

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: Monterey Bay Analytical Services, Inc,
(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:

Environmental laboratory testing/analysis services for the Monterey County Health Department.

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: \$ 45,000.00

3.0 TERM OF AGREEMENT:

3.01 The term of this Agreement is from April 1, 2020 to August 31, 2023, 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: Contractor's Fee Schedule

Monterey Bay Analytical Services
Inc. \$45,000.00

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.

DS
DH

DS
MW

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 for 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:

11.01 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), or sexual orientation, 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 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.

14.0 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:
Edward L. Moreno, MD, MPH, Health Officer and Director of Public Health Bureau	David Holland, Owner
Name and Title	Name and Title
1270 Natividad Road Salinas, CA 93906	4 Justin Court, Suite D Monterey, Ca 93940
Address	Address
(831) 755-4585	831-375-6227
Phone:	Phone:

15.0 MISCELLANEOUS PROVISIONS.

- 15.01 **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.
- 15.02 **Amendment:** This Agreement may be amended or modified only by an instrument in writing signed by the County and the CONTRACTOR.
- 15.03 **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.
- 15.04 **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.
- 15.05 **Disputes:** CONTRACTOR shall continue to perform under this Agreement during any dispute.
- 15.06 **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.

- 15.07 **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.
- 15.08 **Compliance with Applicable Law:** The parties shall comply with all applicable federal, state, and local laws and regulations in performing this Agreement.
- 15.09 **Headings:** The headings are for convenience only and shall not be used to interpret the terms of this Agreement.
- 15.10 **Time is of the Essence:** Time is of the essence in each and all of the provisions of this Agreement.
- 15.11 **Governing Law:** This Agreement shall be governed by and interpreted under the laws of the State of California; venue shall be Monterey County.
- 15.12 **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.
- 15.13 **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.
- 15.14 **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.
- 15.15 **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.
- 15.16 **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.
- 15.17 **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.

16.0 SIGNATURE PAGE.

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

COUNTY OF MONTEREY

By: Debra wilson *Debra Wilson, Contracts/Purchasing Supervisor*
78741937AA0D41B...
Contracts/Purchasing Officer
 Date: 8/4/2020 | 2:57 PM PDT

By: _____
 Date: _____
 Department Head (if applicable)

By: _____
 Date: _____
 Board of Supervisors (if applicable)

Approved as to Form¹

By: Marina Pantchenko *Marina Pantchenko*
65EE9F1502BD412...
Deputy County Counsel
 Date: 8/4/2020 | 2:28 PM PDT

Approved as to Fiscal Provisions²

By: Gary Giboney *Gary Giboney*
D3834BFECTD8449...
Auditor/Controller
 Date: 8/4/2020 | 2:49 PM PDT

Approved as to Liability Provisions³

By: _____
 Date: _____
 Risk Management

CONTRACTOR

Monterey Bay Analytical Services, Inc.
 Contractor's Business Name*

By: David Holland *David Holland*
B27EBFA04E184F4...
 (Signature of Chair, President, or Vice-President) *
David Holland President
 Date: 7/15/2020 | 10:03 AM PDT

By: Mason Weidner-Holland *Mason Weidner-Holland*
C88701F1C104400...
 (Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasure) *
Mason Weidner-Holland Secretary
 Date: 7/15/2020 | 10:06 AM PDT

County Board of Supervisors' Agreement Number: _____, approved on (date): _____

*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.

¹Approval by County Council is required
²Approval by Auditor-Controller is required
³Approval by Risk Management is necessary only if changes are made in paragraphs 8 or 9

EXHIBIT A
To the
Standard Agreement
Between The
County of Monterey ("County")
And
Monterey Bay Analytical Services, Inc. ("Contractor")

Scope of Services / Payment Provisions

A. SCOPE OF SERVICES

The CONTRACTOR shall provide services and staff, and otherwise do all things necessary for or incidental to the performance of work, as set forth below:

- Contractor will provide environmental laboratory testing/analysis services for the Monterey County Health Department, as requested by the Health Department Laboratory Director of Health Officer.

B. PAYMENT PROVISIONS

COMPENSATION/ PAYMENT

For the term of this Agreement, April 1, 2020 through August 31, 2023. County shall pay an amount not to exceed \$45,000.00 for the performance of all things necessary for or incidental to the performance of work as set forth in the Scope of Services.

CONTRACTOR'S compensation for services rendered shall be based on Exhibit B, Contractor's 2020 Fee Schedule.

C. INVOICING AND PAYMENTS

1. For services satisfactorily rendered, and upon receipt and approval of the invoices, the County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.
2. Invoices shall be submitted in duplicate to:
Monterey County Health Department
Public Health Laboratory
1270 Natividad Road
Salinas, CA 93906

3. Invoices shall:

- i. Be prepared on Contractor letterhead. An authorized official, employee, or agent certifying that the expenditures claimed represent services performed under this contract must sign invoices.
- ii. Bear the Contractor's name as shown on the agreement.
- iii. Identify the billing and/or performance period covered by the invoice.
- iv. Itemize costs for the billing period in the same detail as indicated in the scope of services in the agreement. Reimbursement may only be sought for those costs and/or cost categories expressly identified as allowable in this agreement and approved by the County of Monterey.



2020 Fee Schedule

Chemistry Panels	Analysis	Fee (\$)	Containers	
Irrigation Suitability Panel	pH, alkalinity, bicarbonate, carbonate, conductivity, total dissolved solids, calcium, magnesium, sodium, potassium, boron, chloride, sulfate, nitrate, hardness, Sodium Absorption Ratio (SAR) and adjusted SAR, Iron, Manganese	100.00	1 L plastic 250 ml plastic w/HNO ₃	
Domestic Suitability Panel	pH, alkalinity, conductivity, total dissolved solids, calcium, magnesium, sodium, potassium, chloride, fluoride, nitrate, nitrite, orthophosphate, sulfate, hardness, iron, manganese, Langelier Index corrosivity, Turbidity	135.00	1 L plastic 250 ml plastic w/HNO ₃	
General Water Quality Panel	pH, alkalinity, conductivity, total dissolved solids, calcium, magnesium, iron, manganese, sodium, potassium, arsenic, lead, copper, zinc, cadmium, chromium, fluoride, boron, chloride, sulfate, nitrate, nitrite, phosphate(ortho), silica, turbidity, hardness, Sodium Absorption Ratio (SAR) and adjusted SAR, Langelier Index corrosivity	185.00	1 L plastic 250 ml plastic w/HNO ₃	
Ag Waiver Panel <i>(for CA groundwater well monitoring)</i>	pH, alkalinity, conductivity, total dissolved solids, calcium, magnesium, sodium, potassium, chloride, sulfate, nitrate <i>*Geotracker report upload, add \$20</i>	95.00	1 L plastic 250 ml plastic w/HNO ₃	
Title 22 General Mineral General Physical Inorganic Panel	Color, odor, turbidity, pH, carbonate, bicarbonate, alkalinity, hydroxide, surfactants, conductivity, TDS, calcium, magnesium, hardness, copper, iron, potassium, manganese, sodium, zinc, silver, aluminum, arsenic, barium, cadmium, chromium, lead, mercury, selenium, antimony, beryllium, nickel, thallium, fluoride, nitrate, nitrite, phosphate, bromide, sulfate, chloride, cyanide, Langelier Index corrosivity <i>*Perchlorate, Chromium-6 & Asbestos must be ordered separately if needed*</i>	310.00	250 ml glass 1 L plastic 250 ml plastic w/NaOH 250 ml plastic w/HNO ₃	
Storm Drain Panel	Total suspended solids, pH, Oil & Grease, conductivity.	100.00	1 L plastic	
	Add TOC	155.00	1 L amber glass w/HCl	
	Substitute TOC for O&G	120.00	(3) 40 ml VOA w/H ₃ PO ₄	
R.O. / Softener Panel	pH, conductivity, hardness, calcium, magnesium	50.00	500 mL plastic 250 ml plastic w/HNO ₃	
Synthetic Organic Compounds** (SOC's)	Ethylenedibromide & dibromochloropropane (EPA 504.1), Pesticides & PCBs (EPA 505), Herbicides (EPA 515.1), Regulated Organics by GC/MS (EPA 525.2), Carbamates (EPA 531.1), Glyphosate (EPA 547), Endothall (EPA 548.1), Diquat (EPA 549.1) <i>*Dioxin must be ordered separately if needed*</i>	1300.00	EPA 504 (3) 40 ml VOAs w/Na ₂ S ₂ O ₃ EPA 505 (3) 40 ml VOAs w/ Na ₂ S ₂ O ₃ EPA 515 250 ml glass w/ Na ₂ SO ₃ EPA 525 (2)-1L glass w/Ascorbic, EDTA & KH ₂ Cr EPA 531 40 ml VOA w/MCAA & Na ₂ S ₂ O ₃ EPA 547 40 ml VOA w/ Na ₂ S ₂ O ₃ EPA 548 250 mL glass w/ Na ₂ S ₂ O ₃ EPA 549 1 L plastic w/ Na ₂ S ₂ O ₃	
SOC's for Monterey County**	Alachlor, Atrazine & Simazine, Thiobencarb (EPA 525), Bentazon & 2,4-D (EPA 515.3), Carbofuran (EPA 531.1), Diquat (EPA 549)	750.00	EPA 525 (2)-1L glass w/Ascorbic, EDTA & KH ₂ Cr EPA 515 250 ml glass w/ Na ₂ S ₂ O ₃ EPA 531 40 ml VOA w/MCAA & Na ₂ S ₂ O ₃ EPA 549 1 L plastic w/ Na ₂ S ₂ O ₃	
Volatile Organic Compounds (VOC's)**	Drinking Water -EPA 524**	130.00		
	Wastewater – EPA 624**	150.00	(3) 40 ml VOAs w/ HCl	
Radionuclide Testing	Gross Alpha**	75.00	1 L plastic	
	Gross Beta**	75.00	1 L plastic	
	Radium 226**	160.00	1 L plastic	
	Radium 228**	265.00	2 L plastic	
	Uranium by ICPMS	50.00	250 ml plastic w/HNO ₃	
Asbestos**	Asbestos in Drinking Water** (>24 Hours or Friday/Weekend collection = Mandatory Ozonation Required)	210.00 +50.00	1 L plastic (24-hr Hold Time)	
Trihalomethanes** (THM)	EPA 551 (Chloroform, bromodichloromethane, dibromochloromethane, bromoform)	95.00	(4) 40 ml VOAs w/ Na ₂ S ₂ O ₃	
Haloacetic Acids** (HAA-5)	EPA 552 (Dibromoacetic, Dichloroacetic, Monobromoacetic, Monochloroacetic, Trichloroacetic)	170.00	250 ml Amber Glass w/ NH ₄ Cl	
Bacteriological Analyses: <<<<< Friday and weekend receipt incur 50% surcharge >>>>>				
• Coliforms, P/A (Presence/Absence)	Total & E. Coli, Presence/Absence:	24-hour Read Time	26.00	100 ml (sterile) w/Na ₂ S ₂ O ₃
		18-hour Read Time	30.00	
• Coliforms, QT (Enumeration)	Total & E. Coli by Quantitray -	24-hour Read Time	30.00	100 ml (sterile) w/Na ₂ S ₂ O ₃
		18-hour Read Time	35.00	
		Fecal Coliform by Quantitray -	35.00	
• Coliforms, MTF (SM 9221)	Wastewater and source water, Total – by 15-tube Multiple Tube Fermentation + Fecal Coliform added to above analysis <i>THURSDAY, Friday, and weekend receipt incur 50% surcharge</i>		35.00	100 ml (sterile) w/ Na ₂ S ₂ O ₃
			15.00	
• Enterococcus	Enterococcus by Quantitray		30.00	100 ml (sterile) w/ Na ₂ S ₂ O ₃
• Heterotrophic Plate Count (HPC)	Heterotrophic Plate Count by SimPlate <i>THURSDAY, Friday, and weekend receipt incur 50% surcharge</i>		35.00	100 ml (sterile) w/Na ₂ S ₂ O ₃

**Analysis sub-contracted to certified laboratory

Exhibit B



2020 Fee Schedule

Analyte	Fee (\$)	Container(s)
1,2,3-Trichloropropane (TCP) - GCMS-SIM**	130.00	(3) 40 ml VOAs
Acrolein & Acrylonitrile**	125.00	(3) 40 ml VOAs
Alkalinity	25.00	250 ml plastic
Aluminum - Al	25.00	250 ml plastic w/HNO ₃
Ammonia - NH ₃	34.00	250 ml plastic w/ H ₂ SO ₄
Anions (3 or more: Cl, F, Br, NO ₃ , NO ₂ , SO ₄ , PO ₄)	70.00	250 ml plastic
Arsenic - As	25.00	250 ml plastic w/HNO ₃
Arsenic, Speciation **	225.00	125 ml plastic w/EDTA Pres.
Asbestos (Building Materials)**	Price Dependent on # Layers	10.00/additional Layer
Barium - Ba	25.00	250 ml plastic w/HNO ₃
BioAssay (Acute Toxicity)** - Requires Advanced Notification	Quote	10 liter cubit
Biochemical Oxygen Demand (BOD)	45.00	1 liter plastic
Biochemical Oxygen Demand (BOD), Soluble	50.00	1 liter plastic
Blue Green Algae**	55.00	100 ml (sterile)
Boron - B	25.00	250 ml plastic w/HNO ₃
Bromate** - BrO ₃	65.00	250ml glass w/EDA pres.
Bromide - Br	25.00	250 ml plastic
Cadmium - Cd	25.00	250 ml plastic w/HNO ₃
Calcium - Ca	25.00	250 ml plastic w/HNO ₃
Cam 16 Metals (Sb, As, Ba, Be, Ca, Cr, Co, Cu, Pb, Mo, Ni, Se, Ag, Tl, V, Zn)**	230.00	250 ml plastic w/HNO ₃
Cam 17 Metals (Hg ₂₄₅ , Sb, As, Ba, Be, Cr, Cd, Co, Cu, Pb, Mo, Ni, Se, Ag, Tl, V, Zn)**	260.00	250 ml plastic w/HNO ₃
Carbonaceous Biochemical Oxygen Demand (CBOD)	45.00	1 liter plastic
Cations (3 or more: B, Ca, Cu, Fe, Mn, Mg, K, SiO ₂ , Na, Zn)	70.00	250 ml plastic w/HNO ₃
Chemical Oxygen Demand (COD)	40.00	250 ml plastic w/ H ₂ SO ₄
Chloramines (includes free and total chlorine residual)	30.00	250 ml plastic
Chloride - Cl	25.00	250 ml plastic
Chlorine Residual (Free or Total)	20.00	250 ml plastic
Chlorophyll-a	40.00	1liter glass or glass fiber filter (frozen)
Chromium (total) - Cr	25.00	250 ml plastic w/HNO ₃
Chromium VI - Cr6 (Wastewater)	55.00	250 ml plastic W/Buffer
Chromium VI - Cr6**	90.00	250 ml plastic W/Buffer
Color	20.00	250 ml glass
Conductivity - SEC	20.00	250 ml plastic
Copper - Cu	25.00	250 ml plastic w/HNO ₃
Corrosivity - Langlier Index (Includes Ca, Alk, pH, & TDS)	55.00	500 ml plastic 250 ml plastic w/HNO ₃
Cyanide - Cn (Drinking water)	45.00	250 ml plastic w/ NaOH
Cyanide - Cn (Wastewater)**	85.00	250 ml plastic w/ NaOH
Dioxin** 2,3,7,8 TCDD by EPA 1613	390.00	(2) 1 liter glass
Dioxin** plus TCDD equivalents Cl4-Cl8 by EPA 1613	850.00	(2) 1 liter glass
Dissolved Organic Carbon (DOC)	70.00	(3) 40 mL VOAs
Dissolved Oxygen	10.00	500 ml plastic
Ethanol**	200.00	(3) 40 ml VOAs
Fluoride - F	25.00	250 ml plastic
Formaldehyde** EPA 556	260.00	(2) 40 ml VOA w/NH ₄ CL/CuSO ₄
General Physical (Color, Odor, Turbidity)	45.00	250 ml glass
Hardness (Includes Ca & Mg)	40.00	250 ml plastic w/HNO ₃
Iodide**	75.00	250 ml plastic
Iron - Fe	25.00	250 ml plastic w/HNO ₃
Iron-Related Bacteria -Friday and Weekend collections incur 50% surcharge	65.00	100 ml (sterile) w/Na ₂ S ₂ O ₃
Lead - Pb	25.00	250 ml plastic w/HNO ₃
Lead & Copper Rule (Includes Pb, Cu & Turbidity)	40.00	1 liter plastic w/HNO ₃
Lithium - Li	25.00	250 ml plastic w/HNO ₃
Magnesium - Mg	25.00	250 ml plastic w/HNO ₃
Manganese - Mn	25.00	250 ml plastic w/HNO ₃



2020 Fee Schedule

Analyte	Fee (\$)	Container(s)	
MBAS (Detergents)	45.00	250 ml glass	
Mercury – Hg (Drinking Water)	25.00	250 ml plastic w/HNO ₃	
Mercury by Cold Vapor in Wastewater (Hg ₂₄₅)**	70.00	250 ml plastic w/HNO ₃	
Metals Scan (Drinking Water), by EPA 200.8 (As, Cd, Cu, Fe, Mn, Pb, Zn, Al, Cr, Ni, Ag, Ba, Be, Hg, Se, Sb, Tl, Co, Li, Mo, Sr, V)	(3-6 Metals) 70.00 (7-10 Metals) 105.00 (11-13 Metals) 135.00 (14-17 Metals) 160.00 (18-22 Metals) 185.00	250 ml plastic w/HNO ₃	
Dissolved Metals	(Filter Charge) +5.00		
Methane** - CH ₄	175.00		(3) 40 ml VOA's w/HCl
Methanol (EPA 8260 Includes VOCs)**	160.00		(3) 40 ml VOA's w/HCl
Nickel - Ni	25.00		125 ml plastic w/HNO ₃
Nitrate – NO ₃	25.00	250 ml plastic	
Nitrite – NO ₂	25.00	250 ml plastic	
Nitrogen, Total Kjeldahl - TKN	40.00	500 ml plastic w/ H ₂ SO ₄	
Nitrogen, Total (Includes NO ₃ , NO ₂ , TKN)	70.00	500 ml plastic w/ H ₂ SO ₄ 250 ml plastic	
Odor	20.00	250 ml glass	
Oil & Grease – O&G Polar & Non-Polar	55.00 85.00	1 liter glass w/HCl	
Organochlorine Pesticides & PCBs (EPA 608)**	250.00	1 liter glass	
Organophosphorus Pesticides (EPA 814)**	200.00	(2) 1 liter glass	
Perchlorate	60.00	250 ml plastic	
pH	15.00	250 ml plastic	
Phosphate, Ortho – PO ₄	25.00	250 ml plastic	
Phosphorus, Total	35.00	250 ml plastic w/ H ₂ SO ₄	
Phenolics EPA 420.4**	125.00	250 ml amber w/ H ₂ SO ₄	
Phenols 15 compounds EPA 625**	210.00	(2) 1 liter glass	
Polynuclear Aromatics by HPLC, EPA 610**	195.00	1 liter glass	
Potassium - K	25.00	250 ml plastic w/HNO ₃	
Priority Pollutant Metals (PPI3/WW matrix) (Sb, As, Be, Cd, Cr, Cu, Pb, Ni, Se, Ag, Tl, Zn, **Hg ₂₄₅)	205.00	250 ml plastic w/HNO ₃	
Selenium -Se	25.00	250 ml plastic w/HNO ₃	
Silica – SiO ₂	25.00	250 ml plastic w/HNO ₃	
Silver - Ag	25.00	250 ml plastic w/HNO ₃	
Sodium - Na	25.00	250 ml plastic w/HNO ₃	
Sodium Absorption Ratio (SAR & adj. SAR – Includes Ca, Na, K, Mg & SEC)	60.00	500 ml plastic 250 ml plastic w/HNO ₃	
Sulfate – SO ₄	25.00	250 ml plastic	
Semi-Volatile Organic Compounds (EPA 625)**	380.00	(2) 1 liter glass	
Solids, Settleable - SS	20.00	1 liter plastic	
Solids, Suspended - TSS	25.00	1 liter plastic	
Solids, Volatile Suspended – VSS (includes TSS)	40.00	500 ml glass	
Title 22 Primary (Inorganic) (Cyanide, Al, Sb, As, Ba, Be, Cd, Cr, Cu, Hg, Pb, Ni, Se, Tl, F, NO ₃ , NO ₂)	175.00	250 ml plastic 250 ml plastic w/HNO ₃ 250 ml plastic w/NaOH	
Title 22 Secondary (General Mineral & Physical) (Alk, pH, Color, Odor, Turb, MBAS, TDS, SEC, Cl, SO ₄ , Ca, Fe, Mn, Cu, Zn, Ag, Langlier Index)	160.00	250 ml glass 1 liter plastic 250 ml plastic w/HNO ₃	
Solids, Total Dissolved - TDS	25.00	500 ml plastic	
STLC/WET TEST (+\$25/Metal or Cam17 panel for \$260)**	110.00	1 liter plastic (100g (Solid))	
Sulfide, Total – S ²⁻ **	40.00	250 ml plastic w/ NaOH + Zn Acetate	
Total Organic Carbon - TOC	65.00	(3) 40ml VOA w/ H ₃ PO ₄	
TPH – Multi-Range Organics (Gasoline, Diesel, Motor Oil)**	120.00	(3) 40 ml VOAs w/HCl	
Tributyltin**	235.00	1 liter amber glass	
Turbidity	20.00	250 ml plastic	
Urea	35.00	125 ml plastic (freeze)	
UV ₂₅₄	20.00	250 ml glass	
Zinc - Zn	25.00	250 ml plastic w/HNO ₃	

**Analysis sub-contracted to certified laboratory