

**AMENDMENT NO. 4  
TO SERVICES AGREEMENT  
BETWEEN WALTZ CREATIVE LLC AND  
THE COUNTY OF MONTEREY ON BEHALF OF NATIVIDAD MEDICAL CENTER  
FOR  
MARKETING AND GRAPHIC DESIGN SERVICES**

This Amendment No. 4 to the Services Agreement (“Agreement”) which was effective on August 1, 2018 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (“NMC”), and Waltz Creative LLC (“CONTRACTOR”); **From this point forward, the party referenced previously as “NMC” shall be referenced as “COUNTY” and collectively, COUNTY and CONTRACTOR are referred to as the “Parties” to this Agreement, with respect to the following:**

**RECITALS**

**WHEREAS**, the Parties entered into an Agreement for Marketing and Graphic Design Services pursuant to RFP #9600-79 with a three (3) year term ending July 30, 2021, with the option to extend for two (2) additional one (1) year periods, in which the Monterey County Board of Supervisors approved a total aggregate amount not to exceed \$975,000 for all Agreements awarded per RFP #9600-79 for Marketing and Graphic Design Services; and

**WHEREAS**, the Parties amended the Agreement on June 15, 2021 via Amendment No. 1 to extend the term through July 31, 2022 to allow for services to continue with no changes to the original scope of work or billing rates with an increase of \$200,000 for a total aggregate amount of \$1,175,000 for all Agreements awarded per RFP #9600-79; and

**WHEREAS**, CONTRACTOR legally changed the business name to Waltz Creative LLC; and

**WHEREAS**, the Parties amended the Agreement via Amendment No. 2 to extend it for an additional one (1) year period through July 31, 2023 to allow for services to continue with additions to the original scope of work attached hereto as “Exhibit A-2 per Amendment No. 2” with a \$250,000 for a total aggregate amount of \$1,425,000 for all Agreements awarded per RFP #9600-79; and

**WHEREAS**, the Agreement expired on July 31, 2023; and

**WHEREAS**, the Parties renewed and amended the Agreement via Renewal and Amendment No. 3 on the same or similar terms, beginning August 1, 2023 and to extend it for an additional one (1) year period through July 31, 2024 for a revised full Agreement term of August 1, 2018 through July 31, 2024 to allow for services to continue with no changes to the scope of work or billing rates with an increase of \$200,000 for a total aggregate amount of \$1,625,000 for all Agreements awarded per RFP #9600-79; and

**WHEREAS**, the Parties currently wish to amend the Agreement via Amendment No. 4 to extend the term for an additional one (1) year period through July 31, 2025 for a revised full Agreement term of August 1, 2018 through July 31, 2025 to allow for services to continue with no changes to the scope of work or billing rates with an increase of \$225,000 for a total aggregate amount of \$1,850,000 for all Agreements awarded per RFP #9600-79; and

## AGREEMENT

**NOW, THEREFORE**, the Parties agree to amend the Agreement as follows:

The Agreement is hereby renewed and amended on the terms and conditions as set forth in the Original Agreement and in Amendment No. 1, Amendment No. 2, and Renewal and Amendment No. 3 incorporated herein by this reference, except as specifically set forth below.

1. **Section 4.1** under “**TERM OF AGREEMENT**” shall be amended to the following:  
*“The term of this Agreement is from August 1, 2018 through July, 31, 2025 unless sooner terminated pursuant to the terms of this Agreement.”*
2. **Paragraph titled “COMPENSATION AND PAYMENTS”** shall be amended to include:  
“5.7. The aggregate total amount payable by COUNTY under all Agreements awarded per RFP 9600-79 for Marketing and Graphic Design services is not to exceed the sum of \$1,850,000.”
3. Except as provided herein, all remaining terms, conditions and provisions of the Agreement are unchanged and unaffected by this Amendment No. 4 and shall continue in full force and effect as set forth in the Agreement and in Amendment No. 1, Amendment No. 2, and Renewal and Amendment No. 3.
4. A copy of this Amendment No. 4 shall be attached to the Agreement.
5. This Amendment No. 4 shall be effective when signed by both Parties.

*The remainder of this page was intentionally left blank.*

*~ Signature page to follow ~*

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 4 on the basis set forth in this document and have executed this Amendment No. 4 on the day and year set forth herein.

**COUNTY OF MONTEREY, on behalf of  
NATIVIDAD MEDICAL CENTER**

By: \_\_\_\_\_  
Charles R. Harris, CEO

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

**APPROVED AS TO LEGAL PROVISIONS**

DocuSigned by:  
By: Stacy Saetta  
C0ECE1B99F444A9  
Monterey County Deputy County Counsel

Date: 3/20/2024 | 10:26 AM PDT

**APPROVED AS TO FISCAL PROVISIONS**

DocuSigned by:  
By: Patricia Ruiz  
E79EF64E57454F6  
Monterey County Deputy Auditor/Controller

Date: 3/20/2024 | 11:28 AM PDT

**CONTRACTOR**

Waltz Creative LLC  
\_\_\_\_\_  
**CONTRACTOR's Business Name**  
\*\*\*See instructions below\*\*\*

DocuSigned by:  
By: Beth Welch  
1AA211CADD6B4C4  
(Signature of: Chair, President, or Vice-President)

Beth Welch, Managing Partner  
\_\_\_\_\_  
Name and Title

Date: 2/17/2024 | 9:32 AM PST

DocuSigned by:  
By: Kathy Schipper  
6F74F8AA98D6403  
(Signature of: Secretary, Asst. Secretary, CFO, Treasurer, or Asst. Treasurer)

kathy schipper, Founder & Partner  
\_\_\_\_\_  
Name and Title

Date: 3/13/2024 | 2:34 PM PDT

**\*\*\*Instructions\*\*\***

**If CONTRACTOR** is a corporation; including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

**If CONTRACTOR** is a partnership; the 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 (two signatures required).

**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 (one signature required).