

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:

Arc Alternatives

(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:

- 1) Develop a County-Wide Decarbonization Framework for our County facilities
- 2) Conduct an Infrastructure Inventory to prioritize decarbonization of our building assets

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: \$ 160000

3.0 TERM OF AGREEMENT:

3.01 The term of this Agreement is from 10/1/2022 to 7/31/2024, 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: NA

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 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: Ashley Paulsworth, Sustainability Program Manager	FOR CONTRACTOR: Russell Driver, Principal
Name and Title 168 W. Alisal St., Salinas CA, 93901	Name and Title 144 Donald Dr., Moraga, CA, 94556
Address (831) 755-5344	Address 415-420-5725
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.

DocuSigned by:
COUNTY OF MONTEREY
Angelica Ruelas
ADEC1178E799451

By: _____
Date: 10/28/2022 | 8:18 AM PDT
Contracts/Purchasing Officer

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

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

DocuSigned by:
Shane Strong
F631EE484254490...

Approved as to Form:
By: _____
Date: 10/27/2022 | 5:35 PM PDT
County Counsel

DocuSigned by:
Jennifer Forsyth
4E7E657875454AE

Approved as to Fiscal Provisions²:
By: _____
Date: 10/28/2022 | 8:14 AM PDT
Auditor/Controller

Approved as to Liability Provisions³:
By: _____
Date: _____
Risk Management

CONTRACTOR

Arc Alternatives

Contractor's Business Name*

DocuSigned by:
Russell Driver
9GBF4B1AE0F4CC...

By: _____
Date: _____
(Signature of Chair, President, or Vice-President) *
President

Name and Title

10/24/2022 | 1:58 PM PDT

Date: _____

DocuSigned by:
Andrew D. Main
15B72B3E7456463...

By: _____
Date: _____
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasure) *
Chief Financial Officer

Name and Title

10/25/2022 | 3:21 PM PDT

Date: _____

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

**AMENDMENT #1 TO PROFESSIONAL SERVICES AGREEMENT
COUNTY OF MONTEREY & ARC Alternatives**

THIS AMENDMENT is made to the AGREEMENT for Energy Analytics and Energy Consulting Services by and between **ARC Alternatives**, hereinafter “**CONTRACTOR**”, and the County of Monterey, a political subdivision of the State of California, hereinafter referred to as “**County**”.

WHEREAS, the County and **CONTRACTOR** wish to amend the AGREEMENT to add additional services and to increase the total amount of the AGREEMENT due to the addition of services.

NOW THEREFORE, the County and **CONTRACTOR** hereby agree to amend the AGREEMENT in the following manner:

1. Paragraph 3, “**TERM OF AGREEMENT**”, shall be amended by removing “The term of this Agreement is from 10/1/2022 to 7/31/2024, unless sooner terminated pursuant to the terms of this Agreement”, and replacing it with “The term of this Agreement is from 10/1/2022 to 7/31/2026, unless sooner terminated pursuant to the terms of this Agreement”.
2. Section 2., “**PAYMENTS BY THE COUNTY**” shall be amended by removing, “*The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of \$160,000.00.*” and replacing it with “*The total amount payable by County to CONTRACTOR under this AGREEMENT shall not exceed \$368,600.00*”
3. **EXHIBIT A – Scope of Services** shall be amended by adding several additional services as per **EXHIBIT A1 Revised per Amendment #1** attached hereto.
4. Except as provided herein, all remaining terms, conditions and provisions of the **AGREEMENT** are unchanged and unaffected by this **AMENDMENT** and shall continue in full force and effect as set forth in the **AGREEMENT**.
5. A copy of the **AMENDMENT** shall be attached to the original **AGREEMENT** executed by the County on October 28, 2022.

This space left blank intentionally

IN WITNESS WHEREOF, the parties have executed this AMENDMENT on the day and year written below.

MONTEREY COUNTY

DocuSigned by:
Debra Wilson PhD
7B741937A20D41B
Contracts/Purchasing Officer

Dated: 5/1/2025 | 5:05 AM PDT

Approved as to Fiscal Provisions:
DocuSigned by:
Jennifer Forsyth
4E7E657675454AE
Deputy Auditor/Controller

Dated: 2/19/2025 | 4:26 PM PST

Approved as to Liability Provisions:
Signed by:
David Bolton
08FDC269FF0243C
Risk Management

Dated: 2/19/2025 | 10:42 AM PST

Approved as to Form:
Signed by:
Michael Whilden
0F98C5BE086E476
Deputy County Counsel

Dated: 2/6/2025 | 8:31 AM PST

CONTRACTOR

By: Russell Driver
Signature of Chair, President, or Vice-President

Russell Driver, President
Printed Name and Title

Dated: 1/8/2025

By: Andrew D. Meiman
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer)*

Andrew D. Meiman, CFO
Printed Name and Title

Dated: 1/8/2025

*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. 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. 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.

EXHIBIT-A1

To Agreement by and between
[County Administrative Office], hereinafter referred to as "County"
AND
[ARC Alternatives], hereinafter referred to as "CONTRACTOR"

Scope of Services / Payment Provisions

A. SCOPE OF SERVICES

A.1 CONTRACTOR shall provide services and staff, and otherwise do all things necessary for or incidental to the performance of work, as set forth below:

Amend "Task 2 Infrastructure Inventory Prioritization" to include

- Conduct walk-through level audits of five facilities totaling approximately 900,000 square feet floor space at 5 facilities.
- Gather system configurations, nameplate data and photos (as allowed in secure facilities) of a representative sampling of equipment. Focus on HVAC systems, energy efficiency project potential and electrification opportunities. The only exclusion is lighting at Natividad Medical Center, which has already been audited.
- Organize and document data for use in Decarbonization Grant; provide courtesy copy to CCEW.
- Lead Author to write report incorporating completed infrastructure inventory and strategic prioritization into the Decarbonization Framework (Draft and Final).

Add new "Task 5 On-call Energy Consulting" to include, as needed:

- Energy Asset and/or PPA Procurement Support
 - Vendor outreach prior to release of procurement documents
 - Develop scope document describing the solar projects: system sizes, locations, production targets, and POCs
 - Develop bid sheets for proposers to use in their responses
 - Create streamlined instructions to proposers
 - Develop proposal evaluation criteria, weighting, and scoring rubric for use by ARC and County staff on evaluation committee
 - Evaluate proposals
 - Document proposal evaluation results and contractor selection (memo, presentation)
 - Support contract negotiations
- Electric Vehicle (EV) Charging Infrastructure analysis and planning

- Fleet Electrification analysis and planning
- Legacy solar system performance and economic analysis
- Utility analysis

Add new "Task 7 ENGIE Solar Verification" to include

- Project management support
 - Attend project meetings
 - Review contractor schedules
 - Review contractor submittals
 - Assess contractor change orders
- Design review
 - Review contractor design packages
 - Document design review comments and share with contractor
 - Update system savings models to reflect final system designs
- Commissioning and system performance verification
 - Review and approve contractor testing plans
 - Confirm testing documentation is complete and reflects successful testing program
 - Validate system production during "proving period" and document findings
 - Identify and confirm any utility rate switches have been implemented
- Project Close-out
 - Support project close-out, including any required document review
 - Ensure County has all necessary project documentation.

B. PAYMENT PROVISIONS

B.1 COMPENSATION/ PAYMENT

County shall pay an amount not to exceed ~~\$368,600~~ for the performance of all things necessary for or incidental to the performance of work as set forth in the Scope of Work. CONTRACTOR'S compensation for services rendered shall be based on the following rates or in accordance with the following terms:

There shall be no travel reimbursement allowed during this Agreement.

B.2 CONTRACTORS BILLING PROCEDURES

NOTE: Payment may be based upon satisfactory acceptance of each deliverable, payment after completion of each major part of the Agreement, payment at conclusion of the Agreement, etc.

County may, in its sole discretion, terminate the contract or withhold payments claimed by CONTRACTOR for services rendered if CONTRACTOR fails to satisfactorily comply with any term or condition of this Agreement.

No payments in advance or in anticipation of services or supplies to be provided under this Agreement shall be made by County.

County shall not pay any claims for payment for services submitted more than twelve (12) months after the calendar month in which the services were completed.

DISALLOWED COSTS: CONTRACTOR is responsible for any audit exceptions or disallowed costs incurred by its own organization or that of its subcontractors.



Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066
www.co.monterey.ca.us

Board Order

A motion was made by Supervisor Luis A. Alejo, seconded by Supervisor Wendy Root Askew to:

Agreement No.: A-16062 ; Amendment No.: 1

- a. Approve and authorize the Contracts Purchasing Officer, or designee, to sign a Renewal and Amendment #1 to an Agreement with ARC Alternatives to provide energy engineering, auditing, and verification services extending the term by two years, for a new term retroactive to October 1, 2022 through July 31, 2026, and increasing the total contract amount by \$208,600 for a new not to exceed total contract amount \$368,600; and
- b. Authorize the County Administrative Officer, or designee, to sign up to three future amendments to this amended agreement where the amendments do not significantly change the responsibilities of the parties, do not cause an increase of more than 10% (\$36,860) of the contract amount and do not increase the total contract amount above \$405,460.

PASSED AND ADOPTED on this 11th day of March 2025, by roll call vote:

AYES: Supervisors Alejo, Church, Lopez, Askew, and Daniels
NOES: None
ABSENT: None

I, Valerie Ralph, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 82 for the meeting March 11, 2025.

Dated: March 12, 2025
File ID: A 25-043
Agenda Item No.: 27

Valerie Ralph, Clerk of the Board of Supervisors
County of Monterey, State of California

Emmanuel H. Santos, Deputy



County of Monterey

Item No.

Board Report

Board of Supervisors
Chambers
168 W. Alisal St., 1st Floor
Salinas, CA 93901

Legistar File Number: A 25-043

March 11, 2025

Introduced: 2/14/2025

Current Status: Agenda Ready

Version: 1

Matter Type: BoS Agreement

- a. Approve and authorize the Contracts Purchasing Officer, or designee, to sign a Renewal and Amendment #1 to an Agreement with ARC Alternatives to provide energy engineering, auditing, and verification services extending the term by two years, for a new term retroactive to October 1, 2022 through July 31, 2026, and increasing the total contract amount by \$208,600 for a new not to exceed total contract amount \$368,600; and
- b. Authorize the County Administrative Officer, or designee, to sign up to three future amendments to this amended agreement where the amendments do not significantly change the responsibilities of the parties, do not cause an increase of more than 10% (\$36,860) of the contract amount and do not increase the total contract amount above \$405,460.

RECOMMENDATION:

It is recommended that the Board of Supervisors:

- a. Approve and authorize the Contracts Purchasing Officer, or designee, to sign a Renewal and Amendment #1 to an Agreement with ARC Alternatives to provide energy engineering, auditing, and verification services extending the term by two years, for a new term retroactive to October 1, 2022 through July 31, 2026, and increasing the total contract amount by \$208,600 for a new not to exceed total contract amount \$368,600; and
- b. Authorize the County Administrative Officer, or designee, to sign up to three future amendments to this amended agreement where the amendments do not significantly change the responsibilities of the parties, do not cause an increase of more than 10% (\$36,860) of the contract amount and do not increase the total contract amount above \$405,460.

SUMMARY:

Staff recommends that the Board of Supervisors authorize the Contracts Purchasing Officer, or designee, to sign a renewal and Amendment #1 with ARC Alternatives to continue to serve the County as on-call renewable energy experts. This amendment will augment the agreement amount by \$208,600 and will be retroactive from October 1, 2022, through July 31, 2026. The augmented scope includes continuing to develop the County's Decarbonization Framework through the Central Coast Community Energy Member Agency Planning, Implementation, and Innovation Grant Program grant award that the Board accepted on July 12, 2022, \$50,000 for on-call energy services allocated to the Sustainability Program during the FY 2024-25 Budget Process, \$80,023 for verification services of the Board approved solar projects at Natividad Medical Center, 1590 Moffett Street, and 168 & 142 W. Alisal Street, and an invoice for \$9,800 to be paid by Natividad Medical Center for a verification analysis of the PG&E On-Bill Finance program that is currently being implemented by EcoGreen Solutions. The agreement is retroactive to cover the outstanding invoices that ARC Alternatives has performed for the County. The agreement lapsed on July 31, 2024, because staff

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were not expecting to need Board authorization for the extension and amendment but were required to seek Board approval due to the contract amount exceeding \$200,000.

DISCUSSION:

Since the original agreement was signed with ARC Alternatives (ARC), the contractor and Sustainability Program have made significant progress on the Decarbonization Framework scope of work through the Central Coast Community Energy Member Agency Planning, Implementation, and Innovation Grant Program. The Sustainability Program, ARC, and San Joaquin Valley Clean Energy Organization have performed audits of nearly all owned County facilities and ARC is undertaking their facilities analysis. ARC has represented the County for six solar energy and battery storage projects and performed verification services for the Natividad Medical Center On-Bill Finance project to ensure that the project met County interests. ARC will provide additional verification services for the Board approved solar projects at Natividad Medical Center, 1590 Moffett Street, and 168 & 142 W. Alisal Street, to ensure that pricing, scheduling, and engineering decisions best suite County interests. With this amendment and renewal, ARC will continue to be an asset for the County as it advances renewable energy, electric vehicle charging, energy efficiency, and other complex sustainability initiatives requiring engineering expertise.

OTHER AGENCY INVOLVEMENT:

Staff have collaborated with Natividad Medical Center to enable ARC Alternatives to provide a verification analysis of PG&E's On-Bill Financing Program that will be paid for as part of this augmentation. County Counsel has approved as to form.

FINANCING:

This item does not require budgetary action at this time because the Board has already allocated \$50,000 as part of the FY 2024-25 Budget Process and the \$80,023 for verification of the solar projects approved by the Board on December 3, 2024, at Natividad Medical Center, 1590 Moffett Street, and 168 & 142 W. Alisal Street has been allocated to fund (404-3200-PFP057-8564). Additional funding has been provided for this contract in the form of a grant by Central Coast Community Energy for \$150,000 that was accepted by the Board on July 26, 2022. Remaining costs associated with this contract include \$9,800 that will be paid by Natividad Medical Center and \$78,776 that was paid in FY23-24 using salary savings and operating budget for the Sustainability Program for the review of ongoing solar projects an increased grant scope. Accounting for these previous costs and funding sources brings the contract with this amendment to a total of \$368,000.

Prepared by: Cora Panturad, Sustainability Program Manager (Interim), ext. 5338

Approved by: Nick Chiulos, Chief Assistant County Administrative Officer, ext. 5145

Attachments: ARC Alternatives Amendment #1; Exhibit-A1; ARC Alternatives Standard Agreement