



# **RESOLUTION No. 21-409**

## **OF THE BOARD OF SUPERVISORS OF THE COUNTY OF NEVADA**

**APPROVE A QUALIFIED LIST BASED ON THE COMPETITIVE REQUEST FOR QUALIFICATIONS NO. 143579 FOR GRANT WRITING CONSULTING SERVICES, TO BE PROVIDED AS NEEDED BY VARIOUS COUNTY DEPARTMENTS FOR THE INITIAL PERIOD OF SEPTEMBER 1, 2021 THROUGH JUNE 30, 2024 AND APPROVE THE OPTION TO RENEW THE RESULTING QUALIFIED LIST FOR UP TO TWO (2) ADDITIONAL ONE-YEAR PERIODS**

WHEREAS, The County anticipates maximizing opportunities prompted by the American Rescue Plan Act; and

WHEREAS, over the next several years, the County anticipates seeking grant funding for a variety of operations and projects involving both County agencies and community partners, including businesses, municipalities, special districts, and non-profit organizations; and

WHEREAS, Request for Qualifications (RFQ) No. 143579 was issued to solicit Statements of Qualifications for grant writing consulting services; and

WHEREAS, an evaluation panel comprised of representatives from CEO, Health and Human Services (HHSA) and the Information and General Services Department (IGS) reviewed the responses in accordance with the evaluation criteria contained within the solicitation; and

WHEREAS, the final Qualified List is the result of the panel's consensus after discussions and based on the overall rankings of the firms; and

WHEREAS, services will be requested as needed; and

WHEREAS, the resulting expenditures will be funded from existing budgets or project funds, as appropriate; and

WHEREAS, Contracts of \$50,000 or less may be executed by the Purchasing Agent. Contracts which are greater than \$50,000 will require Board approval; and

WHEREAS, eight firms have been selected to join the Qualified List (QL)

- Engineering Solutions Services of Laguna Hills, CA
- Resource Development Associates of Oakland, CA
- B&A Professional Grant Consulting of Irvine, CA
- California Consulting, Inc. of El Segundo, CA
- Adams Ashby Group of Sacramento, CA
- Evan Brooks Associates, Inc. of Pasadena, CA
- Bennett Engineering Services of Roseville, CA
- The Ferguson Group, LLC of Washington DC

NOW, THEREFORE, BE IT HEREBY RESOLVED, that the Nevada County Board of Supervisors:

1. Ratifies the Panel's recommendation to list the top rated eight (8) Firms.
2. Adopts the QL for an initial term beginning September 1, 2021 through June 30, 2024.
3. Authorizes future renewals of the QL for up to two (2) additional one (1) year terms.

PASSED AND ADOPTED by the Board of Supervisors of the County of Nevada at a regular meeting of said Board, held on the 14<sup>th</sup> day of September, 2021, by the following vote of said Board:

Ayes: Supervisors Heidi Hall, Edward Scofield, Dan Miller and Hardy Bullock.

Noes: None.

Absent: Susan K. Hoek.

Abstain: None.

ATTEST:

JULIE PATTERSON HUNTER  
Clerk of the Board of Supervisors

By: 

  
Dan Miller, Chair

**NEVADA COUNTY**  
**DEPARTMENT OF INFORMATION & GENERAL SERVICES**  
*on behalf of the*

**Nevada County Executive Office**



**REQUEST FOR QUALIFICATIONS**

*for*

**Grant Writing Consulting Services**

**RFQ No. 143579**

**Release Date: June 4, 2021**

**Submittal Deadline: July 8, 2021**  
**not later than 5:00 PM (Pacific)**

**Nevada County RFQ No. 143579**  
**Grant Writing Consulting Services**

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**ATTACHMENTS**

- Required Statements
- Draft Contract



## 1.0 INTRODUCTION

The County of Nevada is soliciting sealed Statements of Qualifications (SOQ) from firms and individuals to provide grant writing services to all county departments as needed. Work may include prospecting, research, coordination, writing, all aspects of preparation and submission of proposals/applications and reporting (if applicable). With an eye toward maximizing opportunities prompted by the America Rescue Plan Act, the County desires to increase capacity; create efficient systems and align resources; and coordinate on innovative opportunities that require strategic thinking and collaboration. The County anticipates seeking grant funding for a variety of operations and projects involving both County agencies and community partners, including businesses, municipalities, special districts, and non-profit organizations. The County intends to award multiple contracts to establish a vendor list of qualified grant writing firms that specialize in writing specific types of grants. The successful respondent(s) will demonstrate the knowledge and experience in developing winning proposals to agencies of the Federal Government and the State of California.

The purpose of this Request for Qualifications (RFQ) is to establish a Qualified List of firms to provide Grant Writing Services on an as-needed basis. The County intends to name up to five (5) Consultants to the List, which shall be valid for three (3) years from the date of award, with an option to renew for two (2) additional one-year periods.

The County makes no specific guarantee of a minimum or maximum amount of services which shall be requested of any firm who is named to the Qualified List. The County anticipates assigning work for specific tasks and will make awards based on the experience and expertise required for the work, proposer's current workload, ability to respond, or other relevant criteria. Award of contracts and delivery of services are further described in **Section 5.0**.

This RFQ includes a description of the scope of work, proposal requirements, and instructions for submitting your proposal.

Direct all inquiries regarding this RFQ in writing to:

Desiree Belding, CPPO, CPPB  
Nevada County Purchasing Division  
950 Maidu Ave.  
Nevada City, CA 95959  
Phone: (530) 265-1557  
Email: [desiree.belding@co.nevada.ca.us](mailto:desiree.belding@co.nevada.ca.us)

Do not contact County departments or other County staff directly. Information provided by other than the above contact may be invalid and proposals which are submitted in accordance with such information may be declared non-responsive.

If it becomes necessary to revise any part of this RFQ, written addenda will be issued. Any amendment to this RFQ is valid only if in writing and issued by the Nevada County Purchasing Division.

All addenda for this RFQ will be distributed via Nevada County's website:  
<https://www.mynevadacounty.com/734/Purchasing#RFQ>

**It is the proposer's sole responsibility to monitor this website for possible addenda to this RFQ.** Failure of proposer to retrieve addenda from this site shall not relieve him/her of the requirements contained therein. Additionally, failure of proposer to return signed addenda, when required, may be cause for rejection of his/her proposal.

## 2.0 TENTATIVE SCHEDULE

The following represents the tentative schedule for this RFQ. Any change in the scheduled dates for the Pre-Proposal Conference, Deadline for Final Questions, Proposal Submission Deadline, or Interviews will be advertised in the form of an addendum to this RFQ. The schedule for other milestone dates may be adjusted without notice.

Pre-Proposal Conference.....	June 16, 2021 at 11:00am
Deadline for Final Questions.....	June 25, 2021 by 5:00pm
Proposal Submission Deadline.....	July 8, 2021 before 5:00pm
Evaluation of Proposals.....	July 9 through July 15, 2021
Contract approval by Board of Supervisors.....	August 2021

## 3.0 PRE-PROPOSAL CONFERENCE

A proposer's conference has been scheduled for June 16, 2021 at 11:00 am.

**Join on your computer or mobile app**

[Click here to join the meeting](#)

**Or call in (audio only)**

+1 530-414-9282, Phone Conference ID: 854 002 998#

Interested firms will have an opportunity to submit questions regarding the requirements outlined in this RFQ. While attendance is not mandatory, interested proposers are highly encouraged to attend. In order to make the meeting more effective for all participants, attendees should [read this document thoroughly](#) prior to the meeting.

Substantial clarifications or changes required as a result of the meeting will be issued in the form of a written addendum to the RFQ.

## 4.0 SCOPE OF SERVICES

The County is seeking firms that have strong grant writing experience demonstrated by a proven track record, with particular emphasis on experience and success with federal and state grants.

The Grant Writer(s) will work closely with department heads and their designee(s) to develop successful proposals aligned with department, County, and community plans and priorities.

The County is seeking grant writers or firms with a proven track record in:

- Successful applications for federal and state grants.
- Creating complex proposals from diverse funding sources and/or with multiple collaborative entities.
- Skills in data collection and analysis.
- A creative approach to proposal development.

Previous experience should include:

- Successful submission of large federal and state grants
- Working with local government

The primary focus of services solicited with this RFQ will be grant proposal development. In addition, the successful consultant may be requested to provide grant funding research services, other grant research/support services, or grants management, reporting or evaluation services to the County if awarded the contract, and should be addressed in each proposal.

- Grant Funding Research – Conduct research to identify grant resources including, but not limited to federal, state, foundation, agencies and organizations that support the County's funding priorities.
- On-call Grant Research – In addition to the areas defined above other areas may be also identified and throughout the duration of the contract.
- Grant proposal Development – Provide grant proposal writing services associated with the completion of grant applications on behalf of the County, including the preparation of funding abstracts, and production and submittal of applications to funding sources.

Applicants are encouraged to specify expertise or focus in specific areas, including, but not limited to:

- ✓ Housing, specifically HUD grants
- ✓ Health and Human Services, including Homelessness
- ✓ Emergency Services, Disaster Preparedness, Hazard Mitigation, specifically FEMA, CDBG, and CAL FIRE grants
- ✓ Fire Prevention and Forestry Management
- ✓ Economic Development
- ✓ Broadband
- ✓ Criminal Justice Technology and Programs, including law enforcement in the community, corrections, equipment, training, and facilities
- ✓ Infrastructure Development, including utilities and waterworks, solid waste and sanitation
- ✓ Parks and Recreation
- ✓ Transportation/Highway/Transit
- ✓ Planning
- ✓ Information Systems and Technology
- ✓ Climate Resilience, Clean Energy
- Grants Management and Evaluation – Services to support post-award administration and grant management, including coordination, evaluation, progress reporting, tool development, record-keeping, and reporting.

## 5.0 ASSIGNMENT OF WORK

- 5.1. Individual assignments will be awarded on an as-needed basis. The County may assign work to Consultants approved for the Qualified List depending on the type of work required, estimated dollar value of the contract, experience and expertise required for the work, consultant's current workload, ability to respond, or other criteria. The County reserves the right to unilaterally assign work to any of the awarded firms, as it deems prudent.

#### Solicitation and Award of Projects or Tasks

**Professional Service Contracts**—The County will require all the Consultants on the final Qualified List to sign a Professional Service Contract which contains the same terms as the attached Contract sample to this RFQ (attachment B). Assignment of work will be issued to Consultants who hold Professional Service Contracts. Upon selection of a firm for the project or task, the County will issue a Purchase Order which references the terms and conditions of the Professional Service Contract and the firm's proposal, which shall be legally binding.

- 5.2. Failure to respond three or more times to the County's requests for informal proposals may result in removal of the Consultant from the Qualified List, and/or cancellation of the Consultant's Professional Service Contract, at the discretion of the County.
- 5.3. The County makes no specific guarantee of a minimum or maximum number of hours or amount of services, which shall be required of any single Consultant. In addition, the inclusion of any Consultant on any Qualified List or award of a Professional Service Contract shall in no way be considered an exclusive agreement to provide service for the County.
- 5.4. Consultants who are selected as a result of this RFQ shall not represent themselves as having an exclusive agreement with the County and further, shall not identify themselves as ranking higher than other firms in the selection process. Failure to adhere to this condition may result in removal of the Consultant from the Qualified List and/or cancellation of a resulting contract, at the discretion of the County.

#### 6.0 ASSURANCE OF DESIGNATED STAFF

Proposer shall assure that the designated staff, including sub-consultants (if any), is used for this project. Departure or reassignment of, or substitution for, any member of the designated staff or sub-consultant(s) shall not be made without the prior written approval of the County.

#### 7.0 GENERAL TERMS & CONDITIONS

- 7.1 **Standard Contract.** Upon completion of the evaluation and recommendation for award, the selected firm will be required to execute a Professional Services Contract, a draft of which is included as **Attachment B**.
- 7.2 **Independent Contractor.** At all times the Consultant shall represent himself/herself to be an independent contractor offering such services to the general public and shall not represent himself/herself, or his/her employees, to be an employee of the County of Nevada. Therefore, the Consultant shall assume all legal and financial responsibility for taxes, FICA, employee fringe benefits, workers compensation, employee insurance, minimum wage requirements, overtime, etc., and agrees to indemnify, save, and hold the County of Nevada, its officers, agents, and employees, harmless from and against, any and all loss, cost (including attorney fees), and damage of any kind related to such matters.
- 7.3 **Publicity Clause:** Awarded firm(s) shall obtain prior written approval from the County for use of information relating to the County or any resulting Agreement in advertisements, brochures, promotional materials or media, press releases or other informational avenues.

- 7.4 **Non-Appropriation.** The County may terminate any resulting contract at the end of any fiscal year, June 30th, without further liability other than payment of debt incurred during such fiscal year, should funds not be appropriated by its governing body to continue services for which the contract was intended.
- 7.5 **Conflict of Interest.** The Consultant shall warrant that no official or employee of the County has an interest, has been employed or retained to solicit or aid in the procuring of the resulting contract, nor that any such person will be employed in the performance of such contract without immediate divulgence of such fact to the County.
- 7.6 **Non-Collusion.** Firms submitting proposals shall warrant that their offer is made without any previous understanding, agreement or connection with any person, firm or corporation submitting a separate proposal for the same project and is in all respects fair, without outside control, collusion, fraud or otherwise illegal action. This condition shall not apply to proposals which are submitted by firms who have partnered with others to submit a cooperative proposal that clearly identifies a primary contractor and the associated sub-contractors.
- 7.7 **Hold Harmless and Indemnification:** The Consultant shall agree to protect, defend, indemnify, and hold Nevada County free and harmless from any and all losses, claims, liens, demands, and causes of action of every kind and character including, but not limited to, the amounts of judgments, penalties, interest, court costs, legal fees, and all other expenses incurred by Nevada County arising in favor of any party, including claims, liens, debts, personal injuries, death, or damages to property (including employees or property of the County) and without limitation by enumeration, all other claims or demands of every character occurring or in any way incident to, in connection with or arising directly or indirectly out of, the contract or agreement. Consultant shall agree to investigate, handle, respond to, provide defense for, and defend any such claims, demand, or suit at the sole expense of the Consultant. Consultant shall also agree to bear all other costs and expenses related thereto, even if the claim or claims alleged are groundless, false, or fraudulent. This provision is not intended to create any cause of action in favor of any third party against Consultant or the County or to enlarge in any way the Consultant's liability but is intended solely to provide for indemnification of Nevada County from liability for damages or injuries to third persons or property arising from Consultant's performance pursuant to this contract or agreement.

As used above, the term Nevada County means Nevada County or its officers, agents, employees, and volunteers.

- 7.8 **Insurance Requirements.** The County's standard indemnification and insurance requirements are provided in the draft contract, **Attachment B**. All costs of complying with the insurance requirements shall be included in your pricing. The selected firm shall provide complete and valid insurance certificates within ten (10) days of the County's written request. Failure to provide the documents within the time stated may result in the rejection of the firm's proposal.
- 7.9 **Protests and Appeals.** In accordance with Section 6.0 of the Nevada County Purchasing Policy Manual, any actual or prospective proposer, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may appeal to the Director of Administrative Services. The protest shall be submitted in writing to the Director of Administrative Services within five (5) calendar days after such



aggrieved person or company knows, or should have known, of the facts giving rise thereto.

## 8.0 PROPOSAL FORMAT REQUIREMENTS

Each response to this RFQ shall include the information described in this section. Provide the information in the specified order. Failure to include all the elements specified may be cause for rejection. Additional information may be provided but should be succinct and relevant to the goals of this RFQ. Excessive information will not be considered favorably.

The proposal should be formatted into a printable PDF. Use section dividers or page breaks, labeled in accordance with this Section as specified below.

### 8.1 **Cover Letter** with the following information:

- Title of this RFQ
- Name and mailing address of firm (include physical location if mailing address is a PO Box)
- Contact person, Email address, telephone number, and fax number.

The County will use email to notify your firm of critical developments such as interview schedules, notification of selection/non-selection, etc. Therefore, it is essential that you identify one or more contact persons who have frequent access to email. The County will not be responsible for delivery failure of email due to firewalls, spam filters, or individuals' failure to retrieve email messages. The County will not attempt to re-deliver any messages which fail due to no fault of the County.

### 8.2 **Signature Requirements** - The Cover Letter must be signed by an officer empowered by the Consultant to sign such material and thereby commit the Consultant to the obligations contained in the RFQ response. Further, the signing and submission of a response shall indicate the intention of the proposer to adhere to the provisions described in this RFQ and a commitment to enter a binding contract.

- Proposals submitted on behalf of a Partnership shall be signed in the firm name by a partner or the Attorney-In-Fact. If signed by the Attorney-In-Fact, there shall be attached to the proposal a Power-Of-Authority evidencing authority to sign proposals, dated the same date as the proposal and executed by all partners of the firm.
- Proposals which are submitted on behalf of a Corporation shall have the correct corporate name thereon and the actual signature of the authorized officer of the corporation written (not typed) below the corporate name. The title of the office held by the person signing for the corporation shall appear below the signature of the officer.
- Proposals which are submitted by an Individual doing business under a firm name ("dba") shall be signed in the name of the individual doing business under the proper firm name and style.

- 8.3 **TAB A: Firm's Qualifications** – Describe the firm and provide a statement of the firm's qualifications for performing requested consulting services. Identify the services which would be completed by your firm's staff and those that would be provided by sub-consultants, if any. Identify any sub-consultants you propose to utilize to supplement your firm's staff. Include the Firm's Organization Chart, including its constituent parts, and size variation of staffing levels in the past five years.
- 8.4 **TAB B: Experience and References** – Provide a summary of the firm's experience in providing these or similar services. Provide details of your experience with specific subject matter such as fire, energy, recreation etc. Provide detail on your specific government agencies and programs the firm has submitted successful proposals to (for example, SAMHSA, CalFire, HRSA, DOJ, BSCC, etc). Provide details on types of projects and average size of grants the firm has won. List or summarize types of projects and respective funders. Summarize experience working with counties or cities. If including grants research, grants management and/or evaluation in proposed scope of work, discuss types of services offered and experience. Provide a minimum of three references for related projects or service agreements, including dates, contact person and phone number, and a brief description of the project or agreement. Public sector references are preferred.
- Define a bulleted list of the areas of expertise your Firm is applying for:( your response to the list will not affect your score)
- ✓ Housing, specifically HUD grants
  - ✓ Health and Human Services, including Homelessness
  - ✓ Emergency Services, Disaster Preparedness, Hazard Mitigation, specifically FEMA, CDBG, and CAL FIRE grants
  - ✓ Fire Prevention and Forestry Management
  - ✓ Economic Development
  - ✓ Broadband
  - ✓ Criminal Justice Technology and Programs, including law enforcement in the community, corrections, equipment, training, and facilities
  - ✓ Infrastructure Development, including utilities and waterworks, solid waste and sanitation
  - ✓ Parks and Recreation
  - ✓ Transportation/Highway/Transit
  - ✓ Planning
  - ✓ Information Systems and Technology
  - ✓ Climate Resilience, Clean Energy
- 8.5 **TAB C: Qualifications of Team** – Provide a brief summary of the qualifications and experience of each team member assigned to this project, including length of service with the firm and résumé, and the qualifications/experience of any sub consultant staff on your project team. Include an organization chart of the staff available for project and the designated project manager/lead for each applicable category.
- 8.6 **TAB D: Project Plan** – Provide a detailed discussion of your firm's approach to the successful proposal development. Include thorough discussions of methodologies you believe are essential to accomplishing this project. Include a sample work schedule to accomplish a Federal or State Grant application. Identify the staff who would be assigned to each task, including sub consultants.

8.7 **TAB F: Required Statements** – This section must include the statements identified below. For your convenience, you may complete and return **Attachment A**.

- A. A statement that the submitting firm will perform the services and adhere to the requirements described in this RFQ, including any addenda (**reference the addenda by date and/or number**).
- B. Subsequent to award of this RFQ, all or part of any submittal may be released to any person or firm who may request it, as prescribed by the State of California Public Records Act (PRA). Proposers shall include a statement that describes the specific portion(s) of their submittal that they consider exempt from disclosure under the PRA. In the event the County receives a PRA request for documents that may include some or all the submittal, the County will consider the proposer's statement, but will make its own determination as to what will be released. County will then notify the submitting firm of its determination and provide the submitting party with 10 days in which to seek legal remedies to prevent such disclosure.
- C. Include a statement of assurance that you will not substitute members of your designated team without approval by Nevada County staff (per **Section 6.0**)
- D. Include a statement which declares there is no Conflict of Interest (per **Section 7.5**)
- E. Provide a statement attesting there has been no Collusion (see **Section 7.6**)
- F. Indicate your ability and agreement to fulfill the indemnification and insurance requirements contained in the draft contract (**Section 7.7**). (Please note that actual Certificates of Insurance are not required as part of your submittal.)
- G. Provide a statement certifying that your firm is not currently subject to debarment under Title 49, Code of Federal Regulations, Part 29

8.8 **TAB G: Exceptions** – Describe any and all proposed exceptions, alterations or amendments to the Scope of Work or other requirements of this RFQ, including the Draft Contract (**Attachment B**). The nature and scope of your proposed exceptions may affect the evaluation of your submittal and the County's determination of whether it is possible to successfully negotiate a contract with your firm/individual.

8.9 **FEE SCHEDULE** – Fee schedules shall be included with your proposal as a separate PDF file and NOT INCLUDED within the pages of your proposal. Unless otherwise specified, all rates in this fee schedule shall apply to work performed throughout the County, regardless of location.

The fee schedule provided shall be the maximum rates charged during the first year of the effective period of the Qualified List. Any requests for rate increase after the first year shall be submitted in writing to the Purchasing Division at least 30 days in advance of such rate increase. All requests for rate increases must be fully justified and shall be competitive with the general market at the time, but in no event shall it be greater than the current Consumer Price Index as published by the U.S. Department of Labor. Nevada County reserves the right to negotiate any proposed increase to the mutual satisfaction of both parties.

**All Fee Schedules shall be signed and dated per Section 8.2 above and submitted in a separate sealed envelope or package at the time of request.**



## 9.0 SUBMITTAL INSTRUCTIONS

9.1 Your submittal package shall include the following:

**One (1) electronic copy** of your proposal in PDF format on CD, flash drive or other electronic media

9.2 Proposals shall be submitted not later than the time and date indicated on the cover page of this RFQ. All submittals shall be submitted in a sealed envelope or container and clearly marked with the RFQ number and title on the outside of the parcel.

9.3 Proposals must be submitted **ONLY** to the following addresses:

Nevada County Purchasing Division  
Eric Rood Administrative Center, 1<sup>st</sup> floor  
Suite 129  
950 Maidu Avenue  
Nevada City, CA 95959

9.4 Faxed and/or emailed proposals shall not be accepted.

9.5 The County of Nevada shall not be responsible for proposals delivered to a person or location other than that specified herein.

9.6 Late submittals shall not be accepted or considered.

9.7 All submittals shall be submitted in a sealed envelope or container, and clearly marked with the RFQ number and title on the outside of the parcel.

9.8 All submittals, whether selected or rejected, shall become the property of Nevada County and will not be returned.

9.9 The County reserves the right to waive minor defects and/or irregularities in proposals and shall be the sole judge of the materiality of any such defect or irregularity.

9.10 All costs associated with proposal preparation shall be borne by the offeror.

9.11 All proposals shall remain firm for **one hundred twenty (120) days** following the closing date for the receipt of proposals.

## 10.0 EVALUATION CRITERIA

- 10.1 Evaluation of Written Proposals – Upon review of the written proposals, the County will use the following evaluation criteria and rating points to determine the most highly qualified firm(s).

<b><u>Evaluation Criteria – Written Proposals</u></b>	<b><u>Maximum Points Possible</u></b>
Qualifications of firm (per section 8.3)	25
Experience and references (per section 8.4)	35
Qualifications of team: experience/qualifications of proposed staff (per section 8.5)	20
Project Plan: Understanding of the Work (per section 8.6)	20
<b>Total Possible Points:</b>	<b>100</b>

Nevada County's Local Vendor Preference policy shall not be considered in the evaluation of responses to this RFQ.

- 10.2 Interviews – The following evaluation criteria and rating points will be used to determine the most highly qualified firm(s) following interviews (if held).

<b><u>Evaluation Criteria – Written Proposals</u></b>	<b><u>Maximum Points Possible</u></b>
Qualifications of firm	25
Experience and references	35
Qualifications of team: experience/qualifications of proposed staff	20
Proposed Plan: Understanding of the Work	20
Vendor response to the Interview	10
<b>Total Possible Points:</b>	<b>110</b>

## **11.0 SELECTION PROCEDURE**

- 11.1 Submittals will be reviewed for responsiveness, and responsive submittals will further be screened by a selection committee in accordance with the above criteria. The firm(s) submitting the highest rated proposal may be invited for interviews.
- 11.2 Interviews will be held solely at the County's option. The County will use the above criteria to score and rank firms' responses to interview questions or instructions, in addition to other relevant information provided or requested.
- 11.3 The County reserves the right to make an award without further discussion of the submittal with the proposer. Therefore, the proposal should be submitted initially on the most favorable terms that the firm or individual might propose.
- 11.4 The County reserves the right to award a contract to the firm(s) that presents the best qualifications and whose proposal best accomplishes the desired results.
- 11.5 The County reserves the right to reject any or all proposals, or to waive minor irregularities in said proposals, or to negotiate with the successful firm(s). In the case of differences between written words and figures in a proposal, the amount stated in written words shall govern. In the case of a difference in unit price versus the extended figure, the unit price shall govern.
- 11.6 The County will notify all proposers whether they are selected for the subject work. Email is the County's preferred method of communication for all stages of the RFQ process.

## **REQUIRED STATEMENTS**

This form is provided as a convenience for proposers to respond to the "Required Statements" section of this RFQ. You may complete and return this form or include your own statements of assurance which meet the requirements.

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*By signature on the cover letter of this submittal and by including this document, I/we attest and agree to the following:*

2) Scope of Work and Addenda

I/We will perform the services and adhere to the requirements described in this RFQ, including the following addenda issued by the County (*list the addenda by date and/or number*):

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3) Public Records Act

I/We acknowledge that subsequent to award of this RFQ, all of part of this submittal may be released to any person or firm who may request it, as prescribed by the State of California Public Records Act (Govt. Code 6250, et seq), and that:

\_\_\_\_\_ None of this submittal is considered proprietary

OR

\_\_\_\_\_ The portions/pages of this submittal identified below are proprietary and/or confidential for the reasons stated (cite the specific exemptions allowed by the California Public Records Act/Government Code):

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I/We acknowledge that the above statements may be subject to legal review and challenge.

4) Non-Substitution of Designated Staff

I/We assure that the designated project team, including sub-consultants (if any), is used for this project and that departure or reassignment of, or substitution for, any member of the designated project team or sub-consultant(s) shall not be made without the prior written approval of the County.

5) Non-Conflict of Interest

I/We warrant that no official or employee of the County has an interest, has been employed or retained to solicit or aid in the procuring of the resulting contract, nor that any such person will be employed in the performance of such contract without immediate divulgence of such fact to the County.

6) Non-Collusion

I/We warrant that this offer is made without any previous understanding, agreement or connection with any person, firm or corporation submitting a separate proposal for the same project and is in all respects fair, without outside control, collusion, fraud or otherwise illegal action.

7) Insurance Requirements

I/We agree to the indemnification and insurance requirements provided in the draft contract attached to the original RFQ and that the cost of complying with the insurance requirements is included in our pricing. I/We agree to provide complete and valid insurance certificates within ten (10) days of the County's written request and acknowledge that failure to provide the documents within the time stated may result in the rejection of this proposal.

8) DEBARMENT AND SUSPENSION CERTIFICATION  
TITLE 49, CODE OF FEDERAL REGULATIONS, PART 29

The proposer, under penalty of perjury, certifies that, except as noted below, he/she or any other person associated therewith in the capacity of owner, partner, director, officer, manager:

- is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any Federal agency;
- has not been suspended, debarred, voluntarily excluded or determined ineligible by any Federal agency within the past 3 years;
- does not have a proposed debarment pending; and
- has not been indicted, convicted, or had a civil judgment rendered against it by a court of competent jurisdiction in any matter involving fraud or official misconduct within the past 3 years.

If there are any exceptions to this certification, insert the exceptions in the following space.

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Exceptions will not necessarily result in denial of award but will be considered in determining the firm's responsibility. For any exception noted above, indicate below to whom it applies, initiating agency, and dates of action.

Note: Providing false information may result in criminal prosecution or administrative sanctions. The above certification is part of the Proposal. Signing this Proposal on the signature portion thereof shall also constitute signature of this document.

**Administering Agency:** Nevada County Click or tap here to enter text.

**Contract No.** \_\_\_\_\_

**Contract Description:** Click or tap here to enter text.

## PROFESSIONAL SERVICES CONTRACT

**THIS PROFESSIONAL SERVICES CONTRACT** ("Contract") is made at Nevada City, California, as of Click or tap to enter a date.by and between the County of Nevada, ("County"), and Click or tap here to enter text.("Contractor"), who agree as follows:

1. **Services** Subject to the terms and conditions set forth in this Contract, Contractor shall provide the services described in Exhibit A. Contractor shall provide said services at the time, place, and in the manner specified in Exhibit A.
2. **Payment** County shall pay Contractor for services rendered pursuant to this Contract at the time and in the amount set forth in Exhibit B. The payments specified in Exhibit B shall be the only payment made to Contractor for services rendered pursuant to this Contract. Contractor shall submit all billings for said services to County in the manner specified in Exhibit B; or, if no manner be specified in Exhibit B, then according to the usual and customary procedures which Contractor uses for billing clients similar to County. **The amount of the contract shall not exceed** Click or tap here to enter text.  
**Dollars (\$**Click or tap here to enter text.**).**
3. **Term** This Contract shall commence on, Click or tap to enter a date.. All services required to be provided by this Contract shall be completed and ready for acceptance no later than the **Contract Termination Date** of: Click or tap to enter a date..
4. **Facilities, Equipment and Other Materials** Contractor shall, at its sole cost and expense, furnish all facilities, equipment, and other materials which may be required for furnishing services pursuant to this Contract.
5. **Exhibits** All exhibits referred to herein and attached hereto are incorporated herein by this reference.
6. **Electronic Signatures** The parties acknowledge and agree that this Contract may be executed by electronic signature, which shall be considered as an original signature for all purposes and shall have the same force and effect as an original signature. Without limitation, "electronic signature" shall include faxed or emailed versions of an original signature or electronically scanned and transmitted versions (e.g., via pdf) of an original signature.

7. **Time for Performance** Time is of the essence. Failure of Contractor to perform any services within the time limits set forth in Exhibit A, or elsewhere in this Contract, shall constitute material breach of this contract. Contractor shall devote such time to the performance of services pursuant to this Contract as may be reasonably necessary for the satisfactory performance of Contractor's obligations pursuant to this Contract. Neither party shall be considered in default of this Contract to the extent performance is prevented or delayed by any cause, present or future, which is beyond the reasonable control of the party.

8. **Liquidated Damages**

Liquidated Damages are presented as an estimate of an intangible loss to the County. It is a provision that allows for the payment of a specified sum should Contractor be in breach of contract. Liquidated Damages ☐shall apply ☒shall not apply to this contract. Liquidated Damages applicable to this contract are incorporated in Exhibit E, attached hereto.

9. **Relationship of Parties**

9.1. **Independent Contractor**

In providing services herein, Contractor, and the agents and employees thereof, shall work in an independent capacity and as an independent contractor and not as agents or employees of County. Contractor acknowledges that it customarily engages independently in the trade, occupation, or business as that involved in the work required herein. Further, the Parties agree that Contractor shall perform the work required herein free from the control and direction of County, and that the nature of the work is outside the usual course of the County's business. In performing the work required herein, Contractor shall not be entitled to any employment benefits, Workers' Compensation, or other programs afforded to County employees. Contractor shall hold County harmless and indemnify County against such claim by its agents or employees. County makes no representation as to the effect of this independent contractor relationship on Contractor's previously earned California Public Employees Retirement System ("CalPERS") retirement benefits, if any, and Contractor specifically assumes the responsibility for making such determination. Contractor shall be responsible for all reports and obligations including but not limited to: social security taxes, income tax withholding, unemployment insurance, disability insurance, workers' compensation and other applicable federal and state taxes.

- 9.2. **No Agent Authority** Contractor shall have no power to incur any debt, obligation, or liability on behalf of County or otherwise to act on behalf of County as an agent. Neither County nor any of its agents shall have control over the conduct of Contractor or any of Contractor's employees, except as set forth in this Contract. Contractor shall not represent that it is, or that any of its agents or employees are, in any manner employees of the County.

- 9.3. **Indemnification of CalPERS Determination** In the event that Contractor or any employee, agent, or subcontractor of Contractor providing service under



this Contract or is determined by a court of competent jurisdiction or CalPERS to be eligible for enrollment in CalPERS as an employee of the County, Contractor shall indemnify, defend, and hold harmless County for all payments on behalf of Contractor or its employees, agents, or subcontractors, as well as for the payment of any penalties and interest on such contributions, which would otherwise be the responsibility of County.

10. **Assignment and Subcontracting** Except as specifically provided herein, the rights, responsibilities, duties and Services to be performed under this Contract are personal to the Contractor and may not be transferred, subcontracted, or assigned without the prior written consent of County. Contractor shall not substitute or replace any personnel for those specifically named herein or in its proposal without the prior written consent of County.

Contractor shall cause and require each transferee, subcontractor, and assignee to comply with the insurance provisions set forth herein, to the extent such insurance provisions are required of Contractor under this Contract. Failure of Contractor to so cause and require such compliance by each transferee, subcontractor, and assignee shall constitute a Material Breach of this Contract, and, in addition to any other remedy available at law or otherwise, shall serve as a basis upon which County may elect to suspend payments hereunder, or terminate this Contract, or both.

11. **Licenses, Permits, Etc.** Contractor represents and warrants to County that Contractor shall, at its sole cost and expense, obtain or keep in effect at all times during the term of this Contract, any licenses, permits, and approvals which are legally required for Contractor to practice its profession at the time the services are performed.

12. **Hold Harmless and Indemnification Contract** To the fullest extent permitted by law, each Party (the "Indemnifying Party") hereby agrees to protect, defend, indemnify, and hold the other Party (the "Indemnified Party"), its officers, agents, employees, and volunteers, free and harmless from any and all losses, claims, liens, demands, and causes of action of every kind and character resulting from the Indemnifying Party's negligent act, willful misconduct, or error or omission, including, but not limited to, the amounts of judgments, penalties, interest, court costs, legal fees, and all other expenses incurred by the Indemnified Party arising in favor of any party, including claims, liens, debts, personal injuries, death, or damages to property (including employees or property of the Indemnified Party) and without limitation, all other claims or demands of every character occurring or in any way incident to, in connection with or arising directly or indirectly out of, the Contract. The Indemnifying Party agrees to investigate, handle, respond to, provide defense for, and defend any such claims, demand, or suit at the sole expense of the Indemnifying Party, using legal counsel approved in writing by Indemnified Party. Indemnifying Party also agrees to bear all other costs and expenses related thereto, even if the claim or claims alleged are groundless, false, or fraudulent. This provision is not intended to create any cause of action in favor of any third party against either Party or to enlarge in any way either Party's liability but is intended solely to provide for indemnification of the Indemnified Party from liability for damages, or



injuries to third persons or property, arising from or in connection with Indemnifying Party's performance pursuant to this Contract. This obligation is independent of, and shall not in any way be limited by, the minimum insurance obligations contained in this Contract.

13. **Standard of Performance** Contractor shall perform all services required pursuant to this Contract in the manner and according to the standards observed by a competent practitioner of the profession in which Contractor is engaged in the geographical area in which Contractor practices its profession. All products of whatsoever nature which Contractor delivers to County pursuant to this Contract shall be prepared in a substantial first class and workmanlike manner and conform to the standards or quality normally observed by a person practicing in Contractor's profession.

Contractor without additional compensation. Contractor's personnel, when on the County's premises and when accessing the County network remotely, shall comply with the County's regulations regarding security, remote access, safety and professional conduct, including but not limited to Nevada County Security Policy NCSP-102 Nevada County External User Policy and Account Application regarding data and access security. Contractor personnel will solely utilize the County's privileged access management platform for all remote access support functions, unless other methods are granted in writing by the County's Chief Information Officer or his/her designee.

14. **Prevailing Wage and Apprentices** To the extent made applicable by law, performance of this Contract shall be in conformity with the provisions of California Labor Code, Division 2, Part 7, Chapter 1, commencing with section 1720 relating to prevailing wages which must be paid to workers employed on a public work as defined in Labor Code section 1720, et seq., and shall be in conformity with Title 8 of the California Code of Regulations section 200 et seq., relating to apprenticeship. Where applicable:

- Contractor shall comply with the provisions thereof at the commencement of Services to be provided herein, and thereafter during the term of this Contract. A breach of the requirements of this section shall be deemed a material breach of this contract. Applicable prevailing wage determinations are available on the California Department of Industrial Relations website at <http://www.dir.ca.gov/OPRL/PWD>.
- Contractor and all subcontractors must comply with the requirements of Labor Code section 1771.1(a) pertaining to registration of contractors pursuant to section 1725.5. Registration and all related requirements of those sections must be maintained throughout the performance of the Contract.
- Contracts to which prevailing wage requirements apply are subject to compliance monitoring and enforcement by the Department of Industrial Relations. Each Contractor and subcontractor must furnish certified payroll records to the Labor Commissioner at least monthly.
- The County is required to provide notice to the Department of Industrial Relations of any public work contract subject to prevailing wages within five (5) days of award.

15. **Accessibility** It is the policy of the County of Nevada that all County services, programs, meetings, activities and facilities shall be accessible to all persons, and shall comply with the provisions of the Americans With Disabilities Act and Title 24, California Code of Regulations. To the extent this Contract shall call for Contractor to provide County contracted services directly to the public, Contractor shall certify that said direct Services are and shall be accessible to all persons.
16. **Nondiscriminatory Employment** Contractor shall not discriminate in its employment practices because of race, religious creed, color, national origin, ancestry, physical handicap, medical condition, marital status, sex or sexual orientation in contravention of the California Fair Employment and Housing Act, Government Code section 12900 et seq.
17. **Drug-Free Workplace** Senate Bill 1120, (Chapter 1170, Statutes of 1990), requires recipients of state grants to maintain a "drug-free workplace". Every person or organization awarded a contract for the procurement of any property or services shall certify as required under Government Code Section 8355-8357 that it will provide a drug-free workplace.
18. **Political Activities** Contractor shall in no instance expend funds or use resources derived from this Contract on any political activities.
19. **Financial, Statistical and Contract-Related Records:**
  - 19.1. **Books and Records** Contractor shall maintain statistical records and submit reports as required by County. Contractor shall also maintain accounting and administrative books and records, program procedures and documentation relating to licensure and accreditation as they pertain to this Contract. All such financial, statistical and contract-related records shall be retained for five (5) years or until program review findings and/or audit findings are resolved, whichever is later. Such records shall include but not be limited to bids and all supporting documents, original entry books, canceled checks, receipts, invoices, payroll records, including subsistence, travel and field expenses, together with a general ledger itemizing all debits and credits.
  - 19.2. **Inspection** Upon reasonable advance notice and during normal business hours or at such other times as may be agreed upon, Contractor shall make all of its books and records available for inspection, examination or copying, to County, or to the State Department of Health Care Services, the Federal Department of Health and Human Services, the Controller General of the United States and to all other authorized federal and state agencies, or their duly authorized representatives.
  - 19.3. **Audit** Contractor shall permit the aforesaid agencies or their duly authorized representatives to audit all books, accounts or records relating to this Contract,

and all books, accounts or records of any business entities controlled by Contractor who participated in this Contract in any way. All such records shall be available for inspection by auditors designated by County or State, at reasonable times during normal business hours. Any audit may be conducted on Contractor's premises or, at County's option, Contractor shall provide all books and records within fifteen (15) days upon delivery of written notice from County. Contractor shall promptly refund any moneys erroneously charged and shall be liable for the costs of audit if the audit establishes an over-charge of five percent (5%) or more of the Maximum Contract Price.

20. **Termination**

- A. A Material Breach, as defined pursuant to the terms of this Contract or otherwise, in addition to any other remedy available at law or otherwise, shall serve as a basis upon which County may elect to immediately suspend payments hereunder, or terminate this Contract, or both, without notice.
- B. If Contractor fails to timely provide in any manner the services materials and products required under this Contract, or otherwise fails to promptly comply with the terms of this Contract, or violates any ordinance, regulation or other law which applies to its performance herein, County may terminate this Contract by giving **five (5) calendar days written notice to Contractor**.
- C. Either party may terminate this Contract for any reason, or without cause, by giving **thirty (30) calendar days written notice** to the other, which notice shall be sent by registered mail in conformity with the notice provisions, below. In the event of termination not the fault of the Contractor, the Contractor shall be paid for services performed to the date of termination in accordance with the terms of this Contract. Contractor shall be excused for failure to perform services herein if such performance is prevented by acts of God, strikes, labor disputes or other forces over which the Contractor has no control.
- D. County, upon giving **thirty (30) calendar days written notice** to Contractor, shall have the right to terminate its obligations under this Contract at the end of any fiscal year if the County or the State of California, as the case may be, does not appropriate funds sufficient to discharge County's obligations coming due under this contract.

In the event this Contract is terminated:

- 1) Contractor shall deliver copies of all writings prepared by it pursuant to this Contract. The term "writings" shall be construed to mean and include: handwriting, typewriting, printing, photostating, photographing, and every other means of recording upon any tangible thing any form of communication or representation, including letters, words, pictures, sounds, or symbols, or combinations thereof.
- 2) County shall have full ownership and control of all such writings delivered by Contractor pursuant to this Contract.

- 3) County shall pay Contractor the reasonable value of services rendered by Contractor to the date of termination pursuant to this Contract not to exceed the amount documented by Contractor and approved by County as work accomplished to date; provided, however, that in no event shall any payment hereunder exceed the amount of the Contract specified in Exhibit B, and further provided, however, County shall not in any manner be liable for lost profits which might have been made by Contractor had Contractor completed the services required by this Contract. In this regard, Contractor shall furnish to County such financial information as in the judgment of the County is necessary to determine the reasonable value of the services rendered by Contractor. The foregoing is cumulative and does not affect any right or remedy, which County may have in law or equity.
21. **Intellectual Property** To the extent County provides any of its own original photographs, diagrams, plans, documents, information, reports, computer code and all recordable media together with all copyright interests thereto, not the property of Contractor (herein "Intellectual Property"), which concern or relate to this Contract and which have been prepared by, for or submitted to Contractor by County, shall be the property of County, and upon fifteen (15) days demand therefor, shall be promptly delivered to County without exception.
22. **Waiver** One or more waivers by one party of any major or minor breach or default of any provision, term, condition, or covenant of this Contract shall not operate as a waiver of any subsequent breach or default by the other party.
23. **Conflict of Interest** Contractor certifies that no official or employee of the County, nor any business entity in which an official of the County has an interest, has been employed or retained to solicit or aid in the procuring of this Contract. In addition, Contractor agrees that no such person will be employed in the performance of this Contract unless first agreed to in writing by County. This includes prior Nevada County employment in accordance with County Personnel Code.
24. **Entirety of Contract** This Contract contains the entire Contract of County and Contractor with respect to the subject matter hereof, and no other Contract, statement, or promise made by any party, or to any employee, officer or agent of any party, which is not contained in this Contract, shall be binding or valid.
25. **Alteration** No waiver, alteration, modification, or termination of this Contract shall be valid unless made in writing and signed by all parties, except as expressly provided in Section 19, Termination.
26. **Governing Law and Venue** This Contract is executed and intended to be performed in the State of California, and the laws of that State shall govern its interpretation and

effect. The venue for any legal proceedings regarding this Contract shall be the County of Nevada, State of California. Each party waives any Federal court removal and/or original jurisdiction rights it may have.

27. **Compliance with Applicable Laws** Contractor shall comply with any and all federal, state and local laws, codes, ordinances, rules and regulations which relate to, concern or affect the Services to be provided by this Contract.

28. **Additional Contractor Responsibilities**

- A. To the extent Contractor is a mandated reporter of suspected child and/or dependent adult abuse and neglect, it shall ensure that its employees, agents, volunteers, subcontractors, and independent contractors are made aware of, understand, and comply with all reporting requirements. Contractor shall immediately notify County of any incident or condition resulting in injury, harm, or risk of harm to any child or dependent adult served under this Contract.
- B. Contractor will immediately notify County of any active complaints, lawsuits, licensing or regulatory investigations, reports of fraud or malfeasance, or criminal investigations regarding its operations. Contractor agrees to work cooperatively with County in response to any investigation commenced by County with regard to this Contract or the clients served herein, including providing any/all records requested by County related thereto.
- C. Contractor shall employ reasonable background check procedures on all employees, prospective employees, volunteers and consultants performing work involving direct contact with minor children or dependent adults under this Contract, including fingerprinting and criminal records checks, sexual offender registry checks, and reference checks, including both personal and professional references.

29. **Notification** Any notice or demand desired or required to be given hereunder shall be in writing and deemed given when personally delivered or deposited in the mail, postage prepaid, and addressed to the parties as follows:

**COUNTY OF NEVADA:**

Nevada County

Click or tap here to enter text. Department

Address: Click or tap here to enter text.

City, St, Zip Click or tap here to enter text.

Attn: Click or tap here to enter text.

Email: Click or tap here to enter text.

Phone: Click or tap here to enter text.

**CONTRACTOR:**

Name of firm

Click or tap here to enter text.

Address Click or tap here to enter text.

City, St, Zip Click or tap here to enter text.

Attn: Click or tap here to enter text.

Email: Click or tap here to enter text.

Phone: Click or tap here to enter text.

Any notice so delivered personally shall be deemed to be received on the date of delivery, and any notice mailed shall be deemed to be received five (5) days after the date on which it was mailed.

Executed as of the day first above stated:

**Authority:** All individuals executing this Contract on behalf of Contractor represent and warrant that they are authorized to execute and deliver this Contract on behalf of Contractor.

**IN WITNESS WHEREOF**, the parties have executed this Contract effective on the Beginning Date, above.

*\*If Consultant is a corporation, this agreement must be signed by two corporate officers; one of which must be the secretary of the corporation, and the other may be either the President or Vice President, unless an authenticated corporate resolution is attached delegating authority to a single officer to bind the corporation (California Corporations Code Sec. 313).*

**THE FOLLOWING EXHIBITS WILL BE NEGOTIATED, BASED ON THIS RFP AND CONSULTANT'S PROPOSAL**

**Exhibits**

- Scope of Services
- Payment for Services Rendered
- Facilities, Equipment and Other Obligations of County

EXHIBIT A  
Scope of Services

***WILL BE NEGOTIATED, BASED ON THIS RFP AND CONSULTANT'S PROPOSAL***

EXHIBIT B  
Payment for Services Rendered

***WILL BE NEGOTIATED, BASED ON THIS RFP AND CONSULTANT'S PROPOSAL***



## EXHIBIT C

**INSURANCE REQUIREMENTS~~Insurance~~.** Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the Contractor, its agents, representatives, or employees. Coverage shall be at least as broad as:

- i. **Commercial General Liability CGL):** Insurance Services Office Form CG 00 01 covering CGL on an "occurrence" basis, including products and completed operations, property damage, bodily injury and personal & advertising injury with limits no less than **\$2,000,000** per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
- vi. **Automobile Liability Insurance** Services Office Form Number CA 0001 covering, Code 1 (any auto), or if Contractor has no owned autos, Code 8 (hired) and 9 (non-owned), with limit no less than **\$1,000,000** per accident for bodily injury and property damage. The Automobile Liability policy shall be endorsed to include Transportation Pollution Liability insurance MCS-90, covering materials to be transported by Contractor pursuant to the contract.
- vii. **Workers' Compensation insurance** as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than **\$1,000,000** per accident for bodily injury or disease. (Not required if contractor provides written verification it has no employees).
- x. **Professional Liability (Errors and Omissions)** Insurance covering design and engineering error and omission with limit no less than **\$2,000,000** per occurrence or claim, **\$2,000,000** aggregate.

If the Contractor maintains broader coverage and/or higher limits than the minimums shown above, the County requires and shall be entitled to the broader coverage and/or the higher limits maintained by the contractor. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the County.

### Other Insurance Provisions:

The insurance policies are to contain, or be endorsed to contain, the following provisions:

- i. **Additional Insured Status: The County, its officers, employees, agents, and volunteers are to be covered as additional insureds** on the CGL policy with respect to liability arising out of the work or operations performed by or on behalf of the Contractor including materials, parts, or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Contractor's insurance (at least as broad as ISO Form CG 20 10 11 85 or both CG 20 10, CG 20 25, CG 20 33, or CG 20 38; and CG 20 37 forms if later revisions used.)
- ii. **Primary Coverage** For any claims related to this contract, the **Contractor's insurance shall be primary** insurance primary coverage at least as broad as ISO CG 20 01 04 13 as respects the County, its officers, employees, agents, and volunteers. Any insurance or self-insurance maintained by the County, its officers, employees, agents, and volunteers shall be excess of the Contractor's insurance and shall not contribute with it.

- iii. **Notice of Cancellation** This policy shall not be changed without first giving thirty (30) days prior written notice and ten (10) days prior written notice of cancellation for non-payment of premium to the County of Nevada.
- iv. **Waiver of Subrogation** Contractor hereby grants to County a waiver of any right to subrogation which any insurer or said Contractor may acquire against the County by virtue of the payment of any loss under such insurance. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the County has received a waiver of subrogation endorsement from the insurer.
- v. **Sole Proprietors** If Contractor is a Sole Proprietor and has no employees, they are not required to have Workers Compensation coverage. Contractor shall sign a statement attesting to this condition, and shall agree they have no rights, entitlements or claim against County for any type of employment benefits or workers' compensation or other programs afforded to County employees.
- vi. **Deductible and Self-Insured Retentions** Deductible and Self-insured retentions must be declared to and approved by the County. The County may require the Contractor to provide proof of ability to pay losses and related investigations, claims administration, and defense expenses within the retention. The Policy language shall provide, or be endorsed to provide, that the self-insured retention may be satisfied by either the named insured or County. **(Note – all deductibles and self-insured retentions must be discussed with risk, and may be negotiated)**
- vii. **Acceptability of Insurers:** Insurance is to be placed with insurers authorized to conduct business in the state with a current A.M. Best's rating of no less than A:VII, unless otherwise acceptable to the County.
- viii. **Claims Made Policies** if any of the required policies provide coverage on a claims-made basis: **(note – should be applicable only to professional liability)**
  - a. The Retroactive Date must be shown and must be before the date of the contract or the beginning of contract work.
  - b. Insurance must be maintained and evidence of insurance must be provided for at least five (5) years after completion of the contract of work.
  - c. If the coverage is canceled or non-renewed, and not replaced with another **claims-made policy form with a Retroactive Date**, prior to the contract effective date, the Contractor must purchase "extended reporting" coverage for a minimum of **five (5)** years after completion of contract work.
- ix. **Verification of Coverage** Contractor shall furnish the County with original Certificates of Insurance including all required amendatory endorsements (or copies of the applicable policy language effecting coverage required by this clause) and a copy of the Declarations and Endorsement Page of the CGL policy listing all policy endorsements to County before work begins. However, failure to obtain and provide verification of the required documents prior to the work beginning shall not waive the Contractor's obligation to provide them. The County reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.
- x. **Subcontractors** Contractor shall require and verify that all subcontractors maintain insurance meeting all the requirements stated herein, and Contractor shall ensure that County is an additional insured on

insurance required from subcontractors. For CGL coverage subcontractors shall provide coverage with a format at least as broad as CG 20 38 04 13.

- xi. **Special Risks or Circumstances** County reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.
- xii. **Conformity of Coverages** If more than one policy is used to meet the required coverages, such as an umbrella policy or excess policy, such policies shall be following form with all other applicable policies used to meet these minimum requirements. For example, all policies shall be Occurrence Liability policies or all shall be Claims Made Liability policies, if approved by the County as noted above. In no cases shall the types of policies be different.
- xiii. **Premium Payments** The insurance companies shall have no recourse against the COUNTY and funding agencies, its officers and employees or any of them for payment of any premiums or assessments under any policy issued by a mutual insurance company.
- xiv. **Material Breach** Failure of the Contractor to maintain the insurance required by this Contract, or to comply with any of the requirements of this section, shall constitute a material breach of the entire Contract.
- xv. **Certificate Holder** The Certificate Holder on insurance certificates and related documents should read as follows:

County of Nevada

950 Maidu Ave.

Nevada City, CA 95959

Upon initial award of a contract to your firm, you may be instructed to send the actual documents to a County contact person for preliminary compliance review.

Certificates which amend or alter the coverage during the term of the contract, including updated certificates due to policy renewal, should be sent directly to Contract Administrator..



COUNTY OF NEVADA  
NEVADA CITY, CA  
RFP/RFQ OPENING RECORD

RFP/RFQ Number: 143579  
Title: Grant Writing Consulting Services  
Close Date: 7/8/21

Buyer: \_\_\_\_\_  
*Devinne Belding*  
Recorder: \_\_\_\_\_  
Diana Wilburn

	NAME OF FIRM	LOCATION	RESPONSE RECEIVED	
1	RK Consultancy Services Inc.	Minneapolis, MN	Yes	
2	Key Writing Concepts	Fresno, CA	Yes	
3	TJD Consulting	Schertz, TX	Yes	
4	Resource Development Associates	Oakland, CA	Yes	
5	California Consulting Inc.	El Segundo, CA	Yes	
6	B & A Professional Grant Consulting	Irvine, CA	Yes	
7	Ferguson Group LLC	Washington, DC	Yes	
8	AM Crawford Inc.	San Francisco, CA	Yes	
9	Evan Brooks Associates	Pasadena, CA	Yes	
10	Lori Adams	Sacramento, CA	Yes	
11	Engineeing Solutions Services	San Francisco, CA	Yes	
12	S. Betz - Walnut Creek Consulting	Benicia, CA	Yes	
13	Ben En Engineering Advisors	Roseville, CA	Yes	
14	MD+M Consulting	Nevada City, CA	Yes	

This document serves as a record of the firms who submitted proposals for this RFP/RFQ.

All submittals will be reviewed for responsiveness to the RFP/RFQ requirements and evaluated in accordance with the criteria contained therein.



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 1**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
<b>RESPONDING FIRMS</b>	<b>Location (1)</b>	<b>Max Points --&gt;</b>	25	35	20	20	100
RK Consultancy Services Inc.	Minneapolis, MN		15.0	15.0	10.0	15.0	<b>55.0</b>
Key Writing Concepts	Fresno, CA		20.0	20.0	15.0	18.0	<b>73.0</b>
TJD Consulting	Schertz, TX		15.0	15.0	10.0	15.0	<b>55.0</b>
Resource Development Associates	Oakland, CA		20.0	35.0	15.0	15.0	<b>85.0</b>
California Consulting Inc.	El Segundo, CA		25.0	30.0	17.0	13.0	<b>85.0</b>
B & A Professional Grant Consulting	Irvine, CA		25.0	30.0	15.0	15.0	<b>85.0</b>
Ferguson Group LLC	Washington, DC		25.0	25.0	17.0	15.0	<b>82.0</b>
AM Crawford Inc.	San Francisco, CA		15.0	15.0	15.0	15.0	<b>60.0</b>
Evan Brooks Associates	Pasadena, CA		25.0	35.0	18.0	18.0	<b>96.0</b>



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 1**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
<b>RESPONDING FIRMS</b>	<b>Location (1)</b>	<b>Max Points --&gt;</b>	25	35	20	20	100
Lori Adams	Sacramento, CA		25.0	35.0	18.0	17.0	<b>95.0</b>
Engineeing Solutions Services	San Francisco, CA		25.0	30.0	17.0	15.0	<b>87.0</b>
S. Betz - Walnut Creek Consulting	Benicia, CA		15.0	15.0	15.0	20.0	<b>65.0</b>
Ben En Engineering Advisors	Roseville, CA		20.0	30.0	15.0	15.0	<b>80.0</b>
MD+M Consulting	Nevada City, CA		20.0	20.0	15.0	15.0	<b>70.0</b>



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 2**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
<b>RESPONDING FIRMS</b>	<b>Location (1)</b>	<b>Max Points --&gt;</b>	25	35	20	20	100
RK Consultancy Services Inc.	Minneapolis, MN		18.0	27.0	14.0	16.0	<b>75.0</b>
Key Writing Concepts	Fresno, CA		18.0	30.0	15.0	15.0	<b>78.0</b>
TJD Consulting	Schertz, TX		18.0	25.0	15.0	18.0	<b>76.0</b>
Resource Development Associates	Oakland, CA		24.0	33.0	19.0	19.0	<b>95.0</b>
California Consulting Inc.	El Segundo, CA		23.0	32.0	18.0	18.0	<b>91.0</b>
B & A Professional Grant Consulting	Irvine, CA		22.0	32.0	19.0	19.0	<b>92.0</b>
Ferguson Group LLC	Washington, DC		21.0	33.0	18.0	18.0	<b>90.0</b>
AM Crawford Inc.	San Francisco, CA		21.0	29.0	16.0	17.0	<b>83.0</b>



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 2**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
Evan Brooks Associates	Pasadena, CA		21.0	33.0	18.0	18.0	<b>90.0</b>
Lori Adams	Sacramento, CA		21.0	34.0	18.0	18.0	<b>91.0</b>
Engineering Solutions Services	San Francisco, CA		24.0	33.0	20.0	20.0	<b>97.0</b>
S. Betz - Walnut Creek Consulting	Benicia, CA		19.0	27.0	15.0	16.0	<b>77.0</b>
Ben En Engineering Advisors	Roseville, CA		23.0	33.0	19.0	19.0	<b>94.0</b>
MD+M Consulting	Nevada City, CA		17.0	29.0	14.0	15.0	<b>75.0</b>





**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 3**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
<b>RESPONDING FIRMS</b>	<b>Location (1)</b>	<b>Max Points --&gt;</b>	25	35	20	20	100
RK Consultancy Services Inc.	Minneapolis, MN		19.0	25.0	15.0	15.0	<b>74.0</b>
Key Writing Concepts	Fresno, CA		18.0	26.0	16.0	14.0	<b>74.0</b>
TJD Consulting	Schertz, TX		14.0	24.0	17.0		<b>55.0</b>
Resource Development Associates	Oakland, CA		22.0	30.0	19.0	18.0	<b>89.0</b>
California Consulting Inc.	El Segundo, CA		23.0	31.0	19.0	19.0	<b>92.0</b>
B & A Professional Grant Consulting	Irvine, CA		23.0	30.0	19.0	18.0	<b>90.0</b>
Ferguson Group LLC	Washington, DC		21.0	27.0	17.0	17.0	<b>82.0</b>
AM Crawford Inc.	San Francisco, CA		18.0	24.0	15.0	14.0	<b>71.0</b>
Evan Brooks Associates	Pasadena, CA		21.0	28.0	18.0	18.0	<b>85.0</b>
Lori Adams	Sacramento, CA		22.0	28.0	18.0	18.0	<b>86.0</b>



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO. 143579**  
**TITLE: Grant Writing Consulting Services**

**PROPOSAL SCORES - INDIVIDUAL RATERS**  
**RATER NO. 3**

		<b>EVALUATION CRITERIA:</b>	Qualifications of firm	Experience and references	Qualifications of team: experience/qualification s of proposed staff	Project Plan: Understanding of the Work	<b>TOTAL</b>
		<b>Per RFP Section No:</b>	section 8.3	section 8.4	section 8.5	section 8.6	
Engineering Solutions Services	San Francisco, CA		22.0	30.0	18.0	18.0	<b>88.0</b>
S. Betz - Walnut Creek Consulting	Benicia, CA		17.0	26.0	15.0	15.0	<b>73.0</b>
Ben En Engineering Advisors	Roseville, CA		20.0	30.0	17.0	17.0	<b>84.0</b>
MD+M Consulting	Nevada City, CA		15.0	22.0	17.0	13.0	<b>67.0</b>



**COUNTY OF NEVADA  
NEVADA CITY, CA**

**RFP NO.**

**TITLE:**

**Grant Writing Consulting Services**

**PROPOSAL EVALUATION - COMPOSITE SCORES, ALL EVALUATORS**

		EVALUATION CRITERIA:	Qualifications of firm	Experience and references	Qualifications of team: experience/qualifications of proposed staff	Project Plan: Understanding of the Work	TOTAL	LOCAL PREF. (1)	GRAND TOTAL
		Per RFP Section No:	section 8.3	section 8.4	section 8.5	section 8.6			
<b>RESPONDING FIRMS</b>	<b>Location (1)</b>	<b>Max Points --&gt; Local Vendor</b>							
			75	105	60	60	300	0	300
RK Consultancy Services Inc.	Minneapolis, MN		52	67	39	46	204.0	0	204.0
Key Writing Concepts	Fresno, CA		56	76	46	47	225.0	0	225.0
TJD Consulting	Schertz, TX		47	64	42	33	186.0	0	186.0
Resource Development Associates	Oakland, CA		66	98	53	52	269.0	0	269.0
California Consulting Inc.	El Segundo, CA		71	93	54	50	268.0	0	268.0
B & A Professional Grant Consulting	Irvine, CA		70	92	53	52	267.0	0	267.0
Ferguson Group LLC	Washington, DC		67	85	52	50	254.0	0	254.0
AM Crawford Inc.	San Francisco, CA		54	68	46	46	214.0	0	214.0
Evan Brooks Associates	Pasadena, CA		67	96	54	54	271.0	0	271.0
Lori Adams	Sacramento, CA		68	97	54	53	272.0	0	272.0
Engineering Solutions Services	San Francisco, CA		71	93	55	53	272.0	0	272.0
S. Betz - Walnut Creek Consulting	Benicia, CA		51	68	45	51	215.0	0	215.0
Ben En Engineering Advisors	Roseville, CA		63	93	51	51	258.0	0	258.0
MD+M Consulting	Nevada City, CA		52	71	46	43	212.0	0	212.0

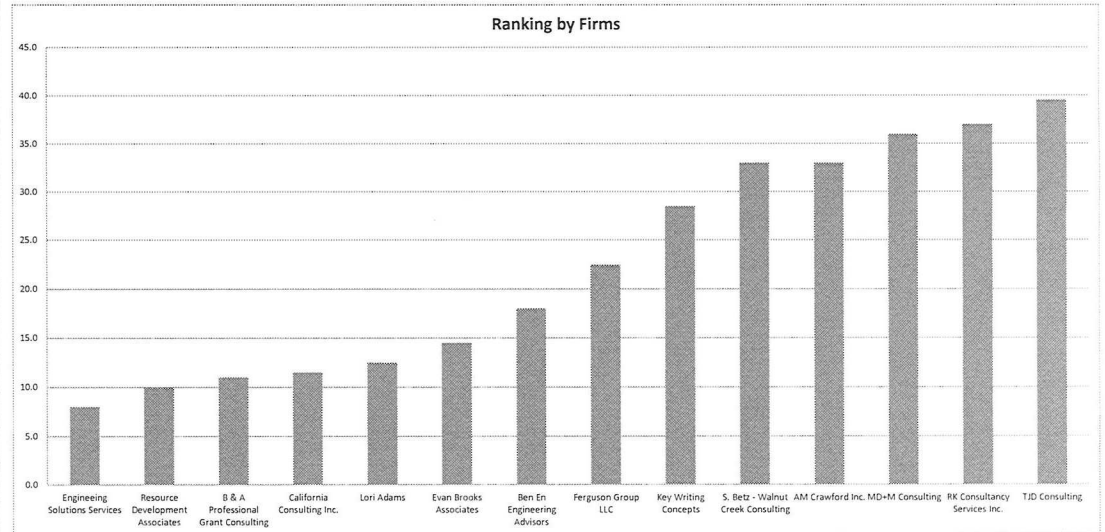


COUNTY OF NEVADA  
NEVADA CITY, CA

RFP NO. 143579  
TITLE: Architectural Engineering Services

PROPOSAL EVALUATION - FINAL RANKING, ALL EVALUATORS

			TOTAL RANKING BY RATER				
RESPONDING FIRMS	LOCATION	BEST POSSIBLE RANKING	Rater No. 1	Rater No. 2	Rater No. 3	Total Ranking Score	Final Rank
Engineering Solutions Services	San Francisco, CA	1	3.0	1.0	4.0	8.0	1
Resource Development Associates	Oakland, CA	1	5.0	2.0	3.0	10.0	2
B & A Professional Grant Consulting	Irvine, CA	1	5.0	4.0	2.0	11.0	3
California Consulting Inc.	El Segundo, CA	1	5.0	5.5	1.0	11.5	4
Lori Adams	Sacramento, CA	1	2.0	5.5	5.0	12.5	5
Evan Brooks Associates	Pasadena, CA	1	1.0	7.5	6.0	14.5	6
Ben En Engineering Advisors	Roseville, CA	1	8.0	3.0	7.0	18.0	7
Ferguson Group LLC	Washington, DC	1	7.0	7.5	8.0	22.5	8
Key Writing Concepts	Fresno, CA	1	9.0	10.0	9.5	28.5	9
S. Betz - Walnut Creek Consulting	Benicia, CA	1	11.0	11.0	11.0	33.0	10.5
AM Crawford Inc.	San Francisco, CA	1	12.0	9.0	12.0	33.0	10.5
MD+M Consulting	Nevada City, CA	1	10.0	13.0	13.0	36.0	12
RK Consultancy Services Inc.	Minneapolis, MN	1	13.5	14.0	9.5	37.0	13
TJD Consulting	Schertz, TX	1	13.5	12.0	14.0	39.5	14



			FINAL SCORING BY RATER			
RESPONDING FIRMS	Location	Best Possible Score	Rater No. 1	Rater No. 2	Rater No. 3	Total Score
Lori Adams	Sacramento, CA	300	95.0	91.0	86.0	272.0
Engineering Solutions Services	San Francisco, CA	300	87.0	97.0	88.0	272.0
Evan Brooks Associates	Pasadena, CA	300	96.0	90.0	85.0	271.0
Resource Development Associates	Oakland, CA	300	85.0	95.0	89.0	269.0
California Consulting Inc.	El Segundo, CA	300	85.0	91.0	92.0	268.0
B & A Professional Grant Consulting	Irvine, CA	300	85.0	92.0	90.0	267.0
Ben En Engineering Advisors	Roseville, CA	300	80.0	94.0	84.0	258.0
Ferguson Group LLC	Washington, DC	300	82.0	90.0	82.0	254.0
Key Writing Concepts	Fresno, CA	300	73.0	78.0	74.0	225.0
S. Betz - Walnut Creek Consulting	Benicia, CA	300	65.0	77.0	73.0	215.0
AM Crawford Inc.	San Francisco, CA	300	60.0	83.0	71.0	214.0
MD+M Consulting	Nevada City, CA	300	70.0	75.0	67.0	212.0
RK Consultancy Services Inc.	Minneapolis, MN	300	55.0	75.0	74.0	204.0
TJD Consulting	Schertz, TX	300	55.0	76.0	55.0	186.0