

EXHIBIT A



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David J. Stoldt
General Manager
Monterey Peninsula Water Management District
P.O. Box 85
Monterey, CA 93942-0085

Dear Mr. Stoldt:

On behalf of the Center for Collaborative Policy (CCP) at California State University, Sacramento (CSUS), I appreciate the opportunity to submit a proposal to mediate negotiations related to the Monterey Peninsula Water Supply Project. CCP is a fee-for-service unit of the CSUS. Established in 1992, CCP's mission is to build the capacity of Californians to use collaborative strategies to develop broadly supported, sustainable solutions to complex public policy challenges. CCP designs, facilitates, and mediates collaborative processes that result in policy agreements and action, helps foster constructive working relationships between stakeholders, and integrates collaborative processes into the public policy work of participating organizations.

Background. CCP understands that there is a strongly felt need on the part of numerous Monterey Peninsula water management agencies to establish new or expanded water supply sources. The State Water Resource Control Board (Water Board) has found that water withdrawals from the Carmel River exceed authorized amounts. To protect the habitat needs of sensitive species, the Water Board has issued an order to cease the excessive withdrawals by 2021 (as modified). The Water Board has set specific milestones for making progress toward that goal, as well as penalties if the parties fail to achieve a given milestone. One key proposal for how to provide an alternative source of water focuses on establishment of a desalinization facility in the area. Related questions involve potential impacts of such a facility on aquatic species, groundwater quantity, and groundwater quality. The parties believe that they need to find mutually acceptable ways of addressing these questions in order to meet the next Water Board milestone. Failure to do so is expected to result in reductions in allowable water withdrawals, as well as litigation. Therefore, the parties are seeking mediation assistance.

Proposed CCP Staffing. While we are headquartered in Sacramento, we have a satellite office in Santa Cruz, where our proposed mediator is based. CCP proposes Dr. Marcelle E. ("Marcie") DuPraw as the mediator for this project. She will have the support of a CCP Assistant Facilitator as needed to assist in documenting progress. Dr. DuPraw will maintain neutrality with respect to the outcome of this negotiation, and impartiality with respect to the parties involved. Please find Dr. DuPraw's resume attached.

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Proposed Tasks. The tasks that CCP proposes to undertake in mediating the parties' negotiations are as follows:

- Task 1: Document Review. The CCP team will review selected materials provided by parties to the negotiations and available on pertinent websites in order to understand the decision-making and policy context of these negotiations, as well as the dynamics relevant to this particular situation.

Deliverables: N/A

- Task 2: Between-Meeting Consultations. Dr. DuPraw will engage negotiators in party-specific discussions by telephone, email and/or in person to gain an understanding of each primary party's perspective on the situation (e.g., interests, drivers, constraints, history of the situation, what has or has not worked in previous efforts to resolve it, settlement criteria, desired ground rules, etc.). CCP will draw upon this understanding and synthesize the discussions with each party to structure negotiations that afford all parties a constructive venue in which to search for a mutually-acceptable solution to this challenge. CCP will keep the specific content of such discussions confidential unless given explicit permission to the contrary by the party involved. CCP may also confer with individual parties and/or subsets of the parties to help formulate straw documents and potential agreements. Such consultations may take place throughout the period of performance.

Deliverables: N/A

- Task 3: Meeting Facilitation / Mediation. Dr. DuPraw will conduct up to five joint meetings of the primary parties to this negotiation ("plenary meetings"), integrating facilitation and mediation to best meet the needs of the project and achieve the parties' shared objectives for the meetings. Dr. DuPraw will develop agendas for these meetings in consultation with the parties. Upon the parties' request, she also may play a role to develop related discussion materials. A CCP Assistant Facilitator will attend these meetings and take notes, which will be used to document progress on behalf of all participants. CCP assumes that each joint meeting is approximately four hours in duration, and held in the Monterey area. This task encompasses travel to and from the meeting location, on-site pre-meeting preparations, and up to one hour of time on site following adjournment for informal discussion and debriefing with participants.

Deliverables: Draft and final meeting agendas

- Task 4: Documentation of Progress. The CCP team will produce meeting summaries for the plenary meetings. CCP will not attribute specific comments to specific parties. Summaries will be brief, focusing on general themes, action items, decisions made, agreements reached attendees, and/or revised draft text for inclusion in a potential agreement.

Deliverables: Draft and final meeting meeting summaries

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- Task 5: Project Management. CCP will ensure that the above services are delivered on time and within budget. CCP will prepare monthly progress reports, and submit them in conjunction with invoices.
 - Deliverables: Monthly progress reports

Budget Assumptions. In addition to assumptions mentioned above, the following apply:

1. Up to five plenary meetings will be required between December 2017 and March 31, 2019. Each plenary meeting will be held in the Monterey area, and will last approximately four hours.
2. There are between six and ten organizations and/or agencies who are primary parties to this negotiation.
3. Plenary meetings will involve approximately twenty participants.
4. Managing Sr. Mediator Marci DuPraw will mediate the plenary meetings; she will have the support of a CCP Assistant Facilitator for note-taking and logistical support purposes.
5. On-site preparations and check out will require the presence of the mediation team on site approximately 1 hour in advance and 1 hour after adjournment.
6. CCP will provide meeting supplies, including name tags, tent cards, flip chart easels, flip chart paper, markers, registration materials and similar.
7. CCP shall not be responsible for arranging for meeting locations nor refreshments.
8. Various smaller group calls/meetings will be needed between the plenary meetings in order to explore possible proposals and draft deal points, requiring approximately 35 additional hours per month of the mediator's time. These will be mediated by Dr. DuPraw.
9. CCP shall provide conference call lines for all mediated conference calls.
10. All primary parties regarding the issues of concern are willing to participate in mediation.
11. The primary parties will be available for time-sensitive discussions with the mediator.
12. Funds can be re-allocated between labor categories and other direct costs, and between tasks, at the mediator's discretion to best serve the needs of the project.
13. If assumptions detailed in this scope of work are not applicable, CCP will bring this to the attention of the parties and suggest renegotiate the scope or budget accordingly.

Proposed Cost Estimate. CCP proposes a project budget of \$50,000 for carrying out this work. Attachment A presents the budget details. This estimate is subject to revision based on subsequent review of this scope and associated discussions between CCP and parties. I hope this proposal meets your needs, and those of the other parties involved. I look forward to your feedback.

Very best regards,

Marci DuPraw

Dr. Marcelle E. DuPraw
Managing Senior Mediator / Facilitator
Center for Collaborative Policy