel free to contact me to set up a meeting or to answer any questions. Thank you.

Sincerely,

A handwritten signature in black ink that reads "David Kaitz". The signature is fluid and cursive.

David Kaitz  
Senior Project Manager  
(951) 270-5211 Ext. 204  
dkaitz@davisdemographics.com



**DEMOGRAPHIC AND PLANNING CONSULTING AGREEMENT  
WITH OPTIONAL SOFTWARE**

**Wm. S. Hart Union High School District**  
21380 Centre Pointe Parkway  
Santa Clarita, CA 91350  
TEL: (661) 259-0033 FAX: (661) 254-8653

and

**Davis Demographics & Planning, Inc.**  
11850 Pierce Street #200, Riverside, CA 92505  
TEL: (951)270-5211 FAX: (951)270-5212

This Agreement is made by and between Davis Demographics & Planning, Inc., a California Corporation, (hereinafter referred to as "DDP") and the Wm. S. Hart Union High School District (hereinafter referred to as "DISTRICT") with reference to the following:

The DISTRICT has requested professional services in demographic analysis, enrollment forecasting, facilities planning, committee and public meeting support, geographic information system (GIS) data development, GIS software, training or other services as requested.

Therefore, it is agreed between the parties hereto, as follows:

**SECTION ONE - SERVICES OF DDP**

DDP shall perform consulting services and/or provide licenses to software products as outlined in Appendix A of this Agreement. Any additional work not specifically listed under Appendix A and requested by the DISTRICT will be performed at an agreed upon fee through an additional project authorization and separate purchase order but shall be governed by the same terms of this Agreement.

This Agreement will not take effect and DDP will have no obligation to provide services, until the DISTRICT returns a signed copy of this Agreement and furnishes payment of the initial Retainer Fee set forth in Section Six below.

**SECTION TWO - PERIOD OF PERFORMANCE**

Performance of consulting services outlined in Appendix A shall be on an annual basis commencing upon the later date this Agreement is signed by both parties through June 30, 2019 and consulting services shall continue through June 30th of each subsequent year of a multiple year Agreement.

**SECTION THREE - OBLIGATIONS OF THE DISTRICT**

- A) DISTRICT agrees that its employees will cooperate with DDP in the performance of services under this Agreement and will be available for consultation with DDP at reasonable times.
- B) DISTRICT shall provide, at no cost to DDP, DISTRICT data which are requested by DDP and required for providing the services of this Agreement.
- C) DISTRICT shall aid DDP in obtaining data from other public offices or agencies, local business firms, and private citizens whenever such data is necessary for the completion of the work outlined in this Agreement.

#### **SECTION FOUR - LIMITATIONS**

- A) DDP understands that time is of the essence in completing the work outlined in this Agreement. However, DISTRICT understands that DDP may be dependent upon the timely delivery of data from the DISTRICT as well as third parties and that all tasks may not be completed in the allotted time as may be specified in this Agreement. DDP will make all reasonable efforts to complete all tasks in a timely manner.
- B) DISTRICT understands that the work performed by DDP is based upon the best information available to DDP at the time of rendering services. DISTRICT also understands that DDP makes no guarantees for these services and DISTRICT hereby agrees.
- C) DISTRICT understands that the mapping databases and associated information licensed from third parties in the performance of this Agreement are detailed and complex products. DDP will make all reasonable efforts to bring these databases and products into compliance for accuracy standards within the industry, however DDP makes no warranties for these third-party data products and DISTRICT hereby agrees.

#### **SECTION FIVE - GENERAL PROVISIONS**

This Agreement is a contract for services including the licensing of any optional software. Software licensed as part of this Agreement is/are subject to the software license terms outlined in the Appendices of this Agreement.

All report formats and software application programs remain the property of DDP. The DISTRICT may make as many duplicates of any hardcopy maps and reports as may be deemed necessary for its business use. Unless clearly stated in this Agreement, due to various data licensing and copyright agreements, the DISTRICT does not receive automatic access or use of any internal data or GIS map data, other than the DISTRICT's own student record data provided to DDP. If data is made available and transferred to the DISTRICT for use with any DISTRICT GIS software, it is expressly understood that such data developed by DDP, and/or licensed from, an outside data provider is for DISTRICT internal use only, and may not be reproduced, distributed or released by the DISTRICT to any third parties without the written consent of DDP and the data provider.

DDP is acting as, and shall be considered, an independent contractor, and will be responsible for determining the sequence, method, details and manner in which it performs those services required under the terms of this Agreement. Nothing herein contained shall be construed as creating a relationship of employer and employee, or principal and agent, between DISTRICT and DDP or any of DDP's agents or employees. DDP assumes exclusively the responsibility for the acts of its employees or agents as they relate to the services to be provided during the course and scope of their employment. DDP, its agents and employees, shall not be entitled to any rights and/or privileges of DISTRICT's employees and shall not be considered in any manner to be DISTRICT's employees.

#### **SECTION SIX - COMPENSATION**

Twenty-five percent (25%) of the consulting contract amount is due as a Retainer Fee upon execution of this Agreement and will be invoiced by DDP and is payable before substantial work will commence. This fee is non-refundable indicating a commitment by DDP staff to be available to complete any work outlined or requested as part of the Agreement. Initial hours and expenses incurred will be applied to this Retainer Fee amount. Once the Retainer Fee has been reached, compensation to DDP shall be made at an hourly rate of \$170.00 with a maximum fee for tasks to be completed as outlined in Appendix A. Any software will be invoiced in full upon shipment.

DDP shall invoice DISTRICT on a monthly basis at which time such invoices shall be due and payable. DDP reserves the right to charge interest at the rate of 10 percent per annum, on the unpaid balance, compounded annually (to the extent permitted by the law) on any sums not paid within 90 days of the initial billing date.

Professional services tasks outlined in Appendix A and their associated fees are for estimate purposes only within the total scope of the Agreement—task fees are not individual maximum fees—DDP retains the right to shift fees between the tasks in order to complete the overall scope of work outlined in the Agreement.

If this Agreement is for multiple years, each additional year will be handled in the same manner as the first year, with the Retainer Fee of 25% of each year's contract amount invoiced and due on July 1st.

Any additional services not specifically outlined in this Agreement shall be invoiced at the hourly fee noted above. Any meetings not specifically outlined in this Agreement shall be invoiced at the hourly fee (inclusive of travel time to and from any meeting) plus any airfare and \$275 per diem travel expenses (for overnight trips or any trips requiring air travel).

## **SECTION SEVEN - TERMINATION**

It is understood and agreed that the DISTRICT may terminate this Agreement for the DISTRICT's convenience and without cause by giving DDP written notice at least thirty (30) days before the effective date of such termination. Upon termination, DDP shall:

- 1) Stop work under the Agreement on the date and to the extent specified in the Notice of Termination.
- 2) Transfer to the DISTRICT (to the extent allowed under Section Five of this Agreement) and deliver, in the manner, at the times and to the extent directed by the DISTRICT, the work in process on the effective date of the Notice of Termination.
- 3) Require Payment

The amount due DDP upon receipt of termination notice shall be payment for all work completed including:

- a) The Retainer Fee (representing commitment of resources/personnel and lost opportunity for profit);
- b) payment at the hourly rate specified in this Agreement for all time spent over the Retainer Fee towards the performance of this Agreement up until the receipt of notice of termination;
- c) payment for all expenses incurred by DDP in the performance of this Agreement, including, but not limited to, mapping and other purchased or licensed data;
- d) in the case of a multiple year Agreement, additional Retainer Fees of 25% of the annual consulting contract amount for each year of the Agreement not completed shall be due, as an early termination convenience to compensate for commitment of staff, multiple year discount offered, and lost profit opportunity.

## **SECTION EIGHT – RENEWAL**

If agreed to in writing by both parties no less than 30 days prior to the expiration of this Agreement, the Agreement may be renewed for the same period of performance (number of years as originally agreed to), for the same consulting services scope and fee as outlined in Appendix A, and under all the same terms and conditions. Software licenses are subject to separate renewal as outlined in the software license agreements.

## **SECTION NINE – NONHIRE OF DDP PERSONNEL**

It is hereby mutually agreed that the DISTRICT will not solicit for hire any current or former employee(s) of DDP's staff without the written permission of the President of Davis Demographics for a period of two years after completion of the services outlined in this Agreement, or any ongoing Agreements for services for additional work, whichever is later. In the event the foregoing provision is breached, liquidated damages equal to twenty-four (24) months of the employee's compensation plus any legal expenses associated with the enforcement of this provision shall be paid by the DISTRICT to DDP.

## **SECTION TEN - CONFIDENTIALITY**

All communication and information obtained by DDP from the DISTRICT relating to this Agreement and all information developed by DDP under this Agreement are confidential. Should there be a need for DDP to maintain on its server(s) and/or other data storage media, personnel and/or student information protected by the Family Educational Rights and Privacy Act Regulations 34 CFR Part 99 (FERPA), DDP will take appropriate measures to ensure the security of said information and maintain its confidentiality according to applicable regulations. In addition, DDP acknowledges and agrees that, in the course of its Agreement with the DISTRICT, DDP will receive or have access to personal information. Personal information means information provided to DDP or to which access was provided to DDP by or at the direction of the DISTRICT in the course of DDP's performance under this Agreement that (a) identifies or can be used to identify an individual, including without limitation, names, addresses, or other unique identifiers or (b) can be used to authenticate an individual, including, without limitation identification numbers or other sensitive information. DDP shall comply with this Agreement in its collection, receipt, transmission, storage, disposal, use and disclosure of personal information under its control or in its possession and shall remain liable to the DISTRICT and to any other person whose personal information is under its control or in its possession. In recognition of the foregoing, DDP agrees and covenants that it shall: (a) keep and maintain all personal information in strict confidence using such degree of care as is appropriate to avoid unauthorized access use or disclosure, including but limited to security or data breach, malware intrusion or any other unauthorized access to such personal information; (b) shall not use, sell, rent, transfer or otherwise disclose or make available personal information for the benefit of anyone other than the DISTRICT; (c) at a minimum, DDP shall have in place safeguards for the protection of personal information which shall include limiting access to the DISTRICT information, securing business facilities, data centers, servers, back-up systems and computing equipment with information storage capability, as well as implementing network, database and platform security on computing equipment that are either owned by, used by or in the care or control of DDP.

## **SECTION ELEVEN - INDEMNIFICATION**

DDP shall defend, indemnify and hold DISTRICT, its officials, officers, employees and agents free and harmless from all liability due to damage to property or injury to persons, including wrongful death, arising out of or incident to any negligent acts, omissions or willful misconduct of DDP arising out of or in connection with DDP's performance of this Agreement, including without limitation the payment of attorney's fees. Further, DDP shall defend at its own expense, including attorney's fees, DISTRICT, its officials, officers, employees, and agents in any legal action based upon such negligent acts, omissions or willful misconduct.

## **SECTION TWELVE - DISPUTE**

The parties agree to be subject to binding arbitration to resolve any dispute arising of or relating to the Agreement that cannot be settled through negotiation. The Commercial Arbitration Rules of the American Arbitration Association will govern the arbitration proceedings. The prevailing party in such action shall be entitled to recover from the other party the prevailing party's actual Attorney's fees and costs incurred, including witness fees, and associated expenses whether or not the action proceeds to judgment.

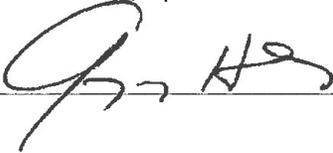
**SECTION THIRTEEN – ENTIRE AGREEMENT**

This Agreement contains the entire Agreement of the parties with respect to the subject matter hereof, and supersedes all prior negotiations, understandings or agreements, either oral or written prior to the execution of this Agreement.

This Agreement may be modified by subsequent agreement of the parties only by an instrument in writing signed by both parties.

**THE PARTIES HAVE READ AND UNDERSTOOD THE FOREGOING TERMS AND AGREE TO EXECUTE THIS AGREEMENT BY THE SIGNATURES OF THEIR DULY AUTHORIZED REPRESENTATIVES BELOW. THE SERVICES ALONG WITH THE TERM OF SERVICES AND/OR SOFTWARE ACCEPTED BY THE DISTRICT, ARE INDICATED BY A CHECK MARK AND INITIALS NEXT TO EACH ITEM IN APPENDIX A.**

Davis Demographics & Planning, Inc.

  
\_\_\_\_\_

Gregory H. Davis

President

May 16, 2019

Fed Employer #: 33-0759263

Wm. S. Hart Union High School District

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

Title\_\_\_\_\_

Date\_\_\_\_\_

## Appendix A

### Consulting Services:

#### BREAKDOWN OF TASKS TO UPDATE FOR THE FALL 2019/2020 SY (For the Castaic, Newhall, Sulphur Springs, and Wm. S. Hart School Districts)

##### DDP will perform the following services (Main Proposal):

- Update street mapping database (add new streets, modify/enhance existing data).
- Collect and load Fall 2019/2020 student data from each District (late September/early October). Address-matching (locating) of students and categorization by Study Area for base of student projections. Analysis of previous historical student data by Study Area for estimation of student mobility (in/out migration) for projections. *(This includes acquiring and address-matching the individual TK-6 students from the Saugus School Districts to help forecast future middle and high school students).*
- Update any changes to Study Area/school assignments for each District.
- Prepare attendance matrices for each District showing student school of enrollment versus residence (i.e.: impact of open enrollment).
- Update proposed residential development projects through contacts with developers, city and county officials. There are currently about 100 project maps on file for planning within the Santa Clarita Valley. Prepare estimated housing construction schedule report for each District for use in projections.
- Research other demographic data and prepare student projections by Study Area and existing attendance areas through the seven years.
- Prepare a demographic report for each participating district that lists the methodology and factors used in the projections as well as analyzing the impacts on the overall district and for each attendance area. Supporting maps and other documents will be included in the report.
- 2-Year Staffing projections, not included in report, but will provided on the side after the resident projections are complete and approved
- As long as the Districts renew the proposed Scope of Work, DDP will continue to include our Locator product at no additional charge (normally a \$1,295 annual fee for each district). At least one update of street data or boundaries will be performed each year.

DDP has an option to update the Student Yield Factors (for units built within the last five years).

There are a number of other services that DDP can perform for any of the participating Districts. (which includes specialized maps, focused studies, etc.). Any request beyond the “original scope of work”, will be quoted on an individual basis for each school district, based upon time and materials at the hourly rate of \$170.00.

**DDP is also willing to reduce the overall cost of the proposal by 10% if ALL FOUR districts agree to approve the same services for a 3-year contract.** This will benefit all of the districts by locking in the \$170 rate during this time period, and it would enable DDP to begin the work on updating the data immediately on July 1<sup>st</sup> of each year. The advantage to starting the updates earlier (July rather than September) means that DDP can deliver data, street directories, projections and reports that much sooner to the four districts. If the Districts would like to once again go with a 3-year contract, then just reduce the boxed fees by 10% for each District. **THIS IS THE SAME OPTION THAT WAS ACCEPTED IN 2007, 2010, 2013 & 2016.**

TASKS AND FEE BREAKDOWN (MAIN PROPOSAL)

<b>I. STREET MAPPING/ADDRESS DATABASE UPDATES</b>		
20 hours X \$170/hour		\$3,400
<b>II. FALL 2019/2020 STUDENT INFORMATION</b>		
Collecting/loading/compiling and verifying student data (in Sept/October 2019): 5 Districts X 2 hours X \$170/hour		\$1,700
Address-matching ("geocoding")/categorization by Study Area: 50 hours X \$170/hour		\$8,500
<b>III. STUDY AREA/ATTENDANCE AREA UPDATES</b>		
Updating all attendance areas and splitting study areas: 15 hours X \$170/hour		\$2,550
<b>IV. DEVELOPER INFORMATION UPDATES</b>		
Monitoring of project status - developer/city/county contacts: Estimate 40 hours X \$170/hour		\$6,800
<b>V. STUDENT PROJECTIONS</b>		
<b>Seven-year projections by Study Area, existing Attendance Areas and a District-wide Summary. This section includes the compilation all of the necessary variables (birth data, mobility/cohort factors, etc.) as well as computing 2-year staffing projections:</b>		
130 hours X \$170/hour		\$22,100
		<u>\$45,050</u>
<b>VI. MISCELLANEOUS TASKS:</b>		
<b>(Which include producing the demographic reports, up to two meetings with each District, and up to two boundary maps per District)</b>	<b>4 Elems/ 3 Elems/ 2 Elems/ Hart only</b>	
	\$6,000/ \$4,500/ \$3,000/ \$1,500	
<u>Total Proposed Fee:</u>	<u>\$51,050/ \$49,550/ \$48,050/ \$46,550</u>	

[DDP will provide a PDF version of the "final" report for the District to distribute as they see fit or to make unlimited copies. Upon request, DDP will provide up to five bound copies of the "final" report to each of the participating districts]

Fee per District based upon pro-rated share of the Fall 2018 actual enrollment:

	<u>Fall 2018 Enrollment</u>	<u>Percent of Total K-12</u>	<u>Hart + 3 Elems</u>	<u>Hart + 2 Elems</u>	<u>Hart Only</u>
<b>Castaic</b>	2,046	4.4%	\$2,180	\$2,114	N/A
<b>Saugus*</b>	9,969	21.4%	*\$10,604	\$10,283	N/A
<b>Newhall</b>	6,536	14.0%	\$6,937	\$6,727	N/A
<b>Sulphur Springs</b>	5,544	11.8%	\$5,847	\$5,670	N/A
<b>Hart*</b>	<u>22,482</u>	<u>48.4%</u>	<u>*\$23,982</u>	<u>\$23,256</u>	<u>\$46,550</u>
	46,577	100.0%	<u>\$49,550</u>	\$48,050	\$46,550

\*= DDP is assuming that the Saugus School District will once again chose to not participate in this contract proposal. As we did in the previous contract from 2016-2017 when Saugus SD chose not to participate, DDP will split the difference of the Saugus share with the Hart UHSD (\$5,302 for Hart and DDP will absorb the other \$5,302). **That makes Hart's share \$29,284 (\$23,982 + \$5,302) if the other three feeder districts agree to participate.**

**DDP is also willing to reduce the overall cost of the proposal by 10% if ALL FOUR districts (excluding Saugus) agree to approve the same services for a 3-year contract.** This will benefit all of the districts by locking in the \$170 rate during this time period, and it would enable DDP to begin the work on updating the data immediately on July 1<sup>st</sup> of each year. The advantage to starting the updates earlier (July rather than September) means that DDP can deliver data, street directories, projections and reports that much sooner to the four districts. **If the Districts would like to once again go with a 3-year contract, then just reduce the boxed fees by 10% for each District. (See page 4 for a breakdown of costs with a 3-yr option) THIS IS THE SAME OPTION THAT WAS ACCEPTED IN FALL 2007, 2010, 2013 and 2016.**

**Continuation from previous page**

*\*If any of the elementary districts do not participate, then the Hart District would be responsible for absorbing their cost as listed within the appropriate column above. For example, if Hart, Castaic, Sulphur Springs and Newhall participate (3 Elementary District column), the fee for Castaic would be \$2,180, Sulphur Springs would be \$5,847, Newhall would be \$6,937 and Hart would be \$29,284 (picking up 1/2 of Saugus, DDP will absorb the other 1/2). The Hart School District will be billed by DDP for services provided to the participating school districts under this Agreement and should arrange with each participating elementary district to be reimbursed for the appropriate share of their cost. A "participating" district may request additional services not listed in this proposal. These additional services will be individually quoted at DDP's normal hourly rate plus any materials and will be invoiced directly by DDP to the "requesting" district.*

**STUDENT YIELD FACTOR STUDY OPTION (recommended for only the 2020-21 SY)**

- **Acquire Tax Assessor File**  
Order and download the most recent residential assessor file (to be from October 2020) with basic property characteristics from the L.A. County Assessor's Office.
- **Address-Match Assessor File**  
Address-match (locate) all residential coded records with "valid" addresses to the existing computer street database within the Wm. S. Hart Union High School District Boundary area.
- **Analyze Student Yield Factors (SYF's)**  
Calculate the Student Yield Factors for each of the four participating districts using Fall 2020 student data and breakdown the rates by Single Family Detached (SFD) and Multi-Family Attached (MFA) and Apartment units for units built within the last five years.

The following is an individual cost breakdown by District for DDP to calculate the above mentioned Student Yield Factors:

CASTAIC	\$1,350
NEWHALL	\$1,800
SAUGUS	\$2,700
SULPHUR SPRINGS	\$1,800
<u>WM. S. HART UHSD</u>	<u>\$3,500*</u>
<b>TOTAL COST FOR ALL 5 DISTRICTS:</b>	<b>\$11,150</b>

*\*This is the base fee for the Hart District if all 5 districts participate. If one or more of the elementary districts choose not to participate and the Hart District still wants the Student Yield Factors to be calculated, then Hart would absorb any of the non-participants share (listed above) plus their base fee of \$3,500. If Hart is the only district not to participate, then each of the four elementary Districts will split Hart's share equally (\$3,500 split equally four ways = \$875 each). DDP WILL DISCOUNT THE SYF OPTION 10% IF THE DISTRICTS INCLUDE IT AS PART OF A 3-YEAR CONTRACT*

**IF THE 4 DISTRICTS (Hart, Newhall, Sulphur Springs and Castaic) OPT FOR A 3-YEAR CONTRACT THIS WOULD BE THE ANNUAL FEES:**

**FEE SUMMARY AND ASSUMPTIONS:**

All fees are based upon DDP's current hourly rate of \$170.00.

Includes a 10% discount from original cost estimate due to 3-year contract.

Only one year for the Student Yield Factor (SYF) Study - the Fall 2020/21 school year.

Hart pays for half of the Saugus area data preparation, DDP absorbs the other half.

**Year 1 (Fall 2019/20):**

*(includes 10% discount)*

	<u>Main</u>	
	<u>Proposal</u>	
Hart	\$26,356	
Castaic	\$1,962	
Newhall	\$6,243	
Sulphur Springs	\$5,262	
	\$39,823	

**Total Contract Amount for fiscal year 2019/20: \$39,823**

**Year 2 (Fall 2020/21):**

*(includes 10% discount) (includes 10% discount)*

	<u>Main</u>				<u>Total</u>
	<u>Proposal</u>		<u>SYF</u>		<u>Share</u>
			<u>Study</u>		<u>for Year</u>
Hart	\$26,356	+	\$3,150	=	\$29,506
Castaic	\$1,962	+	\$1,215	=	\$3,177
Newhall	\$6,243	+	\$1,620	=	\$7,863
Sulphur Springs	\$5,262	+	\$1,620	=	\$6,882
	\$39,823		\$7,605		\$47,428

**Total Contract Amount for fiscal year 2020/21: \$47,428**

**Year 3 (Fall 2021/22):**

*(includes 10% discount)*

	<u>Main</u>	
	<u>Proposal</u>	
Hart	\$26,356	
Castaic	\$1,962	
Newhall	\$6,243	
Sulphur Springs	\$5,262	
	\$39,823	

**Total Contract Amount for fiscal year 2021/22: \$39,823**

**PROPOSAL NOTES:**

DDP's current compensation rate is \$170.00 per hour for all services inclusive of travel time to attend any meetings. The tasks outlined in this proposal and their costs are for estimate purposes only within the total scope of the proposal—task fees are not individual maximum fees—DDP retains the right to shift fees between the tasks in order to complete the overall scope of work outlined in the proposal. Any additional services or meetings not specifically outlined in this proposal shall be invoiced on a time-and-materials basis at DDP's current hourly rate. Reimbursable data fees may include a 15% administrative charge.

Any software quoted in this proposal may require a separate signed software license agreement. The cost of any software option is included as outlined in the proposal. The performance of the services in this Agreement may require DDP to execute a separate end user license agreement directly with a third party vendor for the use of certain mapping and other data. This allows DDP to provide the services outlined in the proposal. Additional District access to this data may require an extra license agreement and payment by the District. This proposal is valid for consideration through **08/31/2019** with contract and initiation of work commencing no later than **9/1/2019**. Acceptance of this proposal after the noted dates may require additional fees due to altered scheduling of DDP staffing.

---

\_\_\_\_\_ TOTAL FEE FOR A 1-YEAR CONTRACT with 4 out of 5 Districts Participating  
(Includes Projections and Report only): \$44,248

**Check the box and initial above for single  
year Consulting Services Agreement  
(DDP absorbs 1/2 of Saugus Work)**

\_\_\_\_\_ TOTAL FEE FOR A 3- YEAR CONTRACT with 4 out of 5 Districts Participating  
(Includes Projections, Report & 1 SYF Update in Year 2): YEAR 1: \$39,823

**Check the box and  
initial above for a 3-year  
Consulting Services Agreement  
(DDP absorbs 1/2 of Saugus Work)  
(Also includes a 10% discount on Scope of Services)**

YEAR 2: \$47,428  
YEAR 3: \$39,823