

# Attachment A

**COUNTY OF MONTEREY STANDARD AGREEMENT**

This **Agreement** is made by and between the County of Monterey, a political subdivision of the State of California (hereinafter "County") and:

TriCord Management, LLC dba TriCord Tradeshow Services

(hereinafter "CONTRACTOR").

In consideration of the mutual covenants and conditions set forth in this Agreement, the parties agree as follows:

**1.0 GENERAL DESCRIPTION:**

The County hereby engages CONTRACTOR to perform, and CONTRACTOR hereby agrees to perform, the services described in **Exhibit A** in conformity with the terms of this Agreement. The goods and/or services are generally described as follows:

**Provide:** Equipment rental and design

**2.0 PAYMENT PROVISIONS:**

County shall pay the CONTRACTOR in accordance with the payment provisions set forth in **Exhibit A**, subject to the limitations set forth in this Agreement. The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of: \$ 150,000.00

**3.0 TERM OF AGREEMENT:**

**3.01** The term of this Agreement is from May 1, 2023 to April 30, 2026, unless sooner terminated pursuant to the terms of this Agreement. This Agreement is of no force or effect until signed by both CONTRACTOR and County and with County signing last, and **CONTRACTOR may not commence work before County signs this Agreement.**

**3.02** The County reserves the right to cancel this Agreement, or any extension of this Agreement, without cause, with a thirty day (30) written notice, or with cause immediately.

**4.0 SCOPE OF SERVICES AND ADDITIONAL PROVISIONS:**

The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

**Exhibit A Scope of Services/Payment Provisions**

**Exhibit B Other:** Pricing Schedule

5.0 PERFORMANCE STANDARDS:

- 5.01 CONTRACTOR warrants that CONTRACTOR and CONTRACTOR's agents, employees, and subcontractors performing services under this Agreement are specially trained, experienced, competent, and appropriately licensed to perform the work and deliver the services required under this Agreement and are not employees of the County, or immediate family of an employee of the County.
- 5.02 CONTRACTOR, its agents, employees, and subcontractors shall perform all work in a safe and skillful manner and in compliance with all applicable laws and regulations. All work performed under this Agreement that is required by law to be performed or supervised by licensed personnel shall be performed in accordance with such licensing requirements.
- 5.03 CONTRACTOR shall furnish, at its own expense, all materials, equipment, and personnel necessary to carry out the terms of this Agreement, except as otherwise specified in this Agreement. CONTRACTOR shall not use County premises, property (including equipment, instruments, or supplies) or personnel for any purpose other than in the performance of its obligations under this Agreement.

6.0 PAYMENT CONDITIONS:

- 6.01 Prices shall remain firm for the initial term of the Agreement and, thereafter, may be adjusted annually as provided in this paragraph. The County does not guarantee any minimum or maximum amount of dollars to be spent under this Agreement.
- 6.02 Negotiations for rate changes shall be commenced, by CONTRACTOR, a minimum of ninety days (90) prior to the expiration of the Agreement. Rate changes are not binding unless mutually agreed upon in writing by the County and the CONTRACTOR.
- 6.03 Invoice amounts shall be billed directly to the ordering department.
- 6.04 CONTRACTOR shall submit such invoice periodically or at the completion of services, but in any event, not later than 30 days after completion of services. The invoice shall set forth the amounts claimed by CONTRACTOR for the previous period, together with an itemized basis for the amounts claimed, and such other information pertinent to the invoice. The County shall certify the invoice, either in the requested amount or in such other amount as the County approves in conformity with this Agreement and shall promptly submit such invoice to the County Auditor-Controller for payment. The County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

7.0 TERMINATION:

- 7.01 During the term of this Agreement, the County may terminate the Agreement for any reason by giving written notice of termination to the CONTRACTOR at least thirty (30) days prior to the effective date of termination. Such notice shall set forth the effective date of termination. In the event of such termination, the amount payable under this Agreement shall be reduced in proportion to the services provided prior to the date of termination.

7.02 The County may cancel and terminate this Agreement for good cause effective immediately upon written notice to CONTRACTOR. "Good cause" includes the failure of CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If County terminates this Agreement for good cause, the County may be relieved of the payment of any consideration to CONTRACTOR, and the County may proceed with the work in any manner, which County deems proper. The cost to the County shall be deducted from any sum due the CONTRACTOR under this Agreement.

7.03 The County's payments to CONTRACTOR under this Agreement are funded by local, state and federal governments. If funds from local, state and federal sources are not obtained and continued at a level sufficient to allow for the County's purchase of the indicated quantity of services, then the County may give written notice of this fact to CONTRACTOR, and the obligations of the parties under this Agreement shall terminate immediately, or on such date thereafter, as the County may specify in its notice, unless in the meanwhile the parties enter into a written amendment modifying this Agreement.

## 8.0 INDEMNIFICATION:

CONTRACTOR shall indemnify, defend, and hold harmless the County, its officers, agents, and employees, from and against any and all claims, liabilities, and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) occurring or resulting to any and all persons, firms or corporations furnishing or supplying work, services, materials, or supplies in connection with the performance of this Agreement, and from any and all claims, liabilities, and losses occurring or resulting to any person, firm, or corporation for damage, injury, or death arising out of or connected with the CONTRACTOR's performance of this Agreement, unless such claims, liabilities, or losses arise out of the sole negligence or willful misconduct of the County. "CONTRACTOR's performance" includes CONTRACTOR's action or inaction and the action or inaction of CONTRACTOR's officers, employees, agents and subcontractors.

## 9.0 INSURANCE REQUIREMENTS:

9.01 **Evidence of Coverage:** Prior to commencement of this Agreement, the Contractor shall provide a "Certificate of Insurance" certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, the Contractor upon request shall provide a certified copy of the policy or policies.

This verification of coverage shall be sent to the County's Contracts/Purchasing Department, unless otherwise directed. The Contractor shall not receive a "Notice to Proceed" with the work under this Agreement until it has obtained all insurance required and the County has approved such insurance. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

9.02 **Qualifying Insurers:** All coverage's, except surety, shall be issued by companies which hold a current policy holder's alphabetic and financial size category rating of not less than A- VII, according to the current Best's Key Rating Guide or a company of equal financial stability that is approved by the County's Purchasing Manager.

9.03 **Insurance Coverage Requirements:** Without limiting CONTRACTOR’s duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

**Commercial General Liability Insurance:** including but not limited to premises and operations, including coverage for Bodily Injury and Property Damage, Personal Injury, Contractual Liability, Broad form Property Damage, Independent Contractors, Products and Completed Operations, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

*(Note: any proposed modifications to these general liability insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

**Requestor must check the appropriate Automobile Insurance Threshold:**

Requestor must check the appropriate box.

**Agreement Under \$100,000 Business Automobile Liability Insurance:** covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit for Bodily Injury and Property Damage of not less than \$500,000 per occurrence.

**Agreement Over \$100,000 Business Automobile Liability Insurance:** covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit or Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

*(Note: any proposed modifications to these auto insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

**Workers’ Compensation Insurance:** if CONTRACTOR employs others in the performance of this Agreement, in accordance with California Labor Code section 3700 and with Employer’s Liability limits not less than \$1,000,000 each person, \$1,000,000 each accident and \$1,000,000 each disease.

*(Note: any proposed modifications to these workers’ compensation insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

**Professional Liability Insurance:** if required for the professional services being provided, (e.g., those persons authorized by a license to engage in a business or profession regulated by the California Business and Professions Code), in the amount of not less than \$1,000,000 per claim and \$2,000,000 in the aggregate, to cover liability for malpractice or errors or omissions made in the course of rendering professional services. If professional liability insurance is written on a “claims-made” basis rather than an occurrence basis, the CONTRACTOR shall, upon the expiration or earlier termination of this Agreement, obtain extended reporting coverage (“tail coverage”) with the same liability limits. Any such tail

coverage shall continue for at least three years following the expiration or earlier termination of this Agreement.

*(Note: any proposed modifications to these insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

#### **9.04 Other Requirements:**

All insurance required by this Agreement shall be with a company acceptable to the County and issued and executed by an admitted insurer authorized to transact Insurance business in the State of California. Unless otherwise specified by this Agreement, all such insurance shall be written on an occurrence basis, or, if the policy is not written on an occurrence basis, such policy with the coverage required herein shall continue in effect for a period of three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that the County shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for Contractor and additional insureds with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

**Commercial general liability and automobile liability policies shall provide an endorsement naming the County of Monterey, its officers, agents, and employees as Additional Insureds** with respect to liability arising out of the CONTRACTOR'S work, including ongoing and completed operations, **and shall further provide that such insurance is primary insurance to any insurance or self-insurance maintained by the County and that the insurance of the Additional Insureds shall not be called upon to contribute to a loss covered by the CONTRACTOR'S insurance.** The required endorsement form for Commercial General Liability Additional Insured is ISO Form CG 20 10 11-85 or CG 20 10 10 01 in tandem with CG 20 37 10 01 (2000). The required endorsement form for Automobile Additional Insured endorsement is ISO Form CA 20 48 02 99.

Prior to the execution of this Agreement by the County, CONTRACTOR shall file certificates of insurance with the County's contract administrator and County's Contracts/Purchasing Division, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect. CONTRACTOR shall always during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by County, annual certificates to County's Contract Administrator and County's Contracts/Purchasing Division. If the certificate is not received by the expiration date, County shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of

this Agreement, which entitles County, at its sole discretion, to terminate this Agreement immediately.

**10.0 RECORDS AND CONFIDENTIALITY:**

- 10.1 **Confidentiality:** CONTRACTOR and its officers, employees, agents, and subcontractors shall comply with any and all federal, state, and local laws, which provide for the confidentiality of records and other information. CONTRACTOR shall not disclose any confidential records or other confidential information received from the County or prepared in connection with the performance of this Agreement, unless County specifically permits CONTRACTOR to disclose such records or information. CONTRACTOR shall promptly transmit to County any and all requests for disclosure of any such confidential records or information. CONTRACTOR shall not use any confidential information gained by CONTRACTOR in the performance of this Agreement except for the sole purpose of carrying out CONTRACTOR's obligations under this Agreement.
- 10.2 **County Records:** When this Agreement expires or terminates, CONTRACTOR shall return to County any County records which CONTRACTOR used or received from County to perform services under this Agreement.
- 10.3 **Maintenance of Records:** CONTRACTOR shall prepare, maintain, and preserve all reports and records that may be required by federal, state, and County rules and regulations related to services performed under this Agreement. CONTRACTOR shall maintain such records for a period of at least three years after receipt of final payment under this Agreement. If any litigation, claim, negotiation, audit exception, or other action relating to this Agreement is pending at the end of the three-year period, then CONTRACTOR shall retain said records until such action is resolved.
- 10.4 **Access to and Audit of Records:** The County shall have the right to examine, monitor and audit all records, documents, conditions, and activities of the CONTRACTOR and its subcontractors related to services provided under this Agreement. Pursuant to Government Code section 8546.7, if this Agreement involves the expenditure of public funds in excess of \$10,000, the parties to this Agreement may be subject, at the request of the County or as part of any audit of the County, to the examination and audit of the State Auditor pertaining to matters connected with the performance of this Agreement for a period of three years after final payment under the Agreement.
- 10.5 **Royalties and Inventions:** County shall have a royalty-free, exclusive and irrevocable license to reproduce, publish, and use, and authorize others to do so, all original computer programs, writings, sound recordings, pictorial reproductions, drawings, and other works of similar nature produced in the course of or under this Agreement. CONTRACTOR shall not publish any such material without the prior written approval of County.

**11.0 NON-DISCRIMINATION:**

- 11.1 During the performance of this Agreement, CONTRACTOR, and its subcontractors, shall not unlawfully discriminate against any person because of race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, marital status, age (over 40), sexual orientation, or any other characteristic set forth in California Government code § 12940(a), either in CONTRACTOR's employment practices or in the furnishing of services to recipients. CONTRACTOR shall ensure that the evaluation and

treatment of its employees and applicants for employment and all persons receiving and requesting services are free of such discrimination. CONTRACTOR and any subcontractor shall, in the performance of this Agreement, fully comply with all federal, state, and local laws and regulations which prohibit discrimination. The provision of services primarily or exclusively to such target population as may be designated in this Agreement shall not be deemed to be prohibited discrimination.

#### 12.0 COMPLIANCE WITH TERMS OF STATE OR FEDERAL GRANTS:

If this Agreement has been or will be funded with monies received by the County pursuant to a contract with the state or federal government in which the County is the grantee, CONTRACTOR will comply with all the provisions of said contract, to the extent applicable to CONTRACTOR as a subgrantee under said contract, and said provisions shall be deemed a part of this Agreement, as though fully set forth herein. Upon request, County will deliver a copy of said contract to CONTRACTOR, at no cost to CONTRACTOR.

#### 13.0 COMPLIANCE WITH APPLICABLE LAWS:

13.1 CONTRACTOR shall keep itself informed of and in compliance with all federal, state, and local laws, ordinances, regulations, and orders, including but not limited to all state and federal tax laws that may affect in any manner the Project or the performance of the Services or those engaged to perform Services under this AGREEMENT as well as any privacy laws including, if applicable, HIPAA. CONTRACTOR shall procure all permits and licenses, pay all charges and fees, and give all notices require by law in the performance of the Services.

13.2 CONTRACTOR shall report immediately to County's Contracts/Purchasing Officer, in writing, any discrepancy or inconsistency it discovers in the laws, ordinances, regulations, orders, and/or guidelines in relation to the Project of the performance of the Services.

13.3 All documentation prepared by CONTRACTOR shall provide for a completed project that conforms to all applicable codes, rules, regulations, and guidelines that are in force at the time such documentation is prepared.

#### 14.0 INDEPENDENT CONTRACTOR:

In the performance of work, duties, and obligations under this Agreement, CONTRACTOR is always acting and performing as an independent contractor and not as an employee of the County. No offer or obligation of permanent employment with the County or County department or agency is intended in any manner, and CONTRACTOR shall not become entitled by virtue of this Agreement to receive from County any form of employee benefits including but not limited to sick leave, vacation, retirement benefits, workers' compensation coverage, insurance or disability benefits. CONTRACTOR shall be solely liable for and obligated to pay directly all applicable taxes, including federal and state income taxes and social security, arising out of CONTRACTOR's performance of this Agreement. In connection therewith, CONTRACTOR shall defend, indemnify, and hold County harmless from any and all liability which County may incur because of CONTRACTOR's failure to pay such taxes.



15.0 NOTICES:

Notices required under this Agreement shall be delivered personally or by first-class, postage pre-paid mail to the County and CONTRACTOR’S contract administrators at the addresses listed below:

FOR COUNTY:	FOR CONTRACTOR:
Ryan Bell, Administrative Operations Manager Monterey County Laguna Seca Representative	Mike Grim Partner
Name and Title	Name and Title
1441 Schilling Place, 2nd Floor South Salinas, CA 93901	738 Neeson Road Marina, CA 93933
Address	Address
831-755-8912	831-320-8406
Phone:	Phone:

16.0 MISCELLANEOUS PROVISIONS.

- 16.01 **Conflict of Interest:** CONTRACTOR represents that it presently has no interest and agrees not to acquire any interest during the term of this Agreement, which would directly, or indirectly conflict in any manner or to any degree with the full and complete performance of the services required to be rendered under this Agreement.
- 16.02 **Amendment:** This Agreement may be amended or modified only by an instrument in writing signed by the County and the CONTRACTOR.
- 16.03 **Waiver:** Any waiver of any terms and conditions of this Agreement must be in writing and signed by the County and the CONTRACTOR. A waiver of any of the terms and conditions of this Agreement shall not be construed as a waiver of any other terms or conditions in this Agreement.
- 16.04 **Contractor:** The term “CONTRACTOR” as used in this Agreement includes CONTRACTOR’s officers, agents, and employees acting on CONTRACTOR’s behalf in the performance of this Agreement.
- 16.05 **Disputes:** CONTRACTOR shall continue to perform under this Agreement during any dispute.
- 16.06 **Assignment and Subcontracting:** The CONTRACTOR shall not assign, sell, or otherwise transfer its interest or obligations in this Agreement without the prior written consent of the County. None of the services covered by this Agreement shall be subcontracted without the prior written approval of the County. Notwithstanding any such subcontract, CONTRACTOR shall continue to be liable for the performance of all requirements of this Agreement.

- 16.07 **Successors and Assigns:** This Agreement and the rights, privileges, duties, and obligations of the County and CONTRACTOR under this Agreement, to the extent assignable or delegable, shall be binding upon and inure to the benefit of the parties and their respective successors, permitted assigns, and heirs.
- 16.08 **Headings:** The headings are for convenience only and shall not be used to interpret the terms of this Agreement.
- 16.09 **Time is of the Essence:** Time is of the essence in each and all of the provisions of this Agreement.
- 16.10 **Governing Law:** This Agreement shall be governed by and interpreted under the laws of the State of California; venue shall be Monterey County.
- 16.11 **Non-exclusive Agreement:** This Agreement is non-exclusive and both County and CONTRACTOR expressly reserve the right to contract with other entities for the same or similar services.
- 16.12 **Construction of Agreement:** The County and CONTRACTOR agree that each party has fully participated in the review and revision of this Agreement and that any rule of construction to the effect that ambiguities are to be resolved against the drafting party shall not apply in the interpretation of this Agreement or any amendment to this Agreement.
- 16.13 **Counterparts:** This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same Agreement.
- 16.14 **Authority:** Any individual executing this Agreement on behalf of the County or the CONTRACTOR represents and warrants hereby that he or she has the requisite authority to enter into this Agreement on behalf of such party and bind the party to the terms and conditions of this Agreement.
- 16.15 **Integration:** This Agreement, including the exhibits, represent the entire Agreement between the County and the CONTRACTOR with respect to the subject matter of this Agreement and shall supersede all prior negotiations, representations, or agreements, either written or oral, between the County and the CONTRACTOR as of the effective date of this Agreement, which is the date that the County signs the Agreement.
- 16.16 **Interpretation of Conflicting Provisions:** In the event of any conflict or inconsistency between the provisions of this Agreement and the Provisions of any exhibit or other attachment to this Agreement, the provisions of this Agreement shall prevail and control.

17.0 **CONSENT TO USE OF ELECTRONIC SIGNATURES.**

- 17.1 The parties to this Agreement consent to the use of electronic signatures via DocuSign to execute this Agreement. The parties understand and agree that the legality of electronic signatures is governed by state and federal law, 15 U.S.C. Section 7001 et seq.; California Government Code Section 16.5; and, California Civil Code Section 1633.1 et. seq. Pursuant to said state and federal law as may be amended from time to time, the parties to this Agreement hereby authenticate and execute this Agreement, and any and all Exhibits to this

Agreement, with their respective electronic signatures, including any and all scanned signatures in portable document format (PDF).

**17.2 Counterparts.**

The parties to this Agreement understand and agree that this Agreement can be executed in two (2) or more counterparts and transmitted electronically via facsimile transmission or by delivery of a scanned counterpart in portable document format (PDF) via email transmittal.

**17.3 Form: Delivery by E-Mail or Facsimile.**

Executed counterparts of this Agreement may be delivered by facsimile transmission or by delivery of a scanned counterpart in portable document format (PDF) by e-mail transmittal, in either case with delivery confirmed. On such confirmed delivery, the signatures in the facsimile or PDF data file shall be deemed to have the same force and effect as if the manually signed counterpart or counterparts had been delivered to the other party in person.

\*\*\*\*\* THIS SECTION INTENTIONALLY LEFT BLANK \*\*\*\*\*

18.0 SIGNATURE PAGE.

IN WITNESS WHEREOF, County and CONTRACTOR have executed this Agreement as of the day and year written below.

COUNTY OF MONTEREY

By: \_\_\_\_\_  
Contracts/Purchasing Officer

Date: \_\_\_\_\_

By: \_\_\_\_\_  
Department Head (if applicable)

Date: \_\_\_\_\_

Approved as to Form  
Office of the County Counsel  
Leslie J. Girard, County Counsel

By: DocuSigned by:  
Michael Whilden  
County Counsel

Date: 4/5/2023 | 4:43 PM PDT

Approved as to Fiscal Provisions  
By: DocuSigned by:  
Ma Mon  
Auditor/Controller

Date: 4/6/2023 | 12:38 PM PDT

Approved as to Liability Provisions  
Office of the County Counsel-Risk Manager  
Leslie J. Girard, County Counsel-Risk Manager

By: \_\_\_\_\_  
Risk Management

Date: \_\_\_\_\_

CONTRACTOR

TriCord Management, LLC dba TriCord Tradeshow Services  
Contractor/Business Name \*

By: [Signature]  
(Signature of Chair, President, or Vice-President)

MIKE GRIM - MANAGING MEMBER  
Name and Title

Date: 3/23/23

By: [Signature]  
(Signature of Secretary, Asst. Secretary, CFO, Treasurer, or Asst. Treasurer)

Wendy GRIM - Managing Member  
Name and Title

Date: 3/23/23

County Board of Supervisors' Agreement No. \_\_\_\_\_ approved on \_\_\_\_\_

\*INSTRUCTIONS: If CONTRACTOR is a corporation, including non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two (2) specified officers per California Corporations Code Section 313. If CONTRACTOR is a Limited Liability Corporation (LLC), the full legal name of the LLC shall be set forth above together with the signatures of two (2) managers. If CONTRACTOR is a partnership, the full legal name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement or Amendment to said Agreement.

<sup>1</sup>Approval by County Counsel is required

<sup>2</sup>Approval by Auditor-Controller is required

<sup>3</sup>Approval by Risk Management is necessary only if changes are made in paragraphs 8 or 9

**Addendum to  
County of Monterey Standard Agreement**

The following terms and conditions are hereby incorporated in and made part of that certain County of Monterey Standard Agreement dated May 1, 2023 (the "Agreement"), by and between the County of Monterey ("County") and the TriCord Management, LLC dba TriCord Tradeshow Services ("Contractor") (the "Addendum"):

1. The County and A&D Narigi Consulting, LLC ("LSRA Manager") are parties to that certain Agreement for the Operation and Management of the Laguna Seca Recreation Area, dated January 2020 and executed by the County on November 20, 2019 (the "Management Agreement"), as maybe amended from time to time, whereby LSRA Manager is the County's agent and manages, on behalf of the County, and pursuant to the terms of the Management Agreement, the Laguna Seca Recreational Area (the "LSRA") and the WeatherTech® Raceway at Laguna Seca (the "Raceway") located thereon.
2. The County, Contractor and LSRA Manager shall be individually referred to herein as "Party" and collectively as "Parties."
3. The Parties hereby agree that all Contractor's representations, warranties and covenants in the Agreement shall run to and have been made for the benefit of both County and LSRA Manager.
4. Section 8.0 INDEMNIFICATION: Section 8.0 shall be deleted in its entirety and the following inserted in its stead:

"8.0 INDEMNIFICATION:

CONTRACTOR shall indemnify, defend, and hold harmless the County and the LSRA Manager, and their officers, agents, and employees, from and against any and all claims, liabilities, and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) occurring or resulting to any and all persons, firms or corporations furnishing or supplying work, services, materials, or supplies in connection with the performance of this Agreement, and from any and all claims, liabilities, and losses occurring or resulting to any person, firm, or corporation for damage, injury, or death arising out of or connected with the CONTRACTOR's performance of this Agreement, unless such claims, liabilities, or losses arise out of the sole negligence or willful misconduct of the County or the LSRA Manager.  
"CONTRACTOR's performance" includes CONTRACTOR's action or inaction and the action or inaction of CONTRACTOR's officers, employees, agents and subcontractors."

5. The third paragraph of Section 9.04 Other Requirements shall be deleted in its entirety and the following inserted instead:

“Commercial general liability and automobile liability policies shall provide an endorsement naming the County of Monterey and the LSRA Manager and their officers, agent, and employees as Additional Insureds with respect to liability arising out of the CONTRACTOR'S work, including ongoing and completed operations, and shall further provide that such insurance is primary insurance to any insurance or self-insurance maintained by the County and the LSRA Manager and that the insurance of the Additional Insureds shall not be called upon to contribute to loss covered by the CONTRACTOR'S insurance. CONTRACTOR must submit certificates of coverage and endorsement forms that are acceptable to the County Counsel-Risk Manager.”

6. Section 14 NOTICES is hereby amended by adding LSRA Manager's information as follows:

FOR LSRA MANAGER:

John Narigi  
President & General Manager  
1021 Monterey Salinas Hwy  
Salinas, CA 93908  
831-242-8201

7. All capitalized terms not defined herein this Addendum shall have the meaning as defined in the Agreement.
8. Should any portion of this Addendum conflict with the language contained in the Agreement, the Addendum shall take precedence.
9. Attached here to and incorporated herein is Exhibits A, B and C.

## EXHIBIT - A

### Scope of Services/Payment Provisions

#### 1.0 CONTRACTOR RESPONSIBILITIES

CONTRACTOR shall provide event equipment and design for Laguna Seca Recreation Area, including WeatherTech® Raceway at Laguna Seca as requested by County and/or third-party clients.

1.1 CONTRACTOR shall always maintain in full force during the performance of this Agreement insurance covering all its operations as set forth in Article 9.0 of the Agreement.

1.2 CONTRACTOR shall supply County with the requested services during any event held at Laguna Seca Recreation Area facility during the term of this Agreement. Services may include but not limited to, track rentals, spectator events ordered by County or direct orders from clients or facility rentals. County will provide CONTRACTOR with an annual event schedule not later than December 1 of each year for the upcoming year. CONTRACTOR understands events and event dates are subject to change.

1.2.1 The 2023 Laguna Seca Recreation Area premier event schedule is as follows:

May 5-7	Trans Am SpeedFest
May 12-14	Motul Course de Monterey (IMSA)
July 7-9	MotoAmerica Superbike SpeedFest at Monterey
Aug. 12-13	Monterey Pre Reunion
Aug. 16-19	Rolex Monterey Motorsports Reunion
Sept. 8-10	IndyCar Firestone Grand Prix of Monterey
Sept. 18-Oct. 1	Porsche Rennsport Reunion 7
Oct. 20-22	GridLife Festival (TBC)

1.3 CONTRACTOR shall provide County with the requested services of rental equipment such as, but not limited to, custom graphic reception countertops, hardwall, air wall, auxiliary party rental equipment in clean, good and usable condition for the purpose of supporting events and hospitality activities as requested by County throughout the term of the Agreement.

1.3.1 CONTRACTOR shall provide the required services from the agreed upon start time until an agreed upon end time each day, unless otherwise requested by County or LSRA Manager.

- 1.4 CONTRACTOR shall provide a list of inventory carried exclusively and include quantity and pricing. Prices shall be in effect a minimum of one year. CONTRACTOR shall provide updated pricing no later than December 31 of each year to County. Price increases shall be no more than four percent (4%) per year.
- 1.5 CONTRACTOR shall assign a project manager to the Laguna Seca Recreation Area account to work directly with County to oversee event questions, orders, and onsite operations prior, during and after an event.
- 1.6 CONTRACTOR shall ensure that all rental equipment meets fire compliance regulations.
- 1.7 CONTRACTOR shall inform County of any rental issues in writing within sixty (60) days prior to the required date for set-up of each event.
- 1.8 CONTRACTOR shall inform County of any services provided at its facility at the time of booking. No deliveries or setup for or during an event shall occur without first informing the County and receiving written authorization from the County that requested delivery is approved. This is to ensure proper placement and ensure other work is not negatively impacted. Failure by CONTRACTOR to comply with this requirement may result in the delay or prohibiting of delivery of installation.
- 1.9 CONTRACTOR shall pay an 18% operations fee on the total amount invoiced to other clients, excluding labor and delivery fees. The 18% operations fee will be applicable for any rental item that CONTRACTOR supplies at Laguna Seca Recreation Area during the term of this Agreement.
  - 1.9.1 CONTRACTOR shall quote, schedule, and execute Third-Party services directly with the Third-Party. Payment shall also come directly from the Third-Party.
- 1.10 CONTRACTOR agrees to work with local agencies on safety related items or issues when working at the facility.
- 1.11 CONTRACTOR acknowledges there may be changes to the identified sites of delivery and installations up to and even during the event. CONTRACTOR shall work County to ensure the needs of the clients are met in a timely manner.
- 1.12 CONTRACTOR shall ensure that all staff are currently licensed, accredited, and credentialed to perform the work and deliver the services required. CONTRACTOR shall maintain copies of the current training documentation and valid certification of all staff performing services under this Agreement.



2.0 COUNTY RESPONSIBILITIES

- 2.1 County shall provide CONTRACTOR with a maximum of ten (10) worker passes and three (3) delivery passes, subject to a written request, received by the Operations Office no later than ten (10) days prior to any event for which the CONTRACTOR is requested to perform services by County.
- 2.2 County shall provide CONTRACTOR with a list and a map of all service locations at least five (5) business days prior to the start date of each scheduled event.
- 2.3 CONTRACTOR and County both agree that there may be changes to the identified sites of delivery and installations up to and even during the event. CONTRACTOR shall work with County to ensure the needs of the clients are met in a timely manner.

3.0 FORCE MAJEURE PROVISIONS

- 3.1 COUNTY and CONTRACTOR shall be relieved of their obligation to the other if unable to perform the terms and conditions of this Agreement by virtue of governmental regulations or order, or by strike or war (declared or undeclared), pandemic or other health emergency, or other calamity such as fire, earthquake, hurricane, flooding, or similar acts of God, or because of other similar or dissimilar cause or causes beyond their control.
- 3.2 CONTRACTOR acknowledges notice that COUNTY may terminate this Agreement at any time if the Laguna Seca Recreation Area and facilities are required by COUNTY's grantor of the property hereunder, the United States of America, for the national defense.

4.0 PAYMENT PROVISIONS

- 4.1 CONTRACTOR to provide County with a detailed invoice for services rendered based on the rates as outlined on the price sheet attached hereto as Exhibit B. Payment shall be made in accordance with Section 6 of the Agreement.
  - 4.1.2 Section 6.02 is amended to allow CONTRACTOR to negotiate rate changes on an annual basis. Rates may not increase more than three (3) percent per year.
- 4.2 CONTRACTOR to complete County documentation necessary to have an open Purchase Order with the County for payment of the actual fees.

**EXHIBIT B**

## Equipment, Furniture and Design List and Pricing Schedule

<b>TriCord Product List</b>	<b>Pricing 2023</b>
<b>PIPE &amp; DRAPE</b>	
3' High Drape	\$4.00/ft
8' High Drape	\$6.00/ft
10' High Drape - Black ONLY	\$10.00/ft
<b>STANDARD FURNITURE</b>	
All Furniture rates are Discount Rates if order is placed 14 days prior to set up	
4' Skirted Table	\$100.00
6' Skirted Table	\$110.00
8' Skirted Table	\$135.00
4' Unskirted Table	\$85.00
6' Unskirted Table	\$95.00
8' Unskirted Table	\$120.00
4' Skirted Counter	\$120.00
6' Skirted Counter	\$130.00
8' Skirted Counter	\$155.00
4' Unskirted Counter	\$100.00
6' Unskirted Counter	\$110.00
8' Unskirted Counter	\$130.00
Side Chairs	\$45.00
Padded Arm Chairs	\$65.00
Padded Bar Stools	\$95.00
Wastebasket with Liner	\$14.00
Easel	\$35.00
Bistro Table	\$150.00
Bistro Spandex	\$40.00
Round Conference Table	\$150.00
Bag Tree	\$55.00
5- Panel Literature Rack	\$90.00



4th Side Skirted Table	\$25.00
Poster Boards	\$90.00
<b>HARDWALL STRUCTURE</b>	
Hardwall 8' High	\$25.00/ft
Hardwall 10' High	\$27.00/ft
<b>STAGING PARTS</b>	
4'x4' Riser Sections	\$50.00 per section
Stage Stairs per set	\$250.00 per set
<b>FLOORING</b>	
Carpet per square foot	\$3.00
Vinyl per square foot	\$4.00
<b>CUSTOM FURNITURE</b>	
1.5 Meter Hostess Stand	\$325.00
1.5 Meter Hostess Stand Kick Panel	220 + 9.25%
Pedestal	\$200.00
Pedestal Font Graphic ONLY	\$75.00 + 9.25%
Pedestal Front & Side Graphics	\$225.00 + 9.25%
1M Counter	\$275.00
1M Counter Font Graphic ONLY	\$150.00 + 9.25%
1M Counter Front & Side Graphics	\$300.00 + 9.25%
1M Curved Counter	\$200.00
1M Curved Counter ONLY	\$175.00 + 9.25%
1M Curved Counter Front & Side Graphics	\$325.00 + 9.25%
2M Counter	\$325.00
2M Counter Font Graphic ONLY	\$250.00 + 9.25%
2M Counter Front & Side Graphics	\$400.00 + 9.25%
Glass Horizontal Showcase	\$350.00
Glass Vertical Showcase	\$300.00
Top Panel Graphic Vertical Showcase	\$50.00 + 9.25%
Bottom Panel Graphic Vertical Showcase	\$75.00 + 9.25%
Full Graphics Vertical Showcase	\$500.00 + 9.25%



1M Curved Kiosk	\$750.00
Panel A ONLY	\$285.00 + 9.25%
Panel B ONLY	\$185.00 + 9.25%
Panel C ONLY	\$75.00 + 9.25%
Full Kiosk Graphics	\$620.00 + 9.25%
10' Backlit Tension Fabric Backwall Graphic - Seamless	\$4250.00 - Graphic Tax Included
<b>AUDIO VISUAL</b>	
65' LED HDTV	\$1,100.00
60' LED HDTV	\$900.00
55' LED HDTV	\$850.00
50' LED HDTV	\$750.00
40-43' LED HDTV	\$600.00
32' LED HDTV	\$300.00
24" LED HDTV	\$150.00
Premier Pole Stand w/ Shelf	\$180.00
Seamless Looping Media Player	\$100.00
24"-32" Monitor - Side Mount	\$65.00
24"-42"	\$135.00
Monitor Larger than 42" - Wall Mount	\$235.00
<b>MATERIAL HANDLING SERVICES</b>	
Advance Shipments to TriCord Warehouse	\$84.00 per 100lbs. - 200lb. Minimum
Direct Shipments to the Exhibit Site	\$84.00 per 100lbs. - 200lb. Minimum
Shipments or Equipment Requiring Special Handling	\$22.00 per 100lbs. - 200lb. Minimum
Overtime Charges Material Handling	\$22.00 per 100lbs. - 200lb. Minimum
<b>GRAPHIC/SIGNAGE</b>	
Graphic Design Per Hour	\$110.00/hr
Graphic Sales Tax	9.25%
Foam Core Signs per square foot	\$12.00
Vinyl Banners per square foot	\$10.00
Single Sided Black Back Fabric Banners per square foot	
Add 25% Late Fee Charge if Received after Graphic Deadline	25.00%
Rush Fees If Needed	Case by Case Basis



<b>LABOR</b>	
Standart Straight Time Labor	\$115.00/hr
Over time Labor	\$180.00/hr
<b>FORKLIFT LABOR</b>	
InBooth Forklift Labor Straight Time	\$185.00/hr
InBooth Forklift Labor Over Time	\$240.00/hr
<b>DELIVERY &amp; PICK-UP FEES</b>	
Delivery Fee - Straight Time	TBD on size of order
Delivery Fee - Over Time	TBD on size of order
Pick-up Fee - Straight Time	TBD on size of order
Pick-up - Over Time	TBD on size of order

**\*ALL ITEMS ADD LABOR FOR SET UP AND DISMANTLE\***

Yearly Price increase of 3% per item.

**EXHIBIT C**  
**INCORPORATION OF RFP #10894**  
**AND**  
**STATEMENT OF PROPOSAL DOCUMENTS**

The County invited submittals for Request for Proposals (RFP) through RFP #10894, On-Call Event Equipment, Furniture and Event Design for Various Events at WeatherTech® Raceway at Laguna Seca. TriCord Tradeshow Services submitted a responsive and responsible proposal to perform the services listed in RFP #10894.

RFP #10894 and the Proposal submitted by TriCord Tradeshow Services is hereby incorporated into the Agreement by this reference.